## Form 10-Q

(Mark One)
[ X ] QUARTERLY REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934

For the quarterly period ended March 31, 1996
OR
[ ] TRANSITION REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934

For the transition period from $\qquad$ to $\qquad$
Commission File Number 1-7850

SOUTHWEST GAS CORPORATION
(Exact name of registrant as specified in its charter)

## California

(State or other jurisdiction of incorporation or organization)

5241 Spring Mountain Road
Post Office Box 98510
Las Vegas, Nevada 89193-8510
(Address of principal executive offices)

Registrant's telephone number, including area code: (702) 876-7237

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

Yes $X \quad$ No
88-0085720
(I.R.S. Employer Identification No.)
(Zip Code)

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

Common Stock, \$1 Par Value 26,247, 260 shares as of May 2, 1996

## ITEM 1. FINANCIAL STATEMENTS

The condensed consolidated financial statements included herein have been prepared by Southwest Gas Corporation (the Company), without audit, pursuant to the rules and regulations of the Securities and Exchange Commission. In the opinion of management, all adjustments, consisting of normal recurring items and estimates necessary for a fair presentation of the results for the interim periods, have been made. Certain information and footnote disclosures normally included in financial statements prepared in accordance with generally accepted accounting principles have been condensed or omitted pursuant to such rules and regulations. It is suggested that these condensed consolidated financial statements be read in conjunction with the financial statements and the notes thereto included in the Company's 1995 Annual Report on Form 10-K.

In January 1996, the Company entered into a definitive agreement with Norwest Corporation to sell PriMerit Bank (PriMerit or the Bank). The sale is expected to be finalized in the third quarter of 1996. The financial services activities are accounted for as discontinued operations for consolidated financial reporting purposes. However, as required, the Company has also included the separate, stand-alone financial results and disclosures for the Bank on a going-concern basis in this Form 10-Q. Disclosure of Bank operating activities and results on a going-concern basis is included herein for purposes of providing information considered useful in analyzing the proposed sale.

Separate stand-alone financial results and disclosures reported for the Bank on a going-concern basis are included in ITEM 1, FINANCIAL STATEMENTS (pages 6 to 8) and ITEM 2, MANAGEMENT'S DISCUSSION AND ANALYSIS (MD\&A) (pages 12 to 21). The separate stand-alone financial results and disclosures reported for the Bank on a going-concern basis differ from the results and disclosures reported for the Bank as a discontinued operation. In 1996, while the Company will continue, as required, to disclose the ongoing operating results of the Bank through the close of the proposed transaction, those amounts will not be realized or recognized by the Company in its consolidated financial statements, consistent with the terms of the sales agreement.

MARCH 31, 1996

ASSETS
Utility plant
Gas plant
Less: accumulated depreciation
Acquisition adjustments
Construction work in progress
$\$ 1,604,299$
$(476,960)$
6,189
25,888
---------
$1,159,416$
-----------


## CAPITALIZATION AND LIABILITIES

Capitalization
Common stock, \$1 par (authorized $30,000,000$ shares; issued and outstanding - 24,725,072 and 24,467,499 shares)
Additional paid-in capital
Retained earnings
Total common equity
Redeemable preferred securities of Southwest Gas Capital I
Long-term debt, less current maturities

> Total capitalization

Current liabilities
Current maturities of long-term debt
Short-term debt
Accounts payable
Accrued taxes
Deferred purchased gas costs
Other current liabilities
Total current liabilities
Deferred income taxes and other credits Deferred income taxes and investment tax credits
Other deferred credits
Total deferred income taxes and other credits

Total capitalization and liabilities

| \$ | 26,355 | \$ |
| :--- | ---: | ---: |
| 316,720 | 26,097 |  |
| 27,084 | 312,631 |  |
| ------- | 17,322 |  |
|  | 370,159 | --------- |
|  |  | 356,050 |


| 60,000 | 60,000 |
| :---: | :---: |
| 612,666 | 607,945 |
| 1,042,825 | 1,023,995 |


| 120, 000 | 120,000 |
| :---: | :---: |
| -- | 37,000 |
| 49,294 | 41,864 |
| 45,866 | 29,116 |
| 34,900 | 32,776 |
| 59,668 | 69,455 |
| 309,728 | 330,211 |


| 140, 044 | 138,893 |
| :---: | :---: |
| 40,620 | 39,428 |
| 180,664 | 178,321 |
| \$ 1,533,217 | \$ 1,532,527 |

The accompanying notes are an integral part of these statements.

SOUTHWEST GAS CORPORATION AND SUBSIDIARIES CONDENSED CONSOLIDATED STATEMENTS OF INCOME (In thousands, except per share amounts) (Unaudited)

|  | THREE MONTHS ENDED MARCH 31, |  |  | TWELVE MONTHS ENDED MARCH 31, |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 1996 | 1995 |  | 1996 |  | 1995 |
| Gas operating revenues |  | 188,352 | \$ 203, 521 |  | 548,333 |  | 595,492 |
| Net cost of gas |  | 78,469 | 98,906 |  | 207,019 |  | 251,833 |
| Operating margin |  | 109,883 | 104,615 |  | 341,314 |  | 343,659 |
| Operating expenses: |  |  |  |  |  |  |  |
| Operations and maintenance |  | 47,211 | 45,867 |  | 189,313 |  | 181,631 |
| Depreciation and amortization |  | 16,539 | 15,137 |  | 63,894 |  | 58,340 |
| Taxes other than income taxes |  | 7,594 | 6,782 |  | 27,985 |  | 25,751 |
| Total operating expenses |  | 71,344 | 67,786 |  | 281,192 |  | 265,722 |
| Operating income |  | 38,539 | 36,829 |  | 60,122 |  | 77,937 |
| Other income and (expenses): |  |  |  |  |  |  |  |
| Net interest deductions |  | $(12,953)$ | $(13,322)$ |  | $(52,986)$ |  | $(51,136)$ |
| Preferred securities distributions |  | $(1,369)$ | -- |  | $(2,281)$ |  |  |
| Other income (deductions), net |  | 79 | 208 |  | (781) |  | (674) |
| Total other income and (expenses) |  | $(14,243)$ | $(13,114)$ |  | $(56,048)$ |  | $(51,810)$ |
| Income from continuing operations before income taxes |  | 24,296 | 23,715 |  | 4,074 |  | 26,127 |
| Income tax expense |  | 9,437 | 9,266 |  | 1,010 |  | 9,887 |
| Income from continuing operations |  | 14,859 | 14,449 |  | 3,064 |  | 16,240 |
| Net income (loss) from discontinued operations |  | -- | 196 |  | $(17,732)$ |  | 1,997 |
| Net income (loss) |  | 14,859 | 14,645 |  | $(14,668)$ |  | 18,237 |
| Preferred/preference stock dividend requirements |  | -- | 95 |  | 212 |  | 467 |
| Net income (loss) applicable to common stock |  | 14,859 | \$ 14,550 |  | $(14,880)$ |  | 17,770 |
| Earnings per share from continuing operations | \$ | 0.60 | \$ 0.67 | \$ | 0.12 |  | 0.75 |
| Earnings (loss) per share from discontinued operations |  | -- | . 01 |  | (0.74) |  | 0.09 |
| Earnings (loss) per share of common stock | \$ | 0.60 | \$ 0.68 | \$ | (0.62) |  | 0.84 |
| Dividends paid per share of common stock | \$ | 0.205 | \$ 0.205 | \$ | 0.82 |  | 0.81 |
| Average number of common shares outstanding |  | 24,604 | 21,396 |  | 24,025 |  | 21,170 |

The accompanying notes are an integral part of these statements.
CASH FLOW FROM OPERATING ACTIVITIES:
Net income
Adjustments to reconcile net income to
net cash provided by operating activities:
Depreciation and amortization
Deferred income taxes
Changes in current assets and liabilities
Accounts receivable
Accrued utility revenue
Unrecovered purchased gas costs
Accounts payable
Accrued taxes
Other current assets and liabilities
Other
Undistributed (income) loss from discontinued operations

Net cash provided by operating activities

CASH FLOW FROM INVESTING ACTIVITIES:
Construction expenditures
Other
Net cash used in investing activities

CASH FLOW FROM FINANCING ACTIVITIES:
Issuance of common stock
Issuance of trust originated preferred securities
Reacquisition of preferred/preference stocks
Dividends paid
Issuance of long-term debt
Retirement of long-term debt
Issuance (repayment) of short-term debt
Other
Net cash provided by (used in) financing activities

Change in cash and temporary cash investments
Cash at beginning of period

Cash at end of period

Supplemental information:
Interest paid, net of amounts capitalized
Income taxes paid, net of refunds


| $(38,774)$ | $(33,928)$ |
| :---: | :---: |
| (105) | $(1,663)$ |
| $(38,879)$ | $(35,591)$ |


| 4,354 | 3,605 |
| ---: | ---: |
| -- | -- |
| -- | -- |
| $(5,044)$ | $(4,522)$ |
| 4,986 | 7,000 |
| $(127)$ | $(2,061)$ |
| $(37,000)$ | $(22,000)$ |
| 1,362 | 45 |
| --------- | --- |
| $(31,469)$ | $(17,933)$ |
| ------------ |  |



TWELVE MONTHS ENDED
MARCH 31,

| 1996 | 1995 |  |
| :---: | :---: | :---: |
| \$ (14,668) | \$ | 18,237 |
| 63,894 |  | 58,340 |
| $(5,422)$ |  | $(19,136)$ |
| $(1,208)$ |  | 363 |
| 1,582 |  | $(2,450)$ |
| 28,687 |  | 31,871 |
| 17,473 |  | $(12,936)$ |
| $(14,147)$ |  | 7,046 |
| $(7,824)$ |  | 12,460 |
| 3,699 |  | 1,520 |
| 13,254 |  | $(7,161)$ |
| 85,320 |  | 88,154 |

$(145,259)$
(95)
$(145,354)$

| 45,593 | 7,867 |
| ---: | ---: |
| 57,713 | -- |
| $(4,000)$ | $(4,058)$ |
| $(20,097)$ | $(17,694)$ |
| 47,393 | 34,000 |
| $(351)$ | $(2,256)$ |
| $(70,000)$ | 62,000 |
| 1,269 | 579 |
| ------------ |  |
| 57,520 | 80,438 |
| -------- | ------- |


| $(24,166)$ | 23,238 |
| :---: | :---: |
| 30,098 | 6,860 |
| \$ 5,932 | \$ 30,098 |
| \$ 61,900 | \$ 57,104 |
| \$ 15,234 | \$ 12,403 |

The accompanying notes are an integral part of these statements.

## NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS

Note 1 - PriMerit Bank Financial Statement Data
Summarized consolidated financial statement data for PriMerit Bank is presented below:

CONDENSED CONSOLIDATED STATEMENTS OF FINANCIAL CONDITION (Thousands of dollars)
(Unaudited)

| MARCH 31, | DECEMBER |
| :---: | :---: |
| 1996 | 1995 |

## ASSETS

Cash and due from banks
Cash equivalents
Debt securities available for sale
Debt securities held to maturity (fair value of $\$ 59,942$ and $\$ 63,675$ )
Loans receivable, net of allowance for estimated credit losses of \$16,561 and \$16,353
Loans receivable held for sale (fair value of $\$ 7,632$ and $\$ 6,032$ )
Real estate acquired through foreclosure, net of allowance for estimated losses of \$277 and \$267 Real estate held for sale or development, net of allowance for estimated losses of $\$ 737$ and $\$ 863$ FHLB stock, at cost
Excess of cost over net assets acquired Other assets

| \$ 51,655 | \$ 46,759 |
| :---: | :---: |
|  | 72,991 |
| 389,017 | 422,421 |
| 60,462 | 64,254 |
| 1,092,647 | 1,070,081 |
| 7,566 | 5,855 |
| 3,679 | 3,136 |
| 368 | 247 |
| 10,406 | 11,057 |
| 49,956 | 49,956 |
| 34,978 | 28,262 |
| \$1,700,734 | \$1,775, 019 |

LIABILITIES AND STOCKHOLDER'S EQUITY
Deposits
Securities sold under agreements to repurchase
Advances from FHLB
Notes payable
Other liabilities

Stockholder's equity:
Common stock
Additional paid-in capital
Unrealized gain, net of tax, on debt securities
available for sale
Retained earnings

| \$1, 253, 005 | \$1, 266, 071 |
| :---: | :---: |
| 75,707 | 140,710 |
| 164,400 | 164,400 |
| 7,995 | 7,995 |
| 24,130 | 22,284 |
| 1,525,237 | 1,601,460 |
| 57 | 57 |
| 160,442 | 160,442 |
| 462 | 1,409 |
| 14,536 | 11,651 |
| 175,497 | 173,559 |
| \$1,700,734 | \$1,775, 019 |


|  | THREE MONTHS ENDED MARCH 31, |  |  |  | TWELVE MONTHS ENDED MARCH 31, |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 1996 |  | 1995 |  | 1996 |  | 1995 |
| Interest income | \$ | 32,432 | \$ | 33,211 | \$ | 132,098 |  | 123,600 |
| Interest expense |  | 16,890 |  | 18,429 |  | 71,761 |  | 64,170 |
| Net interest income |  | 15,542 |  | 14,782 |  | 60,337 |  | 59,430 |
| Provision for estimated credit losses |  | $(1,626)$ |  | $(1,364)$ |  | $(8,411)$ |  | $(7,160)$ |
| Net interest income after provision for credit losses |  | 13,916 |  | 13,418 |  | 51,926 |  | 52,270 |
| Net income (loss) from real estate operations |  | (10) |  | (433) |  | 227 |  | (560) |
| Gain on sale of loans |  | 291 |  | 72 |  | 1,386 |  | 422 |
| Loss on sale of loans |  | (78) |  | -- |  | (155) |  | (195) |
| Net gain on sale of debt securities |  | -- |  | -- |  | 970 |  | 1 |
| Gain (loss) on secondary marketing hedging activity |  | (12) |  | (4) |  | (128) |  | 254 |
| Loan-related fees |  | 290 |  | 317 |  | 1,428 |  | 1,245 |
| Deposit-related fees |  | 1,855 |  | 1,850 |  | 7,594 |  | 7,143 |
| Loss on sale of credit cards |  | -- |  | -- |  | -- |  | (1) |
| Other income |  | 23 |  | 8 |  | 201 |  | 193 |
| Total noninterest income |  | 2,369 |  | 2,243 |  | 11,296 |  | 9,062 |
| General and administrative expenses |  | 11,262 |  | 11,151 |  | 44,506 |  | 43,672 |
| Amortization of cost in excess of net assets acquired |  | -- |  | 965 |  | 2,896 |  | 3,860 |
| Impairment of cost in excess of net assets acquired |  | -- |  | -- |  | 11,823 |  |  |
| Total noninterest expense |  | 11,262 |  | 12,116 |  | 59,225 |  | 47,532 |
| Income before income taxes |  | 5,013 |  | 3,112 |  | 4,224 |  | 13,240 |
| Income tax expense |  | 1,753 |  | 1,434 |  | 5,847 |  | 6,079 |
| Net income (loss) | \$ | 3,260 | \$ | 1,678 | \$ | $(1,623)$ |  | 7,161 |
| Contribution to consolidated net income (a) | \$ | -- | \$ | 196 | \$ | $(17,732)$ | \$ | 1,997 |

(a) Includes after-tax allocation of costs from parent for periods through December 31, 1995.

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CONDENSED CONSOLIDATED STATEMENTS OF CASH FLOWS
    (Thousands of dollars)
```

                (Unaudited)
    |  | THREE MONTHS ENDED MARCH 31, |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 1996 |  | 1995 |  |
| Net cash provided by operating activities | \$ | 782 | \$ | 9,898 |
| Cash flows from investing activities: |  |  |  |  |
| Proceeds from maturities and principal repayments of debt securities |  | 35,407 |  | 29,893 |
| Proceeds from sale of FHLB stock |  | 794 |  |  |
| Principal repayments of loans |  | 90,801 |  | 56,748 |
| Loan originations |  | $(130,099)$ |  | $(103,826)$ |
| Proceeds from sales of loans and loan servicing rights |  | 12,894 |  | 3,850 |
| Payment for termination of secondary marketing hedges |  | (12) |  | (4) |
| Proceeds from sales of real estate held for development |  | 19 |  | 246 |
| Acquisition of/expenses related to real estate held for development |  | (139) |  | (190) |
| Proceeds from sales of real estate acquired through foreclosure |  | 308 |  | 2,860 |
| Net change to premises and equipment |  | (406) |  | (900) |
| Net cash provided by (used in) investing activities |  | 9,567 |  | $(11,323)$ |
| Cash flows from financing activities: |  |  |  |  |
| Proceeds from deposits |  | 1,494,612 |  | 1,271,876 |
| Payments for maturing deposits |  | $(1,507,678)$ |  | $(1,255,832)$ |
| Proceeds from securities sold under agreements to repurchase |  | 34,003 |  | 340,817 |
| Repayment of securities sold under agreements to repurchase |  | $(99,006)$ |  | $(408,078)$ |
| Proceeds from other borrowings |  | 500 |  | 50,000 |
| Repayment of other borrowings |  | (500) |  | -- |
| Dividends paid to Southwest |  | (375) |  |  |
| Net cash used in financing activities |  | $(78,444)$ |  | $(1,217)$ |
| Net decrease in cash and cash equivalents |  | $(68,095)$ |  | $(2,642)$ |
| Cash and cash equivalents at the beginning of the year |  | 119,750 |  | 123,922 |
| Cash and cash equivalents at March 31 | \$ | 51,655 | \$ | 121,280 |
| Supplemental disclosures of cash flow information: |  |  |  |  |
| Cash paid during the year for: |  |  |  |  |
| Interest, net of amounts capitalized | \$ | 4,846 | \$ | 7,779 |
| Income taxes, net payments | \$ | -- | \$ | -- |

ITEM 2. MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS

The Company is principally engaged in the business of purchasing, transporting, and distributing natural gas to residential, commercial, and industrial customers in geographically diverse portions of Arizona, Nevada, and California. The Company also engaged in financial services activities through PriMerit Bank, a wholly owned subsidiary. In January 1996, the Company signed a definitive agreement to sell all of the outstanding common stock of PriMerit to Norwest Corporation (Norwest) for $\$ 175$ million. In April 1996, Norwest elected, pursuant to an option in the original agreement, to structure the acquisition as a purchase of substantially all of the assets and liabilities of the Bank for approximately $\$ 191$ million. It is estimated that the Company will be required to pay an additional $\$ 16$ million in income taxes by virtue of consummating the Bank sale as a purchase of assets and an assumption of liabilities. The consideration of $\$ 191$ million therefore provides the economic equivalent to the Company of a sale of stock of the Bank for $\$ 175$ million. The intended use of the proceeds will be to reduce outstanding long-term debt. The sale is expected to be finalized in the third quarter of 1996, following receipt of shareholder and various governmental approvals and satisfaction of other customary closing conditions. Due to the intended sale of PriMerit during 1996, the financial services activities are considered discontinued operations for consolidated financial reporting purposes. See additional discussion of the sale below.

In April 1996, the Company completed the acquisition of Northern Pipeline Construction Co. (NPL) pursuant to a definitive agreement dated November 1995. The Company issued approximately $1,439,000$ shares of common stock in exchange for 100 percent of NPL common stock valued at $\$ 24$ million. NPL provides local gas distribution companies with installation, replacement, and maintenance services for underground natural gas distribution systems.

For the twelve months ended March 31, 1996, the gas segment contributed income of $\$ 3$ million, while discontinued operations-financial services experienced a $\$ 17.7$ million loss, resulting in a total net loss of $\$ 14.7$ million.

## CAPITAL RESOURCES AND LIQUIDITY

The capital requirements and resources of the Company generally are determined independently for the natural gas operations and financial services segments. Each business activity is generally responsible for securing its own financing sources.

Under terms of the definitive agreement with Norwest, the Bank is limited in the amount of dividends payable to the Company through the closing date of the sale to $\$ 375,000$ per quarter through June 30, 1996 and up to $\$ 3.5$ million in the third quarter of 1996, dependent upon the timing of the closing date of the sale. During the quarter ended March 31, 1996, the Bank declared and paid a $\$ 375,000$ dividend to the Company.

See separate discussions of the capital resources and liquidity for each business activity.

## RESULTS OF CONSOLIDATED OPERATIONS

Quarterly Analysis

|  | Contribution to Net Income Three Months Ended March 31, |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | $\begin{aligned} & \text { (Thousands of dollars) } \\ & 1996 \end{aligned}$ |  |  |  |
| Continuing operations-natural gas operations | \$ | 14,859 | \$ | 14,449 |
| Discontinued operations-financial services |  | - - |  | 196 |
| Net income | \$ | 14,859 | \$ | 14,645 |

See separate discussions of each business segment for an analysis of these changes.


See separate discussions of each business segment for an analysis of these changes.

## NATURAL GAS OPERATIONS SEGMENT

The Company is engaged in the business of purchasing, transporting, and distributing natural gas in portions of Arizona, Nevada, and California. Its service areas are geographically as well as economically diverse. The Company is the largest distributor in Arizona, selling and transporting natural gas in most of southern, central, and northwestern Arizona, including the Phoenix and Tucson metropolitan areas. The Company is also the largest distributor and transporter of natural gas in Nevada, and serves the Las Vegas metropolitan area and northern Nevada. In addition, the Company distributes and transports natural gas in portions of California, including the Lake Tahoe area in northern California and high desert and mountain areas in San Bernardino County.

The Company purchases, transports, and distributes natural gas to approximately 1,042,000 residential, commercial, and industrial customers within its three-state service territory, of which 59 percent are in Arizona, 31 percent are in Nevada, and 10 percent are in California. During the twelve months ended March 31, 1996, the Company earned 59 percent of operating margin from residential customers, 24 percent from commercial customers, and 17 percent from industrial and other customers. During this same period, the Company earned 57 percent of operating margin in Arizona, 32 percent in Nevada, and 11 percent in California. This pattern is consistent with prior years and is expected to continue.

For the twelve months ended March 31, 1996, the Company's natural gas construction expenditures totaled $\$ 171$ million, an 18 percent increase when compared to $\$ 145$ million of additions for the same period ended a year ago. The increase is attributed to the investment in new transmission and distribution plant in Arizona, Nevada, and California to meet the demand from the Company's growing customer base.

## CAPITAL RESOURCES AND LIQUIDITY

The Company currently estimates that construction expenditures for its natural gas operations for the three-year period ending December 31, 1998 will be approximately $\$ 470$ million. It is currently estimated that cash flow from operating activities (net of dividends) will fund approximately one-half of the gas operation's total construction expenditures during the three-year period ending December 31, 1998. A portion of the construction expenditure funding will be provided by $\$ 36$ million of funds held in trust, at December 31, 1995, from the issuance of 1993 Clark County, Nevada, Series A and 1993 City of Big Bear Lake, California, Series A industrial development revenue bonds (IDRB). The remaining cash requirements are expected to be provided by external financing sources. The timing, types, and amounts of these additional external financings will be dependent on a number of factors, including conditions in the capital markets, timing and amounts of rate relief, and growth factors in the Company's service areas. These external financings may include the issuance of both debt and equity securities, bank and other short-term borrowings, and other forms of financing.

Quarterly Analysis

Contribution to consolidated net income increased \$410,000, compared to the first quarter of 1995. The increase was principally the result of fundamental improvements in operating margin, substantially offset by higher operating and financing expenses incurred as a result of the expansion and upgrading of the gas system to accommodate continued customer growth.

Operating margin increased five percent in the first quarter of 1996 when compared to the first quarter of 1995. During the first quarter of 1996, the Company billed an average of 53,000 more customers per month than in the prior period, resulting in approximately $\$ 6.6$ million of additional margin. However, the impact of record warm weather in the southwest region of the country during the first quarters of 1996 and 1995 reduced operating margin in both periods. On a weather-normalized basis, first quarter 1996 operating margin would have been approximately $\$ 16$ million, or 15 percent, greater than actually reported, while first quarter 1995 weather-normalized margin would have been approximately $\$ 15$ million greater than actual.

Operations and maintenance expenses increased $\$ 1.3$ million, or three percent, reflecting increases in labor and maintenance costs along with incremental operating expenses associated with meeting the needs of the Company's growing customer base

Depreciation expense and general taxes increased $\$ 2.2$ million, or ten percent, as a result of additional plant in service. Average gas plant in service increased $\$ 147$ million, or ten percent, as compared to the first quarter of 1995. The increase reflects ongoing capital expenditures for the upgrade of existing operating facilities and the expansion of the system to accommodate continued customer growth.

Net interest deductions decreased \$369,000, or three percent, over the prior period. Average total debt outstanding during the current quarter decreased one percent compared to the first quarter of 1995, and consisted of a $\$ 64$ million decrease in average short-term debt, partially offset by a $\$ 53$ million increase in average long-term debt, net of funds held in trust. The decrease is attributed to repayment of short-term debt from the proceeds of the May 1995 common stock issuance and October 1995 preferred securities issuance. Long-term debt issuances were comprised of the drawdown of IDRB funds previously held in trust to finance construction expenditures.

Preferred securities distributions during the first quarter of 1996 were $\$ 1.4$ million. These distributions were generated from the original issuance of preferred securities in October 1995

Twelve-Month Analysis

Contribution to consolidated net income decreased $\$ 13.2$ million as compared to the corresponding twelve-month period of the prior year. Operating margin decreased while operations and maintenance expense, depreciation expense, general taxes, and net interest deductions increased.

Despite a five percent increase in the average number of customers billed between the two periods, operating margin decreased $\$ 2.3$ million due to record warm weather experienced during the 1995/1996 winter heating season. On a weather-normalized basis, operating margin would have been approximately $\$ 29$ million greater than actually reported for the twelve months ended March 31, 1996, while weather-normalized margin would have been approximately $\$ 10$ million greater than actual for the twelve months ended March 31, 1995.

Operations and maintenance expenses increased $\$ 7.7$ million, or four percent, primarily as a result of general cost increases in labor and materials over the same period a year ago. These increases reflect the incremental cost of providing service to the Company's steadily growing customer base.

Depreciation expense and general taxes increased $\$ 7.8$ million, or nine percent, as a result of additional plant in service. Average gas plant in service for the current twelve-month period increased $\$ 138$ million, or ten percent, compared to the corresponding period a year ago. This was attributable to the upgrade of existing operating facilities and the expansion of the system to accommodate the number of new customers being added to the system.

Net interest deductions increased $\$ 1.9$ million, or four percent, during the twelve months ended March 1996 over the comparative period of the prior year. Average total debt outstanding during the period increased three percent and consisted of a $\$ 68$ million increase in average long-term debt, net of funds held in trust, and a $\$ 49$ million decrease in average short-term debt. The increase in debt is attributed primarily to borrowings for construction expenditures and operating activities as well as the drawdown of IDRB funds previously held in trust, while the short-term debt decrease is due to the issuance of common stock and preferred securities.

Preferred securities distributions during the current period were $\$ 2.3$ million. These distributions were generated from the original issuance of preferred securities in October 1995.

Rates and Regulatory Proceedings

## NEVADA

In December 1995, the Company filed general rate cases with the Public Service Commission of Nevada (PSCN) seeking approval to increase revenues by $\$ 15.8$ million, or 12 percent, annually for its southern Nevada rate jurisdiction and $\$ 5$ million, or 10 percent, annually for its northern Nevada rate jurisdiction. The Company was seeking recovery of increased operating and maintenance costs, construction-related financing, tax, insurance, and depreciation expenses associated with its expanding customer base. In April 1996, the PSCN approved a settlement of the general rate cases which provide the Company with a $\$ 10.6$ million general rate increase in southern Nevada and a $\$ 3.2$ million increase in northern Nevada. The settlement achieved a number of rate design and tariff restructuring changes resulting in rates that are more cost-based. Over 86 percent of annual margin will now be recoverable from core customer classes, those most responsible for the increased costs of operations. The settlement also adjusts rate design by equalizing margins earned from sales and transportation customers, resulting in consistent margin regardless of the type of service elected by a customer. The settlement also specifies a moratorium on future general rate increase requests until April 1999. The new rates become effective July 1, 1996.

## DISCONTINUED OPERATIONS-FINANCIAL SERVICES SEGMENT

In January 1996, the Company reached an agreement to sell PriMerit Bank (the Bank) to Norwest Corporation (Norwest). In April 1996, Norwest elected to structure the acquisition as a purchase of substantially all of the assets and liabilities of the Bank. The sale is expected to be finalized in the third quarter of 1996, following receipt of shareholder and various governmental approvals and the satisfaction of other customary closing conditions. Due to the intended sale of the Bank during 1996, the financial services activities are considered discontinued operations for consolidated financial reporting purposes. The following Bank-related information and disclosures present the Bank as a stand-alone entity and are presented for purposes of providing information considered useful in analyzing the proposed sale.

The separate stand-alone financial results and disclosures reported for the Bank on a going-concern basis differ from the results and disclosures reported for the Bank as a discontinued operation. In 1996, while the Company will
continue, as required, to disclose the ongoing operating results of the Bank through the close of the proposed transaction, those amounts will not be realized or recognized by the Company in its consolidated financial statements, consistent with the terms of the sales agreement.

The Bank is a federally chartered stock savings bank conducting business through branch offices in Nevada. The Bank's deposit accounts are insured to the maximum extent permitted by law by the Federal Deposit Insurance
Corporation (FDIC) through the Savings Association Insurance Fund (SAIF). The Bank is regulated by the Office of Thrift Supervision (OTS) and the FDIC, and is a member of the Federal Home Loan Bank (FHLB) system.

The Bank's principal business is to attract deposits from the general public and make loans secured by real estate and other collateral to enable borrowers to purchase, refinance, construct, or improve such property. Revenues are derived from interest income on real estate loans; debt securities; commercial, construction, corporate and consumer loans; and to a lesser extent, fees received in connection with loans and deposits. The Bank's major expense is the interest paid on savings deposits and borrowings.

## CAPITAL RESOURCES AND LIQUIDITY

In accordance with OTS regulations, the Bank is required to maintain an average daily balance of liquid assets equal to at least five percent of its liquidity base (savings deposits and borrowings due in one year or less) during the preceding calendar month. The liquidity ratio was 8.9 percent for the month of March 1996. The Bank maintains a ratio higher than the requirement due to its increased level of transaction accounts relative to a traditional thrift. Management considers the Bank's liquidity position to be adequate. At March 31, 1996, the Bank maintained in excess of $\$ 433$ million of unencumbered assets which could be borrowed against, or sold, to increase liquidity levels.

The Bank's deposits decreased $\$ 13$ million during the quarter primarily due to a decline in certificates of deposit accounts. During the first quarter, the Bank repaid a net $\$ 65$ million of primarily short-term reverse repurchase agreements.

Under terms of the definitive agreement with Norwest, the Bank is limited in the amount of dividends payable to the Company through the closing date of the sale to $\$ 375,000$ per quarter through June 30,1996 and up to $\$ 3.5$ million in the third quarter of 1996, dependent upon the timing of the closing date of the sale. During the quarter ended March 31, 1996, the Bank declared and paid a \$375,000 dividend to the Company.

FINANCIAL AND REGULATORY CAPITAL
At March 31, 1996, the Bank exceeded all three capital ratios for a "wellcapitalized" institution as defined by the FDIC Improvement Act of 1991 (FDICIA), and all three fully phased-in FDICIA capital requirements which will be applicable at July 1, 1996 under current FDICIA capital standards. During the first quarter of 1996, all three of the Bank's regulatory capital ratios increased principally as a result of the Bank's year-to-date net income of $\$ 3.3$ million, partially offset by an increased risk-weighted asset base. The Bank continues to be classified as "well capitalized" under FDICIA.

A reconciliation of stockholder's equity to the three FDICIA regulatory capital standards and the Bank's resulting ratios are set forth in the table below (thousands of dollars):

|  | MARCH 31, 1996 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | TOTAL RISK-BASED |  | TIER 1 RISK-BASED |  | TIER 1 LEVERAGE |  |
| Stockholder's equity | \$ | 175,497 | \$ | 175,497 | \$ | 175,497 |
| Capital adjustments: |  |  |  |  |  |  |
| Nonsupervisory goodwill |  | $(38,287)$ |  | $(38,287)$ |  | $(38,287)$ |
| Supervisory goodwill |  | $(23,492)$ |  | $(23,492)$ |  | $(23,492)$ |
| Goodwill impairment allowance |  | 11,823 |  | 11,823 |  | 11,823 |
| Real estate investment and mortgage servicing rights |  | $(1,275)$ |  | (364) |  | (364) |
| Unrealized gain, net of tax, on debt securities available for sale |  | (462) |  | (462) |  | (462) |
| General loan loss reserves |  | 12,682 |  | - - |  |  |
| Regulatory capital | \$ | 136,486 | \$ | 124,715 | \$ | 124,715 |
| Regulatory capital ratio |  | 13.50\% |  | 12.34\% |  | 7.55\% |
| Adequately capitalized required ratio |  | 8.00 |  | 4.00 |  | 4.00 |
| Excess |  | 5.50\% |  | 8.34\% |  | 3.55\% |
| Asset base |  | 010,678 |  | 010,678 |  | 650, 838 |

At March 31, 1996, under fully phased-in FDICIA capital rules applicable at July 1, 1996, the Bank would have exceeded its "adequately capitalized" fully phased-in total risk-based, tier 1 risk-based, and tier 1 leverage capital requirements by $\$ 55.4$ million, $\$ 84$ million and $\$ 58.4$ million, respectively. The Bank's fully phased-in capital levels improved slightly from December 31, 1995 due to earnings for the quarter.

The Bank enters into various interest rate swaps in managing its interest rate risk. In these swaps, the Bank agrees with other parties to exchange, at specified intervals, the difference between fixed-rate and floating-rate interest amounts calculated on an agreed-upon notional principal amount. Because the Bank's interest-earning assets tend to be long-term fixed-rate instruments while the Bank's interest-bearing liabilities tend to be shorter term or floating-rate obligations, interest rate swaps reduce the impact of market fluctuations on the Bank's net interest income.

The Bank only enters into interest rate swaps to hedge specific assets or liabilities, and not for speculative or trading purposes. Therefore, the Bank accounts for the swaps by accruing for the cash flows which are contractually receivable and payable under the agreements. These net costs are included as cost of hedging activities in the consolidated statements of operations.

The Bank mitigates the credit risk associated with interest rate swaps by limiting itself to transactions with counterparties who are U.S. Government Securities dealers registered with the Securities and Exchange Commission (SEC) and are in full compliance with the SEC's Net Capital Rule for Brokers and Dealers. Additionally, the Bank's policy limits the maximum notional amount outstanding per dealer and in total.

The following table summarizes the terms of the Bank's outstanding interest rate swaps as of the dates indicated (thousands of dollars):

## MARCH 31, 1996

Notional principal
Weighted average remaining term (months)
Weighted average fixed-rate payable

| $\$$ | 98,200 | $\$$ | 98,200 |
| :---: | :---: | :---: | :---: |
|  | 56 |  | 59 |
|  | $6.87 \%$ |  | $6.87 \%$ |
|  | $5.58 \%$ |  | $5.94 \%$ |
| $\$$ | 561 | $\$$ | 77 |
| $\$$ | $(2,548)$ | $\$$ | $(4,942)$ |

The decrease in unrealized losses, from December 1995 to March 1996, affiliated with the interest rate swaps is due to increased interest rates. Conversely, the fair value of the assets hedged by these interest rate swaps has decreased.

RESULTS OF FINANCIAL SERVICES OPERATIONS
Quarterly Analysis

The Bank recorded net income of $\$ 3.3$ million for the three months ended March 31, 1996 compared to net income of $\$ 1.7$ million for the same period in 1995. The primary after-tax component of the Bank's 1996 first quarter net income was $\$ 3.3$ million from core banking operations. After-tax components of the Bank's 1995 first quarter net income were comprised of $\$ 3$ million from core banking operations, partially offset by $\$ 281,000$ in real estate losses and $\$ 965,000$ of goodwill amortization expense.

The Bank ceased amortizing goodwill in 1996, after recording an impairment loss on goodwill, in December 1995, in conjunction with the Bank's pending sale to Norwest.

The following table sets forth information with respect to interest rate spreads for the periods shown (thousands of dollars):

|  | Three Months Ended March 31, |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1996 |  |  |  |  |  | 1995 |  |  |  |
|  |  | Average Balance | Interest |  | Average Yield | Average Balance |  | Interest |  | Average Yield |
| Interest-earning assets: |  |  |  |  |  |  |  |  |  |  |
| Cash equivalents |  | \$ 16,439 | \$ | 238 | 5.80\% |  | \$ 83,144 | \$ | 1,258 | 6.05\% |
| Debt securities held to maturity |  | 62,311 |  | 1,190 | 7.64 |  | 100,619 |  | 1,823 | 7.25 |
| Debt securities available for sale |  | 406,168 |  | 6,824 | 6.72 |  | 516,000 |  | 8,658 | 6.71 |
| Loans receivable (net) |  | 1,087,910 |  | 24,032 | 8.84 |  | 956,954 |  | 21,247 | 8.88 |
| FHLB stock |  | 10,828 |  | 148 | 5.48 |  | 17,458 |  | 225 | 5.16 |
| Total interest-earning assets |  | \$ 1,583,656 |  | 32,432 | 8.19 |  | \$ 1,674,175 |  | 33,211 | 7.93 |
| Interest-bearing liabilities: |  |  |  |  |  |  |  |  |  |  |
| Deposits |  | \$ 1,251,448 |  | 12,566 | 4.04 |  | \$ 1,239,028 |  | 12,404 | 4.06 |
| Securities sold under agreements to repurchase |  | 81,811 |  | 1,206 | 5.93 |  | 261,243 |  | 4,033 | 6.26 |
| Advances from FHLB |  | 164,405 |  | 2,732 | 6.68 |  | 112,332 |  | 1,623 | 5.86 |
| Notes payable |  | 7,995 |  | 121 | 6.09 |  | 8,135 |  | 171 | 8.52 |
| Total interest-bearing liabilities |  | \$ 1,505,659 |  | 16,625 | 4.44 |  | \$ 1,620,738 |  | 18,231 | 4.56 |
| Cost of hedging activities |  |  |  | 265 | 0.07 |  |  |  | 198 | 0.05 |
| Cost of funds |  |  |  | 16,890 | 4.51 |  |  |  | 18,429 | 4.61 |
| Net interest income |  |  | \$ | 15,542 | 3.68\% |  |  | \$ | 14,782 | 3.32\% |
| Net yield on interest-earning assets |  |  |  |  | 3.93\% |  |  |  |  | 3.53\% |

During the first quarter of 1996, average interest-earning assets decreased by approximately $\$ 91$ million compared to the first quarter of 1995. Cash equivalents decreased by approximately $\$ 67$ million due to paydowns of shortterm borrowings. Loans increased by approximately $\$ 131$ million due to increased originations. Although interest rates decreased during the period, the average yield on interest-earning assets increased due to the changes in the mix of assets, including a reduction of lower yielding cash equivalents. Securities sold under agreements to repurchase decreased by approximately $\$ 179$ million due to paydowns at maturity. The overall reduction in relatively high cost borrowings caused the average yield on interest-bearing liabilities to decrease. The combination of higher yields on assets and lower costs on liabilities resulted in the yield on net interest income increasing by 40 basis points.

Twelve-Month Analysis

The Bank recorded a net loss of $\$ 1.6$ million for the twelve months ended March 31, 1996 compared to net income of $\$ 7.2$ million for the twelve months ended March 31, 1995. After-tax components of the Bank's net loss for the twelve months ended March 31, 1996 included an $\$ 11.8$ million goodwill impairment and $\$ 2.9$ million of goodwill amortization expense, partially offset by earnings of $\$ 12.2$ million from core banking operations, $\$ 145,000$ from real estate operations and $\$ 800,000$ from an adjustment to tax bad debt reserves not expected to reverse. After-tax components of the Bank's net income for the twelve months ended March 31, 1995 were comprised of $\$ 11.9$ million from core banking operations and a gain of $\$ 166,000$ from real estate operations, offset partially by a loss of $\$ 498,000$ from adjustments and charge-offs related to the sale of the Bank's remaining credit card portfolio, \$527,000 of real estate litigation costs, and $\$ 3.9$ million of goodwill amortization expense.

The following table sets forth information with respect to interest rate spreads for the periods shown (thousands of dollars):

Twelve Months Ended March 31,

|  | 1996 |  |  |  | 1995 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Average Balance | Interest |  | Average Yield | Average Balance |  | Interest |  | Average Yield |
| Interest-earning assets: |  |  |  |  |  |  |  |  |  |  |
| Cash equivalents |  | 26,935 | \$ | 1,619 | 6.01\% |  | 59,752 | \$ | 3,137 | 5.25\% |
| Debt securities held to maturity |  | 80,322 |  | 6,165 | 7.68 |  | 81,731 |  | 5,641 | 6.90 |
| Debt securities available for sale |  | 457,109 |  | 30,728 | 6.72 |  | 538,784 |  | 34,399 | 6.38 |
| Loans receivable (net) |  | 1,045,957 |  | 93,002 | 8.89 |  | 912,144 |  | 79,512 | 8.72 |
| FHLB stock |  | 11,302 |  | 584 | 5.17 |  | 17,126 |  | 911 | 5.32 |
| Total interest-earning assets |  | 1,621,625 |  | 132,098 | 8.15 |  | 1,609,537 |  | 123,600 | 7.68 |
| Interest-bearing liabilities: |  |  |  |  |  |  |  |  |  |  |
| Deposits |  | 1,249,492 |  | 52,100 | 4.17 |  | 1,237,516 |  | 46,187 | 3.73 |
| Securities sold under agreements to repurchase |  | 130,760 |  | 8,062 | 6.17 |  | 223,794 |  | 12,347 | 5.52 |
| Advances from FHLB |  | 155,542 |  | 10,300 | 6.62 |  | 83,843 |  | 4,344 | 5.18 |
| Notes payable |  | 8,031 |  | 608 | 7.57 |  | 8,171 |  | 652 | 7.98 |
| Total interest-bearing liabilities |  | 1,543,825 |  | 71,070 | 4.60 |  | 1,553,324 |  | 63,530 | 4.09 |
| Cost of hedging activities |  |  |  | 691 | 0.05 |  |  |  | 646 | 0.04 |
| Cost of funds |  |  |  | 71,761 | 4.65 |  |  |  | 64,176 | 4.13 |
| Capitalized and transferred interest |  |  |  | -- | -- |  |  |  | (6) | -- |
| Net interest income |  |  | \$ | 60,337 | 3.50\% |  |  | \$ | 59,430 | 3.55\% |
| Net yield on interest-earning assets |  |  |  |  | 3.72\% |  |  |  |  | 3.69\% |

The yield on total interest-earning assets increased by 47 basis points, primarily due to an increase in loans which were higher yielding than the debt securities which they replaced. The average yield on debt securities was lower in the period ending March 31, 1995, due to variable rate securities trending upward during the twelve months ended March 31, 1996. Rates on deposits also increased between March 1995 and March 1996 due to the interest rate environment.

A decrease of approximately $\$ 33$ million in cash equivalents to repay short-term borrowings, and $\$ 82$ million in debt securities available for sale, due to paydowns, was offset by an increase of $\$ 134$ million in loans receivable due to increased loan originations. A decrease of $\$ 93$ million in securities sold under agreements to repurchase was largely offset by an increase of \$72 million in advances from the FHLB.

Goodwill amortization declined from $\$ 3.9$ million for the period ended March 31, 1995 to $\$ 2.9$ million for the same period in 1996. After recording a goodwill impairment of $\$ 11.8$ million in conjunction with the Bank's impending sale to Norwest in December 1995, the Bank ceased amortizing goodwill.

Net gain on the sale of loans increased from $\$ 227,000$ for the twelve months ended March 31, 1995, to \$1.2 million for the period ended March 31, 1996. Total loan sales were $\$ 46$ million for the period ended March 31, 1996, and $\$ 33$ million for the same period in 1995. Implementation of Statement of Financial Accounting Standards (SFAS) No. 122, concerning mortgage servicing rights, in the second quarter of 1995, resulted in an increase in gain on the sale of loans of $\$ 450,000$ for the twelve months ended March 31, 1996. No adjustment for servicing rights was made for the period ending March 31, 1995.

The Bank recorded a $\$ 970,000$ pretax net gain on the sale of CMO residuals for the twelve months ended March 31, 1996, with no comparable sale for the period ended March 31, 1995.

General and administrative expense increased by approximately $\$ 834,000$ for the period ending March 31, 1996, relative to the same period of the prior year, largely due to increased compensation expense resulting from branch expansion and increased lending operations.

## ASSET QUALITY

## LOAN IMPAIRMENT

The measurement of loan impairment is based on the present value of expected future cash flows discounted at the loan's original effective interest rate or the fair value of the underlying collateral on collateral-dependent loans.

In general, interest income on impaired loans is recognized by the Bank on the accrual basis of accounting, unless the loan is greater than 90 days delinquent with respect to principal or interest, or the loan has been partially or fully charged-off. Interest on loans greater than 90 days delinquent is generally recognized on a cash basis. Interest income on loans which have been fully or partially charged-off is generally recognized on a cost-recovery basis; that is, all proceeds from the loan payments are first applied as a reduction to principal before any income is recorded.

The following table depicts the recognition of interest income on impaired loans and the average balances of impaired loans during the quarters ended March 31, 1996 and 1995 (thousands of dollars):


Interest income recognized:
Accrual basis
Cash basis
Average balance outstanding of impaired loans*

* The outstanding balance of impaired loans was $\$ 23.5$ million at March 31, 1996 and \$25.3 million at December 31, 1995.

Nonperforming assets are comprised of nonaccrual assets, restructured loans and real estate acquired through foreclosure (REO-F). Nonaccrual assets are those on which management believes the timely collection of interest or principal is doubtful. Loans are transferred to nonaccrual status when payments of interest or principal are 90 days past due or if, in management's opinion, the accrual of interest should be ceased sooner. There were no loans on accrual status which were over 90 days delinquent or past maturity as of March 31, 1996.

The following table summarizes nonperforming assets as of the dates indicated (thousands of dollars):


Restructured loans of $\$ 3.5$ million are single-family residential loan modifications made to borrowers with earthquake-related damage in California Federal agencies encouraged financial institutions to modify loan terms for certain borrowers who were affected by the earthquake which occurred in January 1994. The terms of these modifications were generally three- to sixmonth payment extensions with no negative credit reporting regarding the borrower. The reduction of $\$ 1.8$ million in restructured loans was due primarily to a change in the OTS regulations allowing for the removal of loans from the restructured loan designation that have been performing for the prior six months and were not modified below a market rate.

## CLASSIFIED ASSETS

OTS regulations require the Bank to classify certain assets and establish prudent valuation allowances. Classified assets are categorized as "substandard," "doubtful" and "loss." In addition, the Bank can designate an asset as "special mention."

The following table sets forth the amounts of the Bank's classified assets and ratios of classified assets to total assets, net of allowances and charge-offs, as of the dates indicated (thousands of dollars):

| March 31, 1996 | December 31, 1995 |
| :---: | :---: |
| \% of Total |  |
| Balance | Assets |

Substandard assets:
Single-family residential
Consumer
Commercial and multi-family mortgage
Construction and land
Commercial

| \$ | 4,396 | 0.26\% | \$ | 5,162 | 0.29\% |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 718 | 0.04 |  | 797 | 0.04 |
|  | 15,955 | 0.94 |  | 16,783 | 0.95 |
|  | 4,341 | 0.26 |  | 3,672 | 0.21 |
|  | 2,484 | 0.15 |  | 3,937 | 0.22 |
|  | 3,956 | 0.23 |  | 3,402 | 0.19 |
|  | 1,105 | 0.06 |  | 1,111 | 0.06 |
|  | -- | -- |  | -- | -- |
|  | -- | -- |  | -- | -- |
| \$ | 32,955 | 1.94\% | \$ | 34,864 | 1.96\% |

Foreclosed real estate (net)
Real estate held for investment
Doubtful assets
Loss assets
Total
\$ 32,955 =========== $1.94 \%$
34,864

Classified assets decreased $\$ 1.9$ million from December 31, 1995 to
March 31, 1996, primarily as a result of $\$ 1.5$ million in payoffs and paydowns of commercial loans and paydowns of $\$ 766,000$ in single-family residential loans, partially offset by $\$ 554,000$ of additional foreclosed real estate.

The largest substandard loan at March 31, 1996 was an $\$ 8.1$ million multi-family real estate loan in Nevada. The Bank had four additional substandard loans in excess of $\$ 1$ million at March 31, 1996: two hotel loans, one multifamily loan, and one construction loan, all located in Nevada. The largest foreclosed real estate asset held by the Bank at March 31, 1996 was a $\$ 783,000$ single-family residential property located in California. The Bank's largest investment in real estate classified as substandard was a former Bank branch in Nevada with a current book value of $\$ 776,000$.

Special mention assets increased from $\$ 35.8$ million at December 31, 1995 to $\$ 39.5$ million at March 31, 1996. The increase was primarily due to the downgrade of various commercial loans.

The geographic concentration of the Bank's classified assets at March 31, 1996 was 82 percent in Nevada, 15 percent in California and 3 percent in Arizona.

It is the Bank's practice to charge off all assets or portions thereof which it considers to be "loss." As a result, none of the Bank's assets, net of charge-offs, were classified as "loss" at March 31, 1996.

Three Months Ended March 31, 1996:

| Loans and REO-F: |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Single-family residential | \$ | 476 | \$ | (65) | \$ | 411 |
| Commercial and multi-family mortgage |  | 81 |  | -- |  | 81 |
| Construction |  | 29 |  | (68) |  | (39) |
| Nonmortgage |  | 1,500 |  | (545) |  | 955 |
| Real estate held for investment |  | 128 |  | (2) |  | 126 |
| Total net charge-offs | \$ | 2,214 | \$ | (680) | \$ | 1,534 |

Three Months Ended March 31, 1995:

Loans and REO-F:

| Single-family residential | \$ | 329 | \$ | (173) | \$ | 156 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Commercial and multi-family mortgage |  | 86 |  | -- |  | 86 |
| Construction |  | 102 |  | (35) |  | 67 |
| Nonmortgage |  | 849 |  | (240) |  | 609 |
| eal estate held for investment |  | 23 |  | -- |  | 23 |
| Total net charge-offs | \$ | 1,389 | \$ | (448) | \$ | 941 |

PROVISIONS AND ALLOWANCES FOR LOAN AND REAL ESTATE LOSSES
On a regular basis, management evaluates the adequacy of the allowances for estimated losses on loans, investments, and real estate and establishes additions to the allowances through provisions to expense. The Bank utilizes a comprehensive internal asset review system and valuation allowance methodology. Valuation allowances are established for each of the loan, investment, and real estate portfolios for unforeseen losses. Factors taken into account in determining the adequacy of allowances include review of existing risks in the portfolios, prevailing and anticipated economic conditions, actual loss experience and delinquencies. Reviews of the quality of the loan, investment, and real estate portfolios by the Bank, and examinations by regulatory authorities, are performed periodically.

Charge-offs are recorded on particular assets when it is determined that the present value of expected cash flows or fair value of the underlying collateral of an asset is below its carrying value. When a loan is foreclosed, the asset is written down to fair value based on a current appraisal of the subject property.

|  | Mortgage Loans |  | Construc- <br> tion \& Land Loans |  | NonMortgage Loans |  | Real Estate <br> Total Loans |  | Real <br> Estate <br> Acquired Through Foreclosure |  | Held for Sale or Development |  | Total |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Balance at December 31, 1995 | \$ | 6,422 | \$ | 1,923 | \$ | 8,008 | \$ | 16,353 | \$ | 267 | \$ | 863 | \$ | 17,483 |
| Provision (reduction in allowance) for estimated credit losses |  | 638 |  | (272) |  | 1,260 |  | 1,626 |  | - - |  | - - |  | 1,626 |
| Charge-offs |  | (556) |  | (30) |  | $(1,392)$ |  | $(1,978)$ |  | (108) |  | (128) |  | $(2,214)$ |
| Recoveries |  | 46 |  | - |  | 514 |  | 560 |  | 118 |  | 2 |  | 680 |
| Balance at March 31, 1996 | \$ | 6,550 | \$ | 1,621 | \$ | 8,390 | \$ | 16,561 | \$ | 277 | \$ | 737 | \$ | 17,575 |
| Balance at December 31, 1994* | \$ | 9,991 | \$ | 2,214 | \$ | 5,454 | \$ | 17,659 | \$ | -- | \$ | 476 | \$ | 18,135 |
| Provision (reduction in allowance) for estimated credit losses |  | $(2,753)$ |  | (418) |  | 4,535 |  | 1,364 |  | -- |  | 346 |  | 1,710 |
| Charge-offs |  | (415) |  | (102) |  | (849) |  | $(1,366)$ |  | -- |  | (23) |  | $(1,389)$ |
| Recoveries |  | 173 |  | 35 |  | 240 |  | 448 |  | -- |  | -- |  | 448 |
| Balance at March 31, 1995 | \$ | 6,996 | \$ | 1,729 | \$ | 9,380 | \$ | 18,105 | \$ | -- | \$ | 799 | \$ | 18,904 |

* Balances for impaired loans and foreclosed real estate and nonimpaired loans at December 31, 1994, have been reclassified to reflect adoption of SFAS No. 114.

The loan charge-offs for the quarter were primarily attributable to various consumer and single-family residential loan charge-offs. The Bank's quarterly analysis of the adequacy in the allowance for estimated credit losses at March 31, 1996 reflected no significant total change from the December 31, 1995 level.

## Regulatory Matters

The deposit accounts of savings associations, including those of the Bank, are insured to the maximum extent permitted by law by the FDIC through the SAIF. The deposit accounts of commercial banks are separately insured by the FDIC through the bank insurance fund (BIF). Commercial banks and savings associations are separately assessed annual deposit insurance premiums. For savings associations, the deposit premiums range from 23 to 31 cents per $\$ 100$ of deposits and, under current requirements, will remain at that level until the SAIF is capitalized at 1.25 percent of insured deposits. The SAIF is not expected to reach this level of capitalization for several years, whereas BIF was fully capitalized in 1995. A number of plans have been proposed in Congress to deal with the undercapitalization of the SAIF. Several proposals provide for a one-time special assessment estimated to approximate 75 to 79 basis points, on SAIF-insured deposits to fully capitalize the SAIF to 1.25 percent of insured deposits. Recently, however, SAIF-insured deposits have been migrating to BIF institutions, contributing further to the undercapitalization of the SAIF. Industry groups continue to work with Congress to urge passage of the SAIF recapitalization proposal. These proposed regulations would subsequently reduce annual premiums to levels similar to those of the BIF-insured commercial banks and eventually merge the BIF and SAIF insurance funds.

Assuming a one-time special assessment was approved by Congress and became law in 1996, and was immediately charged against results of operations, the onetime assessment would approximate $\$ 10$ million, pretax, for the Bank. Management believes the Bank would continue to be classified as "well capitalized" under fully phased-in FDICIA capital rules and would not face any liquidity issues as a result of such a one-time assessment.
(a) The following document is filed as part of this report on Form 10-Q:

Exhibit 27-Financial Data Schedule (filed electronically only)
(b) Reports on Form 8-K

The Company filed a Form 8-K, dated May 2, 1996, reporting summary financial information for the quarter ended March 31, 1996.

This schedule contains summary financial information extracted from Southwest Gas Corporation's Form 10-Q for the quarter ended March 31, 1996 and is qualified in its entirety by reference to such financial statements.

## 1,000

```
    3-MOS
            DEC-31-1996
                    MAR-31-1996
                PER-BOOK
            1,159,416
            0
            296, 889
                    0
                    76,912
                    1,533,217
                                    26,355
            316,720
                                    27,084
370,159
                                    0
            612,666
                0
            0
120,000
                    0
                    0
430, 392
1,533,217
            188, 352
                9,437
            149, 813
            149,813
            38,539
                \((1,290)\)
37,249
            12,953
            14,859
            0
            14, 859
            5, 044
                    0
            65,112
                    0.60
                    0.60
```

Includes: Trust originated preferred securities of \$60,000, current
liabilities, net of current long-term debt maturities of $\$ 189,728$, and deferred income taxes and other credits of \$180,664.
Included distributions related to trust originated preferred securities of \$1,369.

