

**UNITED STATES  
SECURITIES AND EXCHANGE COMMISSION**

**Washington, D.C. 20549**

**FORM 10-Q**

**Quarterly Report Pursuant to Section 13 or 15(d)  
of the Securities Exchange Act of 1934**

For the quarterly period ended March 31, 2003

Commission file number 1-8966

SJW Corp.  
(Exact name of registrant as specified in its charter)

<u>California</u> (State or other jurisdiction of incorporation or organization)	<u>77-0066628</u> (I.R.S. Employer Identification No.)
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<u>374 West Santa Clara Street, San Jose, CA</u> (Address of principal executive offices)	<u>95196</u> (Zip Code)
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408-279-7800

(Registrant's telephone number, including area code)

Not Applicable

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

Indicate by check mark whether the registrant (1) has filed all reports required to be filed by Section 13 or 15(d) of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days. Yes ☒ No ☐

Indicate by check mark whether the registrant is an accelerated filer. Yes ☒ No ☐

**APPLICABLE ONLY TO CORPORATE ISSUERS:**

Common shares outstanding as of May 1, 2003 are 3,045,147.

## PART I. FINANCIAL INFORMATION

### ITEM 1. FINANCIAL STATEMENTS

#### SJW CORP. AND SUBSIDIARIES CONDENSED CONSOLIDATED STATEMENTS OF INCOME and comprehensive income (UNAUDITED) (In thousands, except share and per share data)

	<b>THREE MONTHS ENDED MARCH 31</b>	
	<b>2003</b>	<b>2002</b>
OPERATING REVENUE	\$27,791	\$27,718
OPERATING EXPENSE:		
Operation:		
Purchased water	6,047	5,687
Power	737	1,340
Pump taxes	2,068	3,617
Other	6,762	5,953
Maintenance	1,773	1,991
Property taxes and other nonincome taxes	1,269	1,150
Depreciation and amortization	3,740	3,506
Income taxes	1,419	1,102
Total operating expense	<u>23,815</u>	<u>24,346</u>
OPERATING INCOME	3,976	3,372
Gain on sale of nonutility property, net	3,030	-
Interest on long-term debt	(2,086)	(2,082)
Dividends	309	308
Other, net	<u>53</u>	<u>151</u>
NET INCOME	<u>\$ 5,282</u>	<u>\$ 1,749</u>
Other comprehensive income (loss):		
Unrealized income (loss) on investment	\$ 2,310	\$ (164)
Income taxes related to other comprehensive income (loss)	(947)	67
Other comprehensive income (loss), net	<u>1,363</u>	<u>(97)</u>
COMPREHENSIVE INCOME	<u>\$ 6,645</u>	<u>\$ 1,652</u>
BASIC EARNINGS PER SHARE	<u>\$ 1.73</u>	<u>\$ 0.57</u>
COMPREHENSIVE INCOME PER SHARE	<u>\$ 2.18</u>	<u>\$ 0.54</u>
DIVIDENDS PER SHARE	<u>\$ 0.73</u>	<u>\$ 0.69</u>
WEIGHTED AVERAGE SHARES OUTSTANDING	<u>3,045,147</u>	<u>3,045,147</u>

See Accompanying Notes to Unaudited Condensed Consolidated Financial Statements.

**SJW CORP. AND SUBSIDIARIES**  
**CONDENSED CONSOLIDATED BALANCE SHEETS**  
**(UNAUDITED)**  
**(In thousands)**

	<b>MARCH 31</b>	<b>DECEMBER 31</b>
	<b>2003</b>	<b>2002</b>
<b>ASSETS</b>		
UTILITY PLANT	\$556,138	\$541,919
Less accumulated depreciation and amortization	165,724	161,576
Net utility plant	390,414	380,343
NONUTILITY PROPERTY	11,854	12,083
Less accumulated depreciation	1,655	1,596
Net nonutility property	10,199	10,487
<b>CURRENT ASSETS:</b>		
Cash and equivalents	1,798	324
Cash on deposit for property exchange	5,384	-
Accounts receivable and accrued utility revenue	13,773	16,721
Prepaid expenses and other	1,291	1,654
Total current assets	22,246	18,699
<b>OTHER ASSETS:</b>		
Investment in California Water Service Group	28,324	26,014
Investment in joint venture	1,153	1,144
Unamortized debt issuance and reacquisition costs	3,452	3,493
Goodwill	1,744	1,744
Regulatory assets	6,991	6,013
Other	6,092	5,286
Total other assets	47,756	43,694
	<u>\$ 470,615</u>	<u>\$ 453,223</u>
<b>CAPITALIZATION AND LIABILITIES</b>		
<b>CAPITALIZATION:</b>		
Common stock	\$ 9,516	\$ 9,516
Additional paid-in capital	12,357	12,357
Retained earnings	131,309	128,242
Accumulated other comprehensive income	4,747	3,384
Shareholders' equity	157,929	153,499
Long-term debt	110,000	110,000
Total capitalization	267,929	263,499
<b>CURRENT LIABILITIES:</b>		
Line of credit	7,600	11,450
Accrued pump taxes and purchased water	3,237	3,144
Purchased power	1,199	1,219
Accounts payable	6,987	381
Accrued interest	2,126	3,244
Accrued taxes	2,165	634
Other current liabilities	3,372	3,528
Total current liabilities	26,686	23,600
DEFERRED INCOME TAXES AND CREDITS	34,660	29,704
ADVANCES FOR AND CONTRIBUTIONS IN AID OF CONSTRUCTION	130,981	126,714
OTHER NONCURRENT LIABILITIES	10,359	9,706
	<u>\$470,615</u>	<u>\$453,223</u>

See Accompanying Notes to Unaudited Condensed Consolidated Financial Statements.

**SJW CORP. AND SUBSIDIARIES**  
**CONDENSED CONSOLIDATED STATEMENTS OF CASH FLOWS**  
**(UNAUDITED)**  
**(In thousands)**

	<b>THREE MONTHS ENDED</b>	
	<b>MARCH 31</b>	
	<b>2003</b>	<b>2002</b>
<b>OPERATING ACTIVITIES:</b>		
Net income	\$5,282	\$1,749
Adjustments to reconcile net income to net cash provided by operating activities:		
Depreciation and amortization	3,740	3,506
Deferred income taxes and credits	2,851	40
Other noncurrent assets and noncurrent liabilities	(1,228)	399
Gain on sale of nonutility property, net of taxes	(3,030)	-
Changes in operating assets and liabilities:		
Cash on deposit for property exchange	(5,384)	-
Accounts receivable and accrued utility revenue	2,948	(695)
Accounts payable, purchased power and other current liabilities	6,430	3,541
Accrued pump taxes and purchased water	93	1,510
Accrued taxes	1,531	1,615
Accrued interest	(1,118)	(1,032)
Other changes, net	(314)	(72)
<b>NET CASH PROVIDED BY OPERATING ACTIVITIES</b>	<b>11,801</b>	<b>10,561</b>
<b>INVESTING ACTIVITIES:</b>		
Additions to utility plant	(14,242)	(11,702)
Additions to nonutility property	(8)	(103)
Cost to retire utility plant, net of salvage	(45)	(98)
Proceeds from sale of nonutility property	5,370	-
<b>NET CASH USED IN INVESTING ACTIVITIES</b>	<b>(8,925)</b>	<b>(11,903)</b>
<b>FINANCING ACTIVITIES:</b>		
Repayments for line of credit, net of borrowings	(3,850)	(5,200)
Dividends paid	(2,215)	(2,101)
Advances for and contributions in aid of construction	4,935	5,896
Refunds of advances for construction	(272)	(235)
<b>NET CASH USED IN FINANCING ACTIVITIES</b>	<b>(1,402)</b>	<b>(1,640)</b>
<b>NET CHANGE IN CASH AND EQUIVALENTS</b>	<b>1,474</b>	<b>(2,982)</b>
<b>CASH AND EQUIVALENTS, BEGINNING OF PERIOD</b>	<b>324</b>	<b>5,021</b>
<b>CASH AND EQUIVALENTS, END OF PERIOD</b>	<b>\$1,798</b>	<b>\$2,039</b>
Cash paid (received) during the period for:		
Interest	\$3,198	\$3,182
Income tax refund	(2,592)	-

See Accompanying Notes to Unaudited Condensed Consolidated Financial Statements.

**SJW CORP. AND SUBSIDIARIES**  
**NOTES TO UNAUDITED CONDENSED CONSOLIDATED**  
**FINANCIAL STATEMENTS**  
**MARCH 31, 2003**

**Note 1. General**

In the opinion of SJW Corp., the accompanying unaudited condensed consolidated financial statements contain all adjustments, consisting only of normal recurring adjustments, necessary for the fair presentation of the results for the interim periods.

The Notes to Consolidated Financial Statements in SJW Corp.'s 2002 Annual Report on Form 10-K should be read with the accompanying condensed consolidated financial statements.

Basic earnings per share and comprehensive income per share are calculated using income available to common shareholders and comprehensive income, respectively, divided by the weighted average number of shares outstanding during the year. SJW Corp. has no dilutive securities, and accordingly, diluted earnings per share is not shown.

SJW Corp. and its subsidiaries operate predominantly in one reportable business segment of providing water utility service to its customers.

**Note 2. Long-Term Incentive Plan**

On April 29, 2003, SJW Corp. amended its Long-Term Incentive Plan (Incentive Plan) which was originally adopted on April 18, 2002. Under the Incentive Plan, 300,000 shares of common stock have been reserved for issuance. The amendment will allow SJW Corp. to provide key employees, including officers, and non-employee directors, the opportunity to acquire a meaningful equity interest in the company. In no event may any one participant in the Incentive Plan receive awards under the Incentive Plan in any calendar year covering an aggregate of more than 100,000 shares of the common stock. Additionally, awards granted under the Incentive Plan may be conditioned upon the attainment of specified performance goals. The types of awards included in the Incentive Plan are stock options, dividend units, performance shares, rights to acquire restricted stock and stock bonuses. Subsequent to the first quarter of 2003, SJW Corp. issued 9,643 options for the purchase of common stock and 13,890 shares of restricted stock to employees under the Incentive Plan.

**Note 3. Sale of Nonutility Property**

On March 11, 2003, SJW Land Company sold San Tomas station, a nonutility property, to Santa Clara Valley Water District (SCVWD) for a contract price of \$5,400,000. SJW Corp. recognized a gain on sale of nonutility property of \$3,030,000, net of tax of \$2,105,000 in connection with the sale. In April 2003, subsequent to the end of the first quarter, SJW Land Company reinvested the property sale proceeds by acquiring two income properties in the States of Connecticut and Florida, at a total purchase price of \$15,400,000. In connection with the purchases, SJW Land Company executed mortgages in the amount of \$9,900,000. The purchase transactions were completed on April 21, 2003.

#### **Note 4. Impact of Recent Accounting Pronouncements**

In June 2001, the Financial Accounting Standards Board (FASB) issued Statement of Financial Accounting Standards (SFAS) No. 143, "Accounting for Asset Retirement Obligations", which applies to legal obligations that are associated with the retirement of long-lived assets and the associated asset retirement costs. The statement is effective for financial statements issued for fiscal years beginning after June 15, 2002. SJW Corp. adopted SFAS No. 143 in January 2003. The adoption of SFAS No. 143 did not have an impact on SJW Corp.'s financial condition or results of operations.

In April 2002, the FASB issued SFAS No. 145, "Rescission of FASB Statements No. 4, 44 and 64, Amendment of FASB Statement No. 13, and Technical Corrections". Among other provisions, SFAS No. 145 rescinds SFAS No. 4, "Reporting Gains and Losses from Extinguishment of Debt". Accordingly, gains or losses from extinguishment of debt shall not be reported as extraordinary items unless the extinguishment qualifies as an extraordinary item under the criteria of APB No. 30. Gains or losses from extinguishment of debt that do not meet the criteria of APB No. 30 should be reclassified to income from continuing operations in all prior periods presented. SFAS No. 145 is effective for fiscal years beginning after May 15, 2002. SJW Corp. adopted SFAS No. 145 in January 2003. The adoption of SFAS No. 145 did not have an impact on SJW Corp.'s financial condition or results of operations.

In June 2002, the FASB issued SFAS No. 146, "Accounting for Costs Associated with Exit or Disposal Activities". This statement requires companies to recognize costs associated with exit or disposal activities when they are incurred rather than at the date of a commitment to an exit or disposal plan. Examples of costs covered by the standard include lease termination costs and certain employee severance costs that are associated with a restructuring, discontinued operation, a plant closing, or other exit or disposal activities. The provisions of this statement are effective for exit and disposal activities that are initiated by a company after December 31, 2002. SJW Corp. adopted SFAS No. 146 in January 2003. The adoption of SFAS No. 146 did not have an impact on SJW Corp.'s financial condition or results of operations.

In December 2002, the FASB issued SFAS No. 148, "Accounting for Stock-Based Compensation -Transition and Disclosure". This statement amends SFAS No. 123, "Accounting for Stock-Based Compensation", to provide alternative methods of transition for a voluntary change to the fair value-based method of accounting for stock-based employee compensation. It also amends the disclosure provisions to require prominent disclosures pertaining to the effects on reported net income of an entity's accounting policy decisions with respect to stock-based employee compensation. SFAS No. 148 was effective for SJW Corp. as of December 31, 2002. SJW Corp. intends to account for the stock-based compensation under SFAS No. 123 when stock options are issued, therefore, the adoption of SFAS No. 148 did not have an impact on SJW Corp.'s financial condition or results of operations.

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

This report contains forward-looking statements within the meaning of the federal securities laws relating to future events and future results of SJW Corp. and its subsidiaries that are based on current expectations, estimates, forecasts, and projections about the industries in which SJW Corp. operates and the beliefs and assumptions of the management of SJW Corp. Such forward-looking statements are identified by words including “expect”, “estimate”, “anticipate” and similar expressions. These forward-looking statements are only predictions and are subject to risks, uncertainties, and assumptions that are difficult to predict. Therefore, actual results may differ materially and adversely from those expressed in any forward-looking statements. Important factors that could cause or contribute to such differences include, but are not limited to, those discussed in this report under the section entitled “Factors that May Affect Future Results” and elsewhere, and in other reports SJW Corp. files with the Securities and Exchange Commission (“SEC”), specifically the most recent reports on Form 10-K, Form 10-Q and Form 8-K, each as it may be amended from time to time. SJW Corp. undertakes no obligation to update the information contained in this report, including the forward-looking statements to reflect any event or circumstance that may arise after the date of this report.

### **General:**

SJW Corp. was incorporated in California on February 8, 1985. SJW Corp. is a holding company with three subsidiaries.

San Jose Water Company, a wholly owned subsidiary, with headquarters at 374 West Santa Clara Street in San Jose, California 95196, was originally incorporated under the laws of the State of California in 1866. The company was later reorganized and reincorporated as the San Jose Water Works. San Jose Water Works was reincorporated in 1985 as San Jose Water Company, with SJW Corp. as the parent holding company. San Jose Water Company is a public utility in the business of providing water service to a population of approximately one million people in an area comprising about 138 square miles in the metropolitan San Jose area. San Jose Water Company’s web site can be accessed via the Internet at <http://www.sjwater.com>.

The principal business of San Jose Water Company consists of the production, purchase, storage, purification, distribution and retail sale of water. San Jose Water Company provides water service to customers in portions of the cities of Cupertino and San Jose and in the cities of Campbell, Monte Sereno, Saratoga and the Town of Los Gatos, and adjacent unincorporated territory, all in the County of Santa Clara in the State of California. It distributes water to customers in accordance with accepted water utility methods, which include pumping from storage and gravity feed from high elevation reservoirs. San Jose Water Company also provides nonregulated water related services under agreements with municipalities. These nonregulated services include full water system operations, billings and cash remittances.

SJW Land Company, a wholly owned subsidiary, was incorporated in 1985. SJW Land Company owns and operates parking facilities, which are located adjacent to San Jose Water Company’s headquarters and the HP Pavilion in San Jose, California. SJW Land Company also owns commercial buildings and other undeveloped land primarily in the San Jose Metropolitan area, and a 70% limited partnership interest in 444 West Santa Clara Street, L.P.



Crystal Choice Water Service LLC, a 71% majority-owned limited liability subsidiary formed in January 2001, engages in the sale and rental of water conditioning and purification equipment.

SJW Corp. also owns 1,099,952 shares of California Water Service Group.

### **Critical Accounting Policies:**

SJW Corp. has identified accounting policies below as the policies critical to the business operations and the understanding of the results of operations. The preparation of financial statements requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities, and revenues and expenses. SJW Corp. bases its estimates on historical experience and on various other assumptions that are believed to be reasonable under the circumstances. The impact and any associated risks related to these policies on the company's business operations is discussed throughout "Management's Discussion and Analysis of Financial Condition and Results of Operations" where such policies affect the company's reported and expected financial results. The company's critical accounting policies are as follows:

#### **Balancing Account**

The California Public Utilities Commission (CPUC) establishes a balancing account mechanism within its regulatory regime. A separate balancing account must be maintained for each offset expense item (e.g. purchased water, purchased power and pump tax). The purpose of a balancing account is to track the under-collection or over-collection associated with expense changes and the revenue authorized by the CPUC to offset those expense changes. Since balances are being tracked and have to be approved by the CPUC before they can be incorporated into rates, San Jose Water Company has not recognized the balancing account in its financial statements. Had the balancing account under-collection been recognized in San Jose Water Company's financial statements, San Jose Water Company's retained earnings would be increased by the amount of balancing account under-collection less applicable taxes. As of March 31, 2003 and December 31, 2002, San Jose Water Company has a balance of \$167,760 and \$262,000, respectively, to be collected from its customers.

#### **Accrued Unbilled Revenue**

San Jose Water Company reads the majority of its customer's meters on a bi-monthly basis and records its revenue based on its meter reading results. Revenues from the meter reading date to the end of the accounting period is estimated based on historical usage patterns, production records and the effective tariff rates. The estimate of the unbilled revenue is a management estimate utilizing certain sets of assumptions and conditions which include the number of days between meter reads for each billing cycle, the customers' consumption changes, and the company's experiences in unaccounted-for water. Actual results could differ from those estimates, which would result in operating revenue being adjusted in the period that the revision to the company's estimates is determined. As of March 31, 2003 and December 31, 2002, accrued utility revenue was \$6,345,000 and \$6,605,000, respectively.



## Recognition of Regulatory Assets and Liabilities

Generally accepted accounting principles for water utilities include the recognition of regulatory assets and liabilities as permitted by SFAS No. 71, "Accounting for the Effects of Certain Types of Regulation". In accordance with SFAS No. 71, San Jose Water Company records deferred costs and credits on the balance sheet as regulatory assets and liabilities when it is probable that these costs and credits will be recovered in the ratemaking process in a period different from when the costs and credits were incurred. Accounting for such costs and credits is based on management's judgments that it is probable that these costs will be recoverable in the future revenue of the company through the ratemaking process. The regulatory assets and liabilities recorded by San Jose Water Company primarily relate to the recognition of deferred income taxes for ratemaking versus tax accounting purposes. The disallowance of any asset in future ratemaking purposes, including the deferred regulatory assets, would require San Jose Water Company to immediately recognize the impact of the costs for financial reporting purposes.

## Income Taxes

SJW Corp. estimates its federal and state income taxes as part of the process of preparing the financial statements. The process involves estimating the actual current tax exposure together with assessing temporary differences resulting from different treatment of items for tax and accounting purposes. These differences result in deferred tax assets and liabilities, which are included within the balance sheet. In the event that actual results differ from these estimates, the provision for income taxes could be materially impacted.

## Pension Accounting

San Jose Water Company offers a defined benefit plan, Supplemental Executive Retirement Plan and certain post-retirement benefits other than pensions to employees retiring with a minimum level of service. Accounting for pensions and other post-retirement benefits requires an extensive use of assumptions about the discount rate, expected return on plan assets, the rate of future compensation increase received by the employees, mortality, turnover and medical costs.

San Jose Water Company, through its Retirement Plan Administrative Committee managed by the representatives from the unions and management establishes investment guidelines with specification that at least 30% of the investments are in bonds or cash. As of March 31, 2003, the plan assets consist of approximately 30% bonds, 10% cash and 60% equities. Furthermore, equities are to be diversified by industry groups to balance for capital appreciation and income. In addition, all investments are publicly traded. The company uses an expected rate of return on plan assets of 8% in its actuarial computation that is below the company's annualized actual rate of return of 10.5% measured from 1984 through 2002. The distributions of assets are conservative and are less affected by market volatility. Furthermore, foreign assets are not included in the investment profile and thus a risk related to foreign exchange fluctuation is eliminated.

The market values of the plan assets are marked to market at the measurement date. The investment trust assets suffered significant unrealized market losses in the last two years. Significant unrealized market losses on pension assets are amortized over 14 years for actuarial expense calculation purposes.

The company utilizes Moody's 'A' and 'Aa' rated bonds in industrial, utility and financial sectors with outstanding amount of \$1 million or more in determining the discount rate used in calculating the liabilities at the measurement date. For the year ending December 31, 2002, the composite discount rate used was 6.75%.

### **Liquidity and Capital Resources:**

San Jose Water Company's budgeted capital expenditures for 2003, exclusive of capital expenditures financed by customer contributions and advances, are \$28,667,000 with capital expenditures concentrated in main replacements. Approximately \$13,000,000 will be spent to replace San Jose Water Company's aging mains in 2003.

The four-phased Infrastructure Study, which was started by San Jose Water Company in 1997 with the purpose of establishing a systematic approach to replace its utility facilities, was completed by July 2002. The Infrastructure Study analyzed the company's pipes and mains and examined all other utility facilities and will be used as a guide for future capital improvement programs, and serve as the master plan for the company's replacement program for the next 20 years.

San Jose Water Company's capital expenditures are incurred in connection with normal upgrading and expansion of existing facilities and to comply with environmental regulations. San Jose Water Company expects to incur approximately \$155,000,000, exclusive of customer contributions and advances, in capital expenditures over the next five years. The company's actual capital expenditures may vary from its projections due to changes in the expected demand for services, weather patterns, and actions by governmental agencies and general economic conditions. Total additions to utility plant normally exceed company-financed additions by several million dollars because certain new facilities are constructed using advances from developers and contributions in aid of construction.

A substantial portion of San Jose Water Company's distribution system was constructed during the period from 1945 to 1980. Expenditure levels for renewal and modernization of this part of the system will grow at an increasing rate as these components reach the end of their useful lives. In most cases, replacement cost will significantly exceed the original installation cost of the retired assets due to increases in the costs of goods and services.

As of March 31, 2003, SJW Corp.'s share of capital investment in Crystal Choice Water Service LLC approximated 71%. SJW Corp. expects to invest an additional \$50,000 in Crystal Choice Water Service LLC in 2003. The capital is invested primarily in rental equipment used by Crystal Choice Water Service LLC in its rental operation.

The water utility business is highly seasonal in nature. Customer consumption demand during summer months could significantly exceed that of winter months. Operating revenue, accounts receivable and unbilled revenue increase as customer consumption increases. Historically, San Jose Water Company's write-offs for uncollectible accounts represent less than 1% of its total revenue. Management believes it can continue to collect its accounts receivable balances at its historical collection rate.

Accounts payable and current liabilities increase during the summer months due to increased water production volume to meet higher customer demand and timing of payment of certain expenses. Please refer to “Sources of Capital” for further discussion.

### **Sources of Capital:**

San Jose Water Company’s ability to finance future construction programs and sustain dividend payments depends on its ability to attract external financing and maintain or increase internally generated funds. The level of future earnings and the related cash flow from operations is dependent, in large part, upon the timing and outcome of regulatory proceedings.

San Jose Water Company has outstanding \$110,000,000 of unsecured senior notes as of March 31, 2003. The senior note agreements of San Jose Water Company generally have terms and conditions that restrict the company from issuing additional funded debt if (1) the funded debt would exceed 66-2/3% of total capitalization, and (2) net income available for interest charges for the trailing twelve calendar month period would be less than 175% of interest charges. As of March 31, 2003, San Jose Water Company’s funded debt was 46.2% of total capitalization and the net income for preceding twelve months was 453% of interest charges.

In March 2003, SJW Land Company sold nonutility property and recognized a gain of \$3,030,000, net of tax. Subsequent to the end of the first quarter, SJW Land Company reinvested the proceeds from the sale of nonutility property by acquiring two properties in the States of Connecticut and Florida. In connection with the acquisition, SJW Land Company executed mortgages in the amount of \$9,900,000 in April 2003. The mortgage loans are due in ten years and amortized over twenty-five years with a fixed interest rate of 5.96%.

San Jose Water Company’s financing activity is designed to achieve a capital structure consistent with regulatory guidelines of approximately 50% debt and 50% equity.

San Jose Water Company intends to issue \$20,000,000 of senior notes in the fourth quarter of 2003. Proceeds from the sale of the senior notes will be used to repay short-term borrowings and fund construction expenditures.

In 2002, the Department of Water Resources approved San Jose Water Company's application for an approximately \$2,500,000 Safe Drinking Water State Revolving Fund twenty-year loan at an interest rate of approximately 2.39%. Funds in the above amount will be received for the retrofit of San Jose Water Company's water treatment plant. San Jose Water Company will request the funding in 2003 as soon as all the loan documentation and contract requirements are met.

SJW Corp. and its subsidiaries have unsecured lines of credit available allowing aggregate short-term borrowings of up to \$30,000,000 at rates that approximate the bank’s prime or reference rate. At March 31, 2003, SJW Corp. and its subsidiaries had available unused short-term bank lines of credit of \$22,400,000. Cost of borrowing averaged 2.56% for the first three months of 2003. The line of credit expires on August 1, 2003.

## Results of Operations

### Overview

SJW Corp.'s consolidated net income for the three months ended March 31, 2003 was \$5,282,000, an increase of \$3,533,000 or 202% from \$1,749,000 for the same period in 2002.

### Operating Revenue

Consolidated Operating Revenue (in thousands)	Three months ended March 31,	
	2003	2002
San Jose Water Company	\$26,991	\$27,018
SJW Land Company	546	544
Crystal Choice Water Service	254	156
	<u>\$27,791</u>	<u>\$27,718</u>

Consolidated operating revenue for the three months ended March 31, 2003 increased by \$73,000 over the \$27,718,000 for the same period in 2002 due mainly to two rate increases in the period from July 2002 through January 2003 which was offset by a 7% decrease in customer consumption.

The change in consolidated operating revenue was due to the following factors:

	Three months ended March 31, 2003 vs. 2002	
	(in thousands)	
	Increase/(decrease)	
Utility:		
Consumption changes	\$(1,063)	(4%)
New customers increase	83	-
Rate increases	953	3%
Parking and rental	2	-
Crystal Choice Water Service	98	1%
	<u>\$ 73</u>	<u>-</u>

### Operating Expense

Consolidated Operating Expense Excluding Income Taxes (in thousands)	Three months ended March 31,	
	2003	2002
San Jose Water Company	\$21,742	\$22,659
SJW Land Company	181	174
Crystal Choice Water Service	314	282
SJW Corp.	159	129
	<u>\$22,396</u>	<u>\$23,244</u>

The change in consolidated operating expenses, excluding income taxes, from the same period in 2002 was due to the following factors:

	Three months ended March 31, 2003 vs. 2002 (in thousands) Increase/(decrease)	
Production costs:		
Increased surface water supply	\$(1,203)	(5%)
Decrease in usage and new customers	(787)	(4%)
Pump tax and purchased water price increase	226	1%
Energy price and usage	(28)	-
Total production costs	(1,792)	(8%)
Other operating expense	809	4%
Maintenance	(218)	(1%)
Property taxes and other		
Nonincome taxes	119	-
Depreciation and amortization	234	1%
	<u>\$ (848)</u>	<u>(4%)</u>

Water production costs decreased \$1,792,000 or 17% for the first quarter of 2003. The decrease in water production costs was primarily due to an approximately 7% decrease in customer consumption and an increase in less costly surface water supply. The cost decreases were partially offset by an increase in Santa Clara Valley Water District (SCVWD) water production rates (pump tax and purchased water) in July 2002. Water production in the first quarter of 2003 was lower than the same period in 2002 due to a change in customer consumption.

San Jose Water Company's water supply is obtained from wells, surface run-off and diversion and by purchases from the SCVWD. Surface water supply is the least expensive source of water and the availability of a slightly higher surface water supply reduced water production costs in the first quarter of 2003 by \$1,203,000.

The change in San Jose Water Company's source of supply mix was as follows:

	Three months ended March 31, 2003 vs. 2002 Increase/(decrease) (in million gallons)	
Purchased water	160	2%
Ground water	(1,577)	(18%)
Surface water	956	11%
Reclaimed water	(7)	-
	<u>(468)</u>	<u>(5%)</u>

The changes in the source of supply mix were consistent with the changes in the water production costs.

Consolidated operating expense in the first quarter of 2003, excluding income taxes and production costs, increased \$944,000 compared to the same period in 2002. The increases

included \$291,000 in pension costs primarily as a result of the decline in the market value of retirement trust assets, \$145,000 in salaries and wages in accordance with bargaining unit wage escalation and new hires, \$118,000 in additional professional fees and \$325,000 in business and employee insurance costs. Depreciation increased \$234,000 due to higher investment in utility plants.

Total income tax expense for the first quarter was \$3,524,000, which included income tax expense from operations of \$1,419,000, and income tax expense on the gain on sale of nonutility property of \$2,105,000. Income tax expense reported on the Condensed Consolidated Statements of Income which excludes taxes on the sale of nonutility property increased \$317,000 or 29%, in comparison to the first quarter of 2002 due to higher earnings in 2003. The effective income tax rates for the first quarter of 2003 and 2002 approximated 41% and 39%, respectively.

Other income includes an after-tax gain of \$3,030,000 on the sale of a nonutility property. In April 2003, SJW Corp. reinvested the sale proceeds in two income properties in the States of Connecticut and Florida. Please refer to Note 3. "Gain on Sale of Nonutility Property" under "Notes to Unaudited Condensed Consolidated Financial Statements" in Item 1. "Financial Statements".

The decrease in other income and expense of \$98,000 resulted from higher interest expenses due to higher average borrowing.

Since the water business is highly seasonal in nature, a comparison of the revenue and expense of the current quarter with the immediately preceding quarter would not be meaningful. The first quarter is normally the quarter with the lowest average usage per metered customer and is not indicative of the results for the calendar year. The average usage per metered customer in the first quarter of 2003 was 47 ccf, a decrease of 3 ccf or 7% from 50 ccf in the first quarter of 2002.

Other comprehensive income was \$1,363,000 for the three months ended March 31, 2003 in comparison to the comprehensive loss of \$97,000 for the three months ended March 31, 2002 due to the changes in market value of investment in California Water Service Group.

## **Factors That May Affect Future Results**

### **Pension and Insurance**

In 2003, pension accruals increased \$1,113,000 on an annual basis primarily due to the decline in valuation of the retirement plan portfolio in 2002. Market conditions, not changes in operating risk or loss experience, were the sole reason for the average company's liability insurance cost increase of 47% in the first quarter of 2003 after adjustments in self-insured retentions.

### **Nonregulated Operations**

In January 2002, SJW Land Company entered into an Agreement for Possession and Use (Agreement) with Valley Transportation Agency (VTA) whereby SJW Land Company has granted VTA an irrevocable right to possession and use of 1.23 acres of the company's parking lot property for the development of a light rail station. VTA has adopted a resolution authorizing a condemnation proceeding to acquire the land and has deposited \$3.7 million in an escrow



account as fair market compensation. SJW Land Company waived the right to challenge VTA's possession and use in any subsequent eminent domain proceeding but reserved the right to assert, and has disputed the fair market value placed on the land. According to the terms of the Agreement, if a settlement is not reached within three months of the execution of the Agreement, VTA can file an eminent domain complaint to acquire title to the parking lot property. On April 11, 2003, VTA filed the eminent domain lawsuit. As a part of the proceedings, VTA has transferred funds from the escrow account into court deposit to secure its ongoing right of possession for construction of the light rail station pending final litigation. Compensation for the taking of property will be determined by the court or by way of settlement between SJW Land Company and VTA. This transaction will be booked and is expected to result in an increase to net income, if and when the compensation issue is settled or a final court order is rendered.

### **Water Supply and Energy Resources**

San Jose Water Company's water supply is obtained from wells, which is the groundwater, surface run-off and diversion and by purchases from the SCVWD under the terms of a master contract with SCVWD expiring in 2051. Groundwater level in 2003 was well above the 30-year normal aquifer storage point.

On April 9, 2003, the SCVWD's ten reservoirs were 55.1% full with 93,321 acre-feet of water in storage. The rainfall in the winter of 2003 was about average.

On April 18, local surface water in San Jose Water Company's impoundments was at 90% of capacity. Local surface water is a less costly source of water and its availability significantly impacts the results of operations.

In the Water Utility Enterprise Report published by SCVWD on April 1, 2003, the SCVWD stated that only 50% of SCVWD's entitlement for state and federal raw water projects would be received. SCVWD treats the raw water and distributes treated water to its wholesale customers including San Jose Water Company. Storms coming in late April added significantly to the snow pack and consequently, a greater percentage of the entitlement delivery is anticipated.

Therefore, San Jose Water Company believes that its various sources of water supply are sufficient to meet customer demand for the remainder of the year.

To the extent that San Jose Water Company has to pump water during peak periods to satisfy customer demand when imported water is not available, higher energy costs will be incurred. Currently, the CPUC has no established procedure for water utilities to recover the additional costs incurred due to such unanticipated changes in water supply mix. There can be no assurance that such costs will be recovered in full or in part.

### **Security Issues**

San Jose Water Company has taken steps to increase security at its water utility facilities and continue to implement a comprehensive security upgrade program for production and storage facilities, booster pump stations and company buildings. During 2001 and 2002, \$480,000 was spent on capital projects to improve and enhance security. SJW Corp. did not spend any significant amount in security enhancement in the first quarter of 2003.



San Jose Water Company also coordinates security and planning information with eight other large regional water utilities within the San Francisco Bay area, as well as various governmental and law enforcement agencies.

San Jose Water Company conducted a system-wide vulnerability assessment in compliance with federal regulations Public Law 107-188 imposed on all water utilities. The assessment report was filed with the government on March 31, 2003. The vulnerability assessment identified system security enhancements that impact water quality, health, safety and continuity of service totaling approximately \$2,300,000. These improvements shall be incorporated into the capital budgets to be completed by 2005. Approximately \$600,000 will be spent in 2003. Once completed, San Jose Water Company believes it will be less vulnerable to terrorists' attack than most other water utility in the country. San Jose Water Company actively participated in the security vulnerability assessment training offered by the American Water Works Association Research Foundation and the Environmental Protection Agency.

San Jose Water Company is currently revising its Emergency Responsibility Plans (ERP) and will issue the plans in advance of the September 30, 2003 deadline set forth by the legislation. The ERPs will include training and implementation of new procedures and communications.

### **Regulatory Affairs**

Almost all the operating revenue of San Jose Water Company results from the sale of water at rates authorized by the CPUC. The CPUC sets rates that are intended to provide revenue sufficient to recover operating expenses and produce a reasonable return on common equity. The company's most recent rate decision, approved in April 2001, authorized a return on common equity in 2001, 2002 and 2003 of 9.95%. This is within the range of recent rates of return authorized by the CPUC for water utilities. San Jose Water Company received step rate increases in January and March of 2003 totaling about 3.41% to recover projected operating cost increase for 2003 as well as the increased costs associated with the transfer of the maintenance responsibility for approximately 12,000 fire hydrants from the City of San Jose to San Jose Water Company.

On September 30, 2002 Governor Davis signed the interim rate bill (AB 2838), sponsored by the California water utility industry, into law. The bill allows for the implementation of interim water rates in general rate cases when the CPUC fails to establish new rates in accordance with the established rate case schedule. The interim rates would be based on a water company's existing rates increased for the amount of inflation since the last approved rate adjustment. The bill also allows for a revenue true-up from the time of the implementation of the interim rates to the time of the CPUC's ultimate decision in the rate case. In principal, this mechanism is designed to eliminate the adverse financial impact on water utilities caused by regulatory delays in general rate cases. The bill went into effect on January 1, 2003.

On April 3, 2003, the CPUC issued an Opinion modifying Decision D.00-07-018, which originally established the rules and guidelines for the use of water utility assets in nonregulated activities. Pursuant to the recently issued Opinion, investor owned water utilities are now required to file for the CPUC's authority to enter into any nonregulated activity that utilizes assets or employees reflected in the revenue requirement. Previously certain activities that were specifically identified in D.00-07-018 were exempt from this pre-approval requirement. San Jose

Water Company will need to obtain such an approval from the CPUC before executing any nonregulated utility service contracts with the parties involved. It is unclear, at this time, the change to the rules will impact San Jose Water Company's ability to participate in future nonregulated business activities that utilize water utility assets or its employees.

On April 8, 2003, San Jose Water Company tendered its Notice of Intent (NOI) to file a rate application with the CPUC. In the NOI, San Jose Water Company has requested revenue increases of \$21,500,000 or 15% in 2004, \$5,400,000 or 3% in 2005 and \$5,300,000 or 3% in 2006. The proposed revenue increases are necessary to recover the projected higher water utility operating costs and capital requirements projected for the three year period.

On April 17, 2003, San Jose Water Company filed Advice Letter No. 342 with the CPUC requesting a revenue increase of \$5,300,000 or 4% to recover the increased cost of purchased water and higher pump tax charged to the company by SCVWD. If the proposed rates are approved by the CPUC, they will become effective on or about July 1, 2003.

### **ITEM 3. QUANTITATIVE AND QUALITATIVE DISCLOSURES ABOUT MARKET RISK**

SJW Corp. is subject to market risks in the normal course of business, including changes in interest rates and equity prices. The exposure to changes in interest rates is a result of financings through the issuance of fixed-rate, long-term debt and short-term funds obtained through the variable rate line of credit. SJW Corp. also owns 1,099,952 shares of California Water Service Group and is exposed to the risk of changes in equity prices.

The company has no derivative financial instruments, financial instruments with significant off-balance sheet risks, or financial instruments with concentrations of credit risk. There is no material sensitivity to change in market rates and prices.

### **ITEM 4. CONTROLS AND PROCEDURES**

(a.) Evaluation of disclosure controls and procedures. Based on their evaluation as of March 31, 2003 which is within 90 days of the filing date of this report, SJW Corp.'s Chief Executive Officer and Chief Financial Officer have concluded that SJW Corp.'s disclosure controls and procedures (as defined in Rules 13a-14(c) and 15d-14(c) under the Securities Exchange Act of 1934 "Exchange Act")) are effective to ensure that information required to be disclosed by SJW Corp. in reports that it files or submits under the Exchange Act is recorded, processed, summarized and reported within the time periods specified in Securities and Exchange Commission rules and forms.

(b.) Changes in internal controls. There have been no significant changes in internal controls or in other factors that could significantly affect these controls subsequent to March 31, 2003, including any corrective actions with regard to significant deficiencies and material weaknesses.

## **PART II. OTHER INFORMATION**

#### ITEM 4. SUBMISSION OF MATTERS TO A VOTE OF SECURITY HOLDERS

At the 2003 Annual Meeting of Shareholders of the SJW Corp. held on April 29, 2003, ten directors were re-elected to the Board of Directors, KPMG LLP was appointed as independent auditors for 2003, the amendment of Long-Term Incentive Plan and the authority to vote in the discretion of the proxy holders was ratified by the following votes:

Proposal 1: Election of Directors.

<u>Name of Director</u>	<u>In Favor</u>	<u>Withheld</u>
Mark L. Cali	2,675,726	28,029
J. Philip DiNapoli	2,674,226	29,529
Drew Gibson	2,674,626	29,129
Ronald R. James	2,672,152	31,603
Douglas King	2,675,497	28,258
George E. Moss	2,634,324	69,431
Roscoe Moss, Jr.	2,671,724	32,031
W. Richard Roth	2,676,477	27,278
Charles J. Toeniskoetter	2,674,626	29,129
Frederick R. Ulrich	2,672,136	31,619

Proposal 2: Ratification of appointment of independent auditors for 2003:

<u>In Favor</u>	<u>Against</u>	<u>Abstain</u>	<u>No Votes</u>
2,664,485	26,482	12,788	-

Proposal 3: Ratification of adoption of Amendment of Long-Term Incentive Plan:

<u>In Favor</u>	<u>Against</u>	<u>Abstain</u>	<u>No Votes</u>
2,385,731	261,903	56,120	1

Proposal 4: Ratification of authority to vote in the discretion of the proxy holders:

<u>In Favor</u>	<u>Against</u>	<u>Abstain</u>	<u>No Votes</u>
2,517,530	167,695	18,529	1

## **ITEM 5. OTHER INFORMATION**

On April 29, 2003, the Board of Directors of the SJW Corp. declared the regular quarterly dividend of \$.7275 per common share. The dividend will be paid June 1, 2003, to shareholders of record as of the close of business on May 12, 2003.

## **ITEM 6. EXHIBITS AND REPORTS ON FORM 8-K**

(a.) Exhibits required to be filed by Item 601 of Regulation S-K.

99.1 Certification by President and Chief Executive Officer.

99.2 Certification by Chief Financial Officer and Treasurer.

(b.) Reports on Form 8-K.

SJW Corp. filed a current report on Form 8-K with the Securities and Exchange Commission on May 6, 2003 which announced the financial results of SJW Corp. for the first quarter of 2003.

## **SIGNATURES**

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

SJW Corp.

Date: May 9, 2003

By /s/ ANGELA YIP  
Chief Financial Officer & Treasurer  
ANGELA YIP

## CERTIFICATION

I, W. Richard Roth, President and Chief Executive Officer, certify that:

1. I have reviewed this quarterly report on Form 10-Q of SJW Corp. (the “registrant”);
2. Based on my knowledge, this quarterly report does not contain any untrue statement of a material fact or omit to state a material fact necessary to make the statements made, in light of the circumstances under which such statements were made, not misleading with respect to the period covered by this quarterly report;
3. Based on my knowledge, the financial statements and other financial information included in this quarterly report, fairly present in all material respects the financial condition, results of operations and cash flows of the registrant as of, and for, the periods presented in this quarterly report;
4. The registrant’s other certifying officer and I are responsible for establishing and maintaining disclosure controls and procedures (as defined in Exchange Act Rules 13a-14 and 15d-14) for the registrant and we have:
  - a) designed such disclosure controls and procedures to ensure that material information relating to the registrant, including its consolidated subsidiaries, is made known to us by others within those entities, particularly during the period in which this quarterly report is being prepared;
  - b) evaluated the effectiveness of the registrant’s disclosure controls and procedures as of a date within 90 days prior to the filing date of this quarterly report (the “Evaluation Date”); and
  - c) presented in this quarterly report our conclusions about the effectiveness of the disclosure controls and procedures based on our evaluation as of the Evaluation Date;
5. The registrant’s other certifying officer and I have disclosed, based on our most recent evaluation, to the registrant’s auditors and the audit committee of registrant’s board of directors (or persons performing the equivalent function):
  - a) all significant deficiencies in the design or operation of internal controls which could adversely affect the registrant’s ability to record, process, summarize and report financial data and have identified for the registrant’s auditors any material weaknesses in internal controls; and
  - b) any fraud, whether or not material, that involves management or other employees who have a significant role in the registrant’s internal controls; and
6. The registrant’s other certifying officer and I have indicated in this quarterly report whether or not there were significant changes in internal controls or in other factors that could significantly affect internal controls subsequent to the date of our most recent evaluation, including any corrective actions with regard to significant deficiencies and material weaknesses.

Date: May 9, 2003

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W. Richard Roth  
President and  
Chief Executive Officer

## CERTIFICATION

I, Angela Yip, Chief Financial Officer and Treasurer, certify that:

1. I have reviewed this quarterly report on Form 10-Q of SJW Corp. (the “registrant”);
2. Based on my knowledge, this quarterly report does not contain any untrue statement of a material fact or omit to state a material fact necessary to make the statements made, in light of the circumstances under which such statements were made, not misleading with respect to the period covered by this quarterly report;
3. Based on my knowledge, the financial statements and other financial information included in this quarterly report, fairly present in all material respects the financial condition, results of operations and cash flows of the registrant as of, and for, the periods presented in this quarterly report;
4. The registrant’s other certifying officer and I are responsible for establishing and maintaining disclosure controls and procedures (as defined in Exchange Act Rules 13a-14 and 15d-14) for the registrant and we have:
  - a) designed such disclosure controls and procedures to ensure that material information relating to the registrant, including its consolidated subsidiaries, is made known to us by others within those entities, particularly during the period in which this quarterly report is being prepared;
  - b) evaluated the effectiveness of the registrant’s disclosure controls and procedures as of a date within 90 days prior to the filing date of this quarterly report (the “Evaluation Date”); and
  - c) presented in this quarterly report our conclusions about the effectiveness of the disclosure controls and procedures based on our evaluation as of the Evaluation Date;
5. The registrant’s other certifying officer and I have disclosed, based on our most recent evaluation, to the registrant’s auditors and the audit committee of registrant’s board of directors (or persons performing the equivalent function):
  - a) all significant deficiencies in the design or operation of internal controls which could adversely affect the registrant’s ability to record, process, summarize and report financial data and have identified for the registrant’s auditors any material weaknesses in internal controls; and
  - b) any fraud, whether or not material, that involves management or other employees who have a significant role in the registrant’s internal controls; and
6. The registrant’s other certifying officer and I have indicated in this quarterly report whether or not there were significant changes in internal controls or in other factors that could significantly affect internal controls subsequent to the date of our most recent evaluation, including any corrective actions with regard to significant deficiencies and material weaknesses.

Date: May 9, 2003

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Angela Yip  
Chief Financial Officer  
and Treasurer

## **EXHIBIT INDEX**

**Exhibit  
No.**

**Description of Document**

99.1	Certification by President and Chief Executive Officer
99.2	Certification by Chief Financial Officer and Treasurer



**CERTIFICATION PURSUANT TO  
18 U.S.C. SECTION 1350  
AS ADOPTED PURSUANT TO  
SECTION 906 OF THE SARBANES-OXLEY ACT OF 2002**

In connection with the Quarterly Report of SJW Corp. (the “Company”) on Form 10-Q for the quarterly period ended March 31, 2003, as filed with the Securities and Exchange Commission on the date hereof (the “Report”), I, W. Richard Roth, President and Chief Executive Officer of the Company, certify, pursuant to 18 U.S.C. Section 1350, as adopted pursuant to Section 906 of the Sarbanes-Oxley Act of 2002, that to my knowledge:

- (1) The Report fully complies with the requirements of section 13(a) or 15(d) of the Securities Exchange Act of 1934; and
- (2) The information contained in the Report fairly presents, in all material respects, the financial condition and results of operations of the Company.

/s/ W. Richard Roth  
W. RICHARD ROTH  
President and Chief Executive Officer  
May 9, 2003

**CERTIFICATION PURSUANT TO  
18 U.S.C. SECTION 1350  
AS ADOPTED PURSUANT TO  
SECTION 906 OF THE SARBANES-OXLEY ACT OF 2002**

In connection with the Quarterly Report of SJW, Corp. (the “Company”) on Form 10-Q for the quarterly period ended March 31, 2003, as filed with the Securities and Exchange Commission on the date hereof (the “Report”), I, Angela Yip, Chief Financial Officer and Treasurer of the Company, certify, pursuant to 18 U.S.C. Section 1350, as adopted pursuant to Section 906 of the Sarbanes-Oxley Act of 2002, that to my knowledge:

- (1) The Report fully complies with the requirements of section 13(a) or 15(d) of the Securities Exchange Act of 1934; and
- (2) The information contained in the Report fairly presents, in all material respects, the financial condition and results of operations of the Company.

/s/ Angela Yip  
ANGELA YIP  
Chief Financial Officer and Treasurer  
May 9, 2003