

AGA Financial Forum

Miami, Florida



May 18 - 20, 2014



We Care. We Connect. We Grow.

CHESAPEAKE
UTILITIES CORPORATION



Forward Looking Statements and Other Disclosures



Safe Harbor Statement: Some of the Statements in this document concerning future company performance will be forward-looking within the meanings of the securities laws. Actual results may materially differ from those discussed in these forward-looking statements, and you should refer to the additional information contained in Chesapeake Utilities Corporation's 2013 Annual Report on Form 10-K filed with the SEC and our other SEC filings concerning factors that could cause those results to be different than contemplated in today's discussion.

REG G Disclosure: Today's discussion includes certain non-GAAP financial measures as defined under SEC Regulation G. Although non-GAAP measures are not intended to replace the GAAP measures for evaluation of Chesapeake's performance, Chesapeake believes that the portions of the presentation, which include certain non-GAAP financial measures, provide a helpful comparison for an investor's evaluation purposes.

Gross Margin: Gross Margin is determined by deducting the cost of sales from operating revenue. Cost of sales includes the purchased fuel cost for natural gas, electric and propane distribution operations and the cost of labor spent on different revenue-producing activities. Other companies may calculate gross margin in a different manner.

Business Overview



Chesapeake Utilities Corporation



Our Company

We are a diversified energy company that provides superior service to approximately 225,000 customers and communities through our regulated energy, unregulated energy and other business segments.

Our employees are unified by a shared vision and brand that guide them to remain focused and disciplined in the execution of our growth strategies. Our employees care about the work they do and they make meaningful personal connections with our team members, customers, shareholders and partners.

We set high goals, look for good growth opportunities, connect the dots with care and insight, and transform possibilities into realities that deliver lasting value to our shareholders.

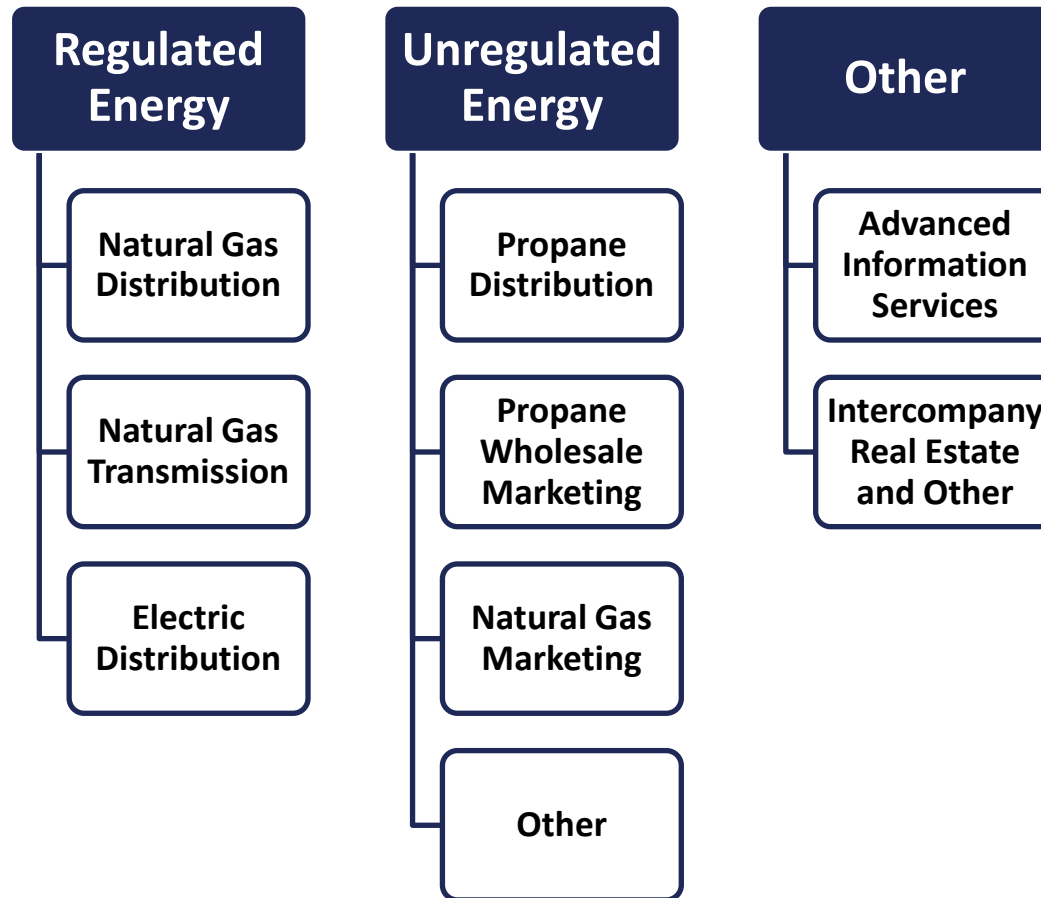
Because we care and connect, we grow.

Our Platform to Deliver Increased Shareholder Value



- Engagement strategies throughout the Company and with key constituents
- Commitment to Safety and Reliability
- Identifying and cultivating growth opportunities within our existing business units
- Developing new business lines
- Achieving strong growth in earnings, capital investment and ROE
- Maximizing shareholder value through both stock price appreciation and growth in the dividend

Business Structure

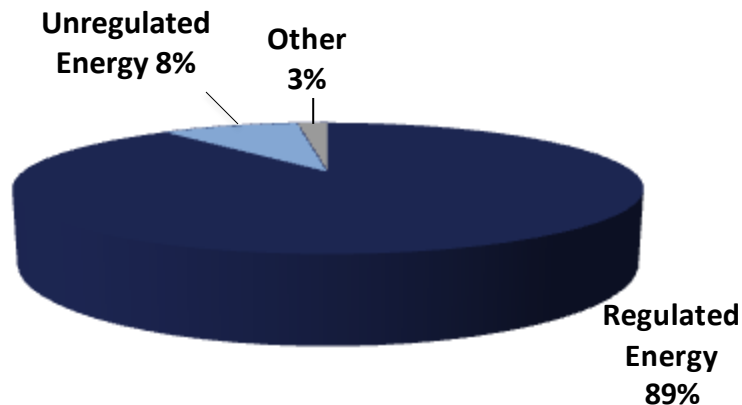


Business Mix

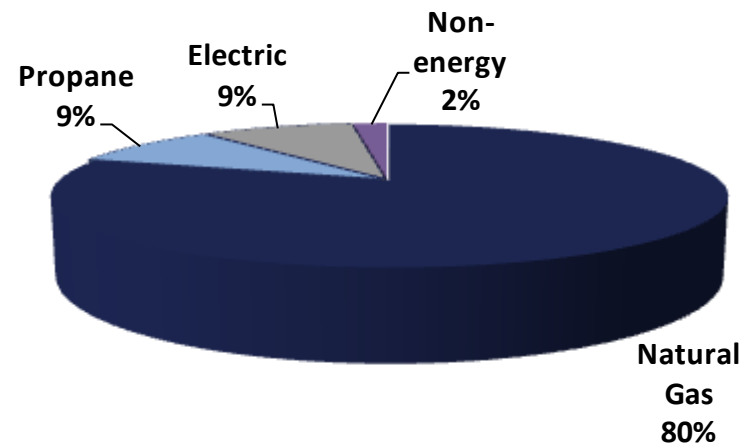


Investment Mix as of December 31, 2013

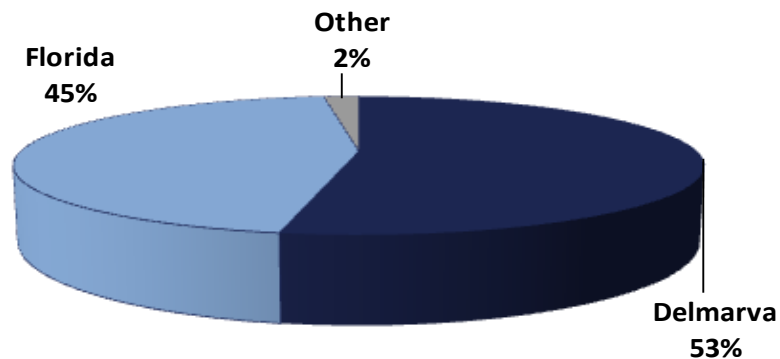
By Segment



By Energy Served



By Region

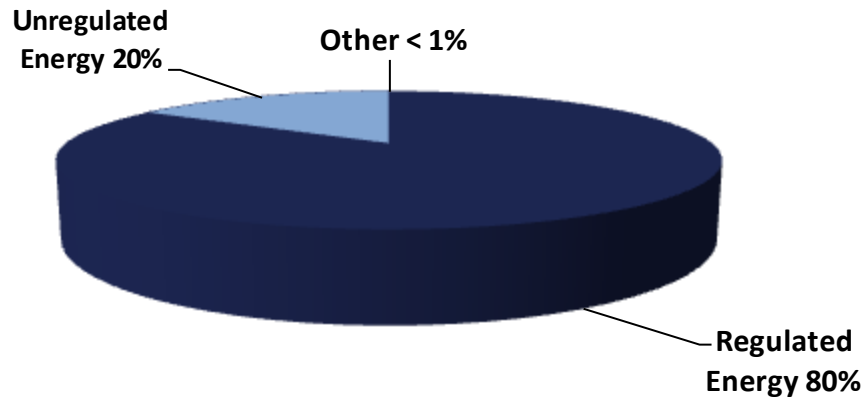


Business Mix

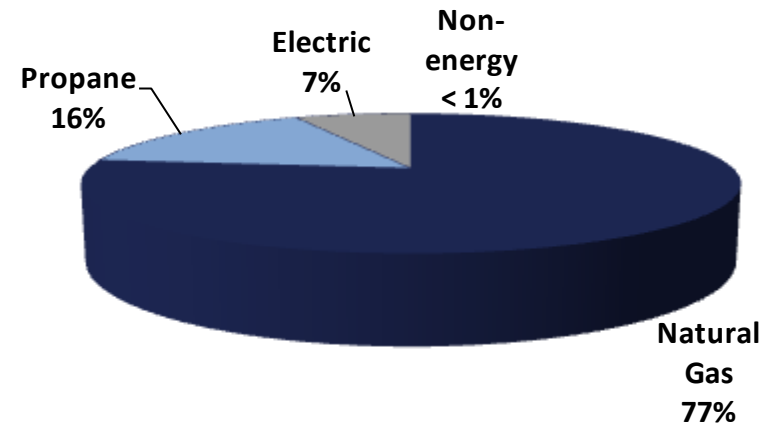


2013 Operating Income Contribution

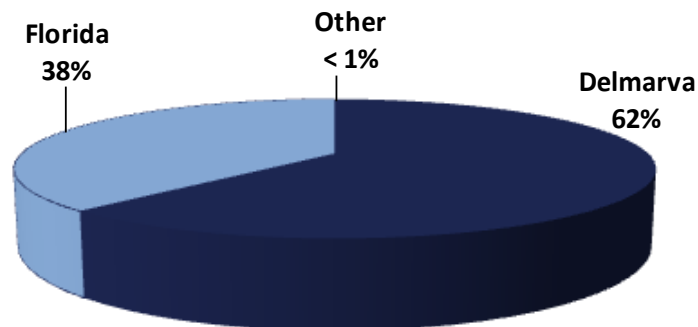
By Segment



By Energy Served



By Region



Financial Results



For the Year 2013 and Year to Date 2014

CHESAPEAKE
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2013 Financial Results



For the periods ended December 31,
(in thousands except per share amounts)

	Year-to-Date	
	2013	2012
Operating Income		
Regulated Energy	\$ 50,084	\$ 46,999
Unregulated Energy	12,353	8,355
Other	297	1,281
Total Operating Income	62,734	56,635
Other Income	372	271
Interest Charges	8,234	8,747
Income Before Taxes	54,872	48,159
Income Taxes	22,085	19,296
Net Income	\$ 32,787	\$ 28,863
Diluted Earnings Per Share	\$ 3.39	\$ 2.99

Results

- Record EPS in 2013
- 7th consecutive year of record EPS
- 2013 growth in diluted EPS of 13.4%

Reconciliation of 2013 Earnings



<i>(in thousands, except per share)</i>	Pre-tax Income	Net Income	Earnings Per Share
Year ended December 31, 2012 Reported Results	\$ 48,159	\$ 28,863	\$ 2.99
Adjusting for unusual items:			
Weather impact (due primarily to significantly warmer-than-normal weather in 2012)	3,399	2,037	0.21
Regulatory recovery of litigation-related costs	1,494	895	0.09
Accrual for additional taxes other than income	(990)	(593)	(0.06)
One-time sales tax expensed by Sandpiper associated with the acquisition	(726)	(435)	(0.04)
	<u>3,177</u>	<u>1,904</u>	<u>0.20</u>
Increased (Decreased) Gross Margins:			
Major projects			
Contribution from Sandpiper	4,432	2,656	0.27
Service expansions	3,710	2,223	0.23
Higher propane margins	3,163	1,896	0.20
Contribution from other acquisitions	2,016	1,208	0.12
Other natural gas growth	1,824	1,094	0.11
Propane wholesale marketing	(1,137)	(681)	(0.07)
	<u>14,008</u>	<u>8,396</u>	<u>0.86</u>
Increased Other Operating Expenses:			
Expenses from acquisitions	(5,309)	(3,182)	(0.33)
Higher payroll and benefits costs	(2,407)	(1,443)	(0.15)
Increased incentive bonuses	(2,002)	(1,200)	(0.12)
Higher depreciation, asset removal and property tax costs due to new capital investments	(1,555)	(932)	(0.10)
	<u>(11,273)</u>	<u>(6,757)</u>	<u>(0.70)</u>
Net Other Changes	801	381	0.04
Year ended December 31, 2013 Reported Results	<u>\$ 54,872</u>	<u>\$ 32,787</u>	<u>\$ 3.39</u>

First Quarter 2014 Financial Results



(in thousands except per share amounts)

	First Quarter		
	2014	2013	Change
Operating Income			
Regulated Energy	\$ 21,091	\$ 17,306	\$ 3,785
Unregulated Energy	10,858	9,369	\$ 1,489
Other	(326)	(125)	(201)
Total Operating Income	31,623	26,550	5,073
Other Income	6	289	(283)
Interest Charges	2,155	2,072	83
Income Before Taxes	29,474	24,767	4,707
Income Taxes	11,793	9,898	1,895
Net Income	\$ 17,681	\$ 14,869	\$ 2,812
Diluted Earnings Per Share	\$ 1.82	\$ 1.54	\$ 0.28

Results

- **Earnings per share increased \$0.28 per share or 18%**
- **Acquisitions completed in 2013 generated \$4.8 million incremental gross margin**
- **Colder temperatures and major natural gas service expansions generated \$4.1 million additional gross margin**

Regulated Energy Segment Results



First Quarter 2014 Performance Summary

(in thousands)

	2014	2013	Change
Revenue	\$ 102,166	\$ 81,566	\$ 20,600
Cost of Sales	54,307	41,615	12,692
Gross Margin	47,859	39,951	7,908
Operations & Maintenance	18,402	15,468	2,934
Depreciation & Amortization	5,527	4,809	718
Other Taxes	2,839	2,368	471
Other Operating Expenses	26,768	22,645	4,123
Operating Income	\$ 21,091	\$ 17,306	\$ 3,785

Results

- Operating income increased by \$3.8 million to \$21.1 million
- \$4.3 million in additional gross margin generated by Sandpiper offset by Sandpiper operating expenses of \$1.4 million
- \$1.9 million increased gross margin due to natural gas expansions and additional customer growth
- \$724,000 in additional gross margin as a result of the Florida GRIP
- Other operating expenses increased by \$4.1 million, including \$1.4 million associated with Sandpiper

Unregulated Energy Segment Results



First Quarter 2014 Performance Summary

(in thousands)			
	2014	2013	Change
Revenue	\$ 79,973	\$ 54,991	\$ 24,982
Cost of Sales	59,159	37,807	21,352
Gross Margin	20,814	17,184	3,630
Operations & Maintenance	8,424	6,387	2,037
Depreciation & Amortization	980	900	80
Other Taxes	552	528	24
Other Operating Expenses	9,956	7,815	2,141
Operating Income	\$ 10,858	\$ 9,369	\$ 1,489

Results

- Operating income increased by \$1.5 million to \$10.9 million
- Gross margin increase of \$3.6 million due to:
 - Colder Weather on Delmarva
 - Incremental Impact from Acquisitions
 - Xeron's gross margin was \$889,000 higher
- Other operating expenses increased by \$2.1 million

Reconciliation of First Quarter 2014 Earnings

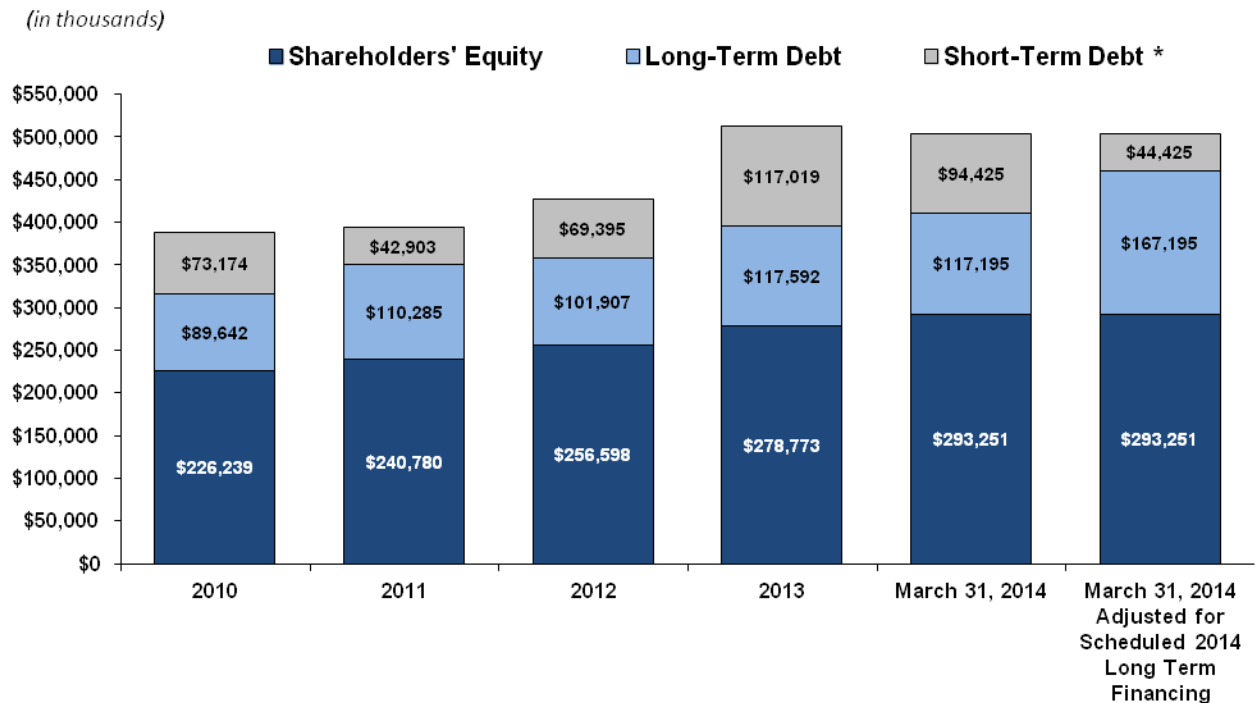


<i>(in thousands, except per share)</i>	Pre-tax Income	Net Income	Earnings Per Share
First Quarter of 2013 Reported Results	\$ 24,767	\$ 14,869	\$ 1.54
Adjusting for unusual items:			
Weather impact (due primarily to colder temperatures in 2014)	2,711	1,628	0.17
	<u>2,711</u>	<u>1,628</u>	<u>0.17</u>
Increased (Decreased) Gross Margins:			
Major Projects			
Contribution from Sandpiper	4,289	2,575	0.27
Service expansions	1,423	855	0.08
Increased wholesale propane sales	1,032	620	0.06
Propane wholesale marketing	889	534	0.06
GRIP	724	435	0.04
Lower retail propane margins	(516)	(310)	(0.03)
Contribution from other acquisitions	502	302	0.03
	<u>8,343</u>	<u>5,011</u>	<u>0.51</u>
Increased Other Operating Expenses:			
Expenses from acquisitions	(2,117)	(1,271)	(0.14)
Higher payroll costs	(1,161)	(697)	(0.07)
Increased accruals for incentive compensation	(980)	(589)	(0.06)
Higher depreciation, asset removal and property tax costs due to new capital investments	(726)	(436)	(0.04)
Higher benefits costs	(674)	(405)	(0.04)
	<u>(5,658)</u>	<u>(3,398)</u>	<u>(0.35)</u>
Net Other Changes	(689)	(429)	(0.05)
First Quarter of 2014 Reported Results	<u>\$ 29,474</u>	<u>\$ 17,681</u>	<u>\$ 1.82</u>



Total Capitalization

- Chesapeake has a strong balance sheet. Our retained earnings growth will increase equity over time and further enhance balance sheet strength.
- We issued \$50 million of new 3.88% unsecured senior notes on May 15, 2014.

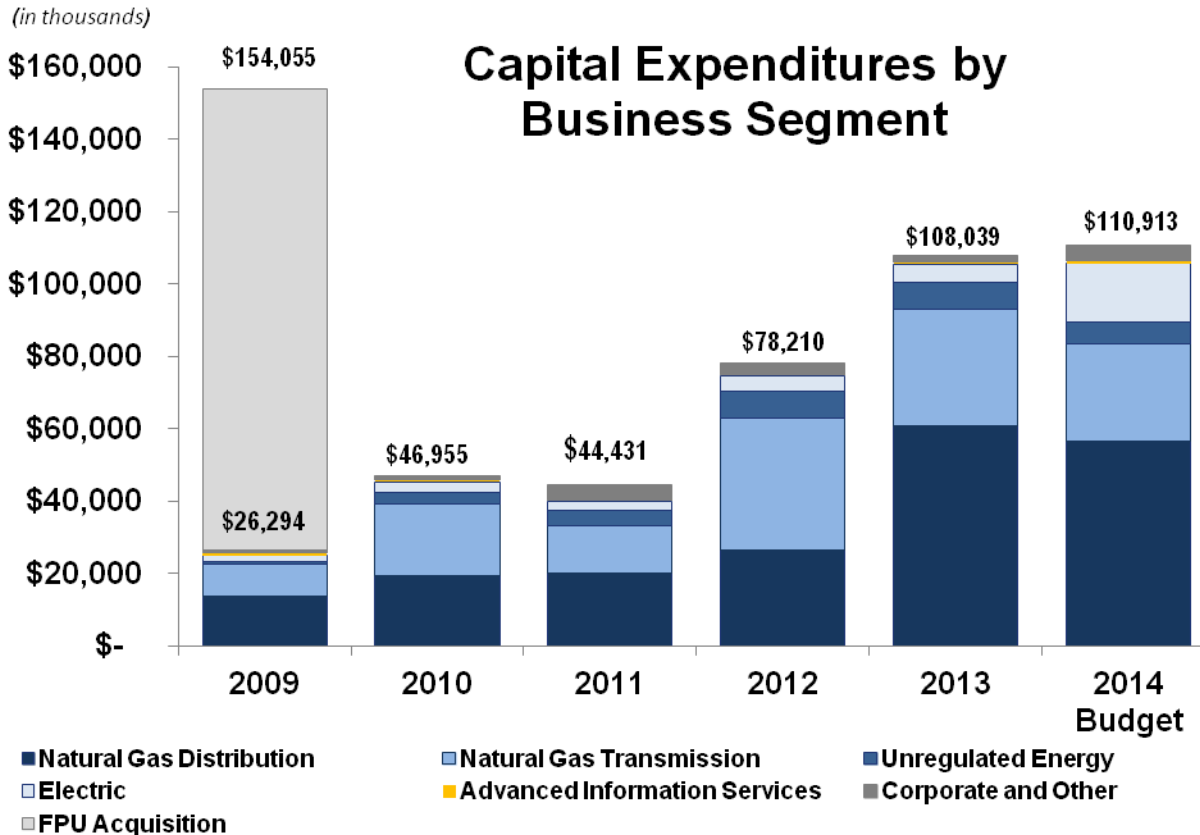


Equity/Permanent Capitalization	71.6%	68.6%	71.6%	70.3%	71.4%	63.7%
Equity/Total Capitalization	58.2%	61.1%	60.0%	54.3%	58.1%	58.1%

* Short-term debt includes current portion of long-term debt



Building for the Future



- Capital expenditures for 2014 are currently budgeted at \$111 million
 - There is typically a delay in the timing of actual capital expenditures
 - Regulated energy estimated to be \$85 million
- Invested \$108 million of new capital in 2013
 - 89% corresponds to regulated energy investments
- Over the last five years, we have invested approximately \$432 million, or 86% of our total capitalization at March 31, 2014
 - \$128 million related to FPU acquisition

Long-Term Execution



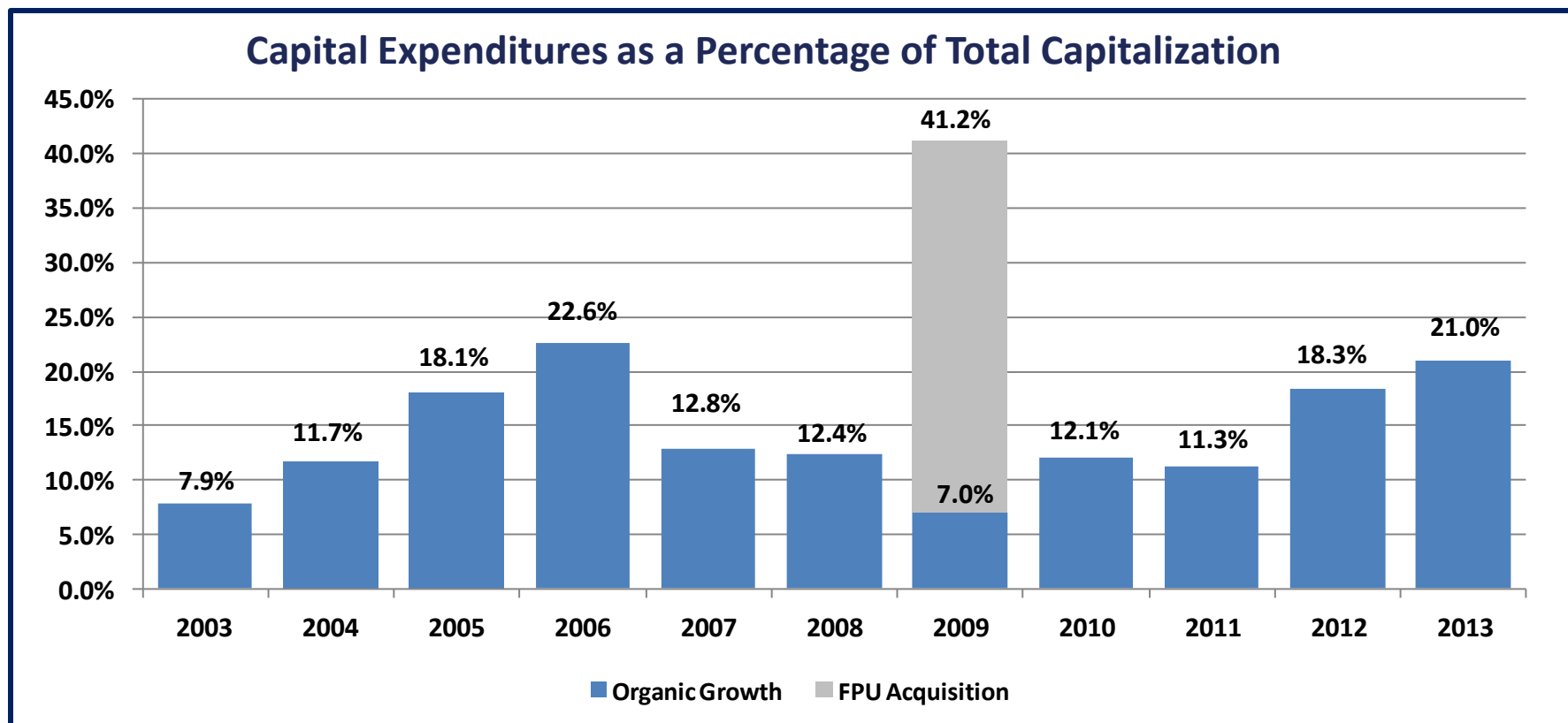
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Investing in Growth



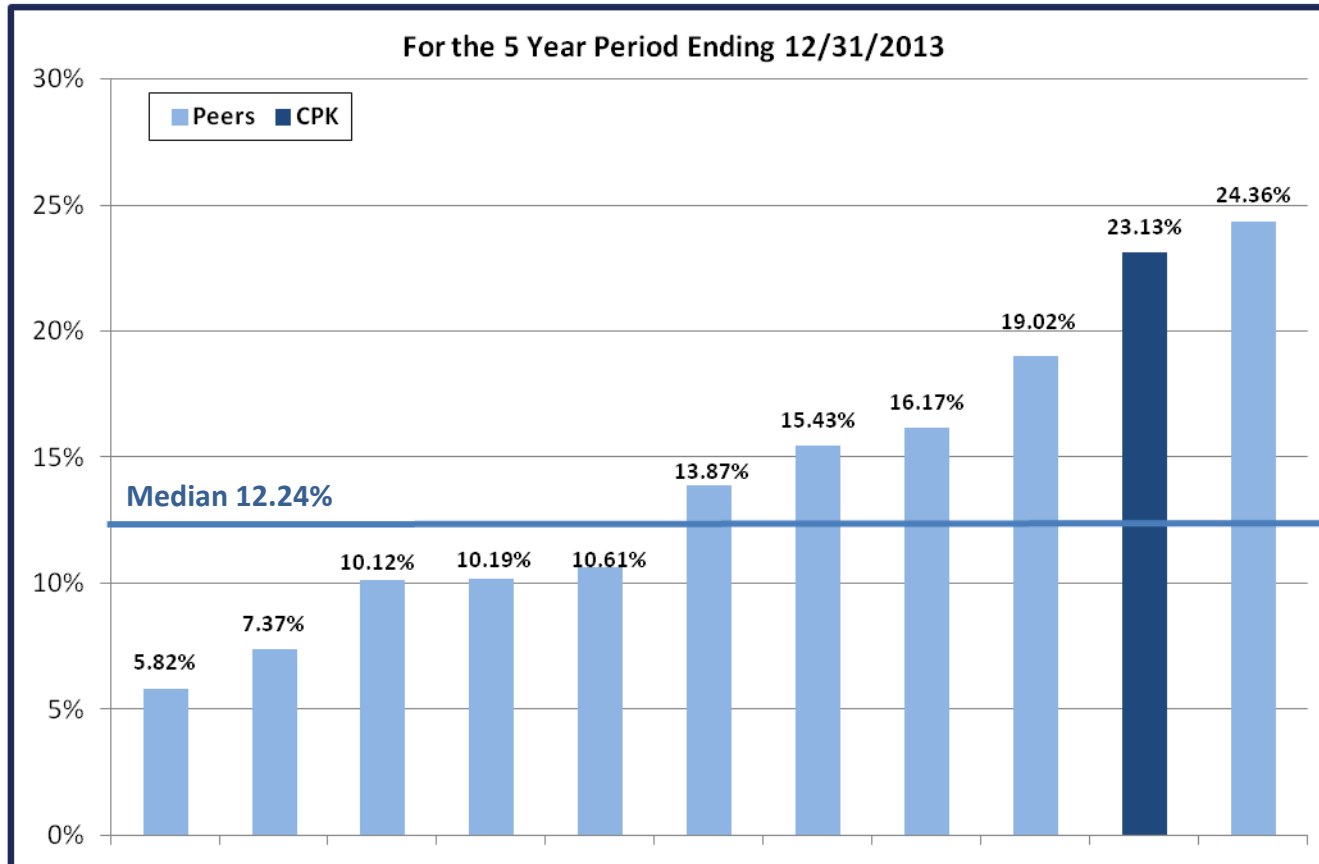
Continuing to invest high levels of capital expenditures to generate increased value



Capital Expenditures to Total Capitalization



CPK vs. Peer Companies

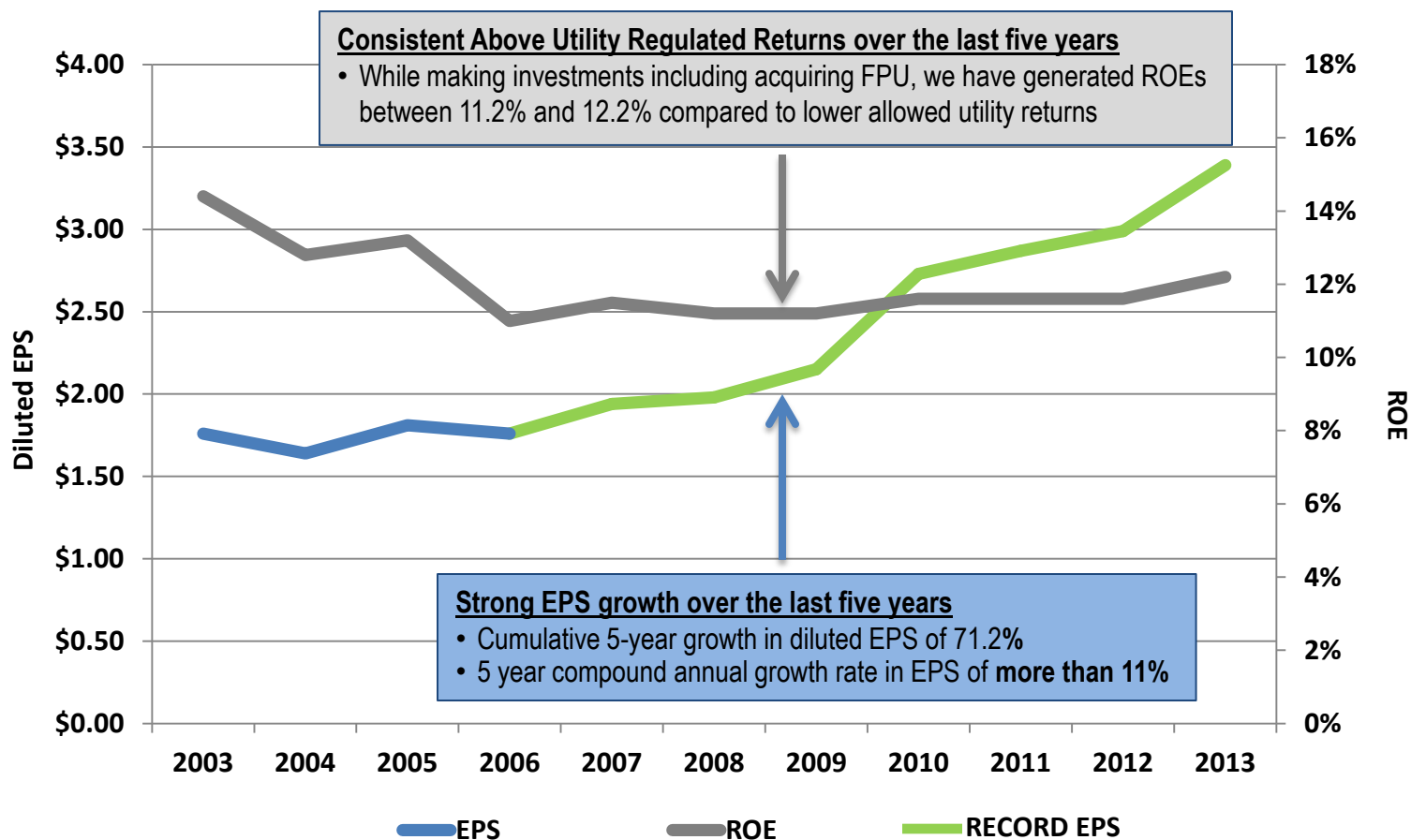


- The \$432 million invested over the last five years equals an average 23% of new Capital Expenditures to Total Capitalization.
- Representing Top Quartile performance.

Generating Growth



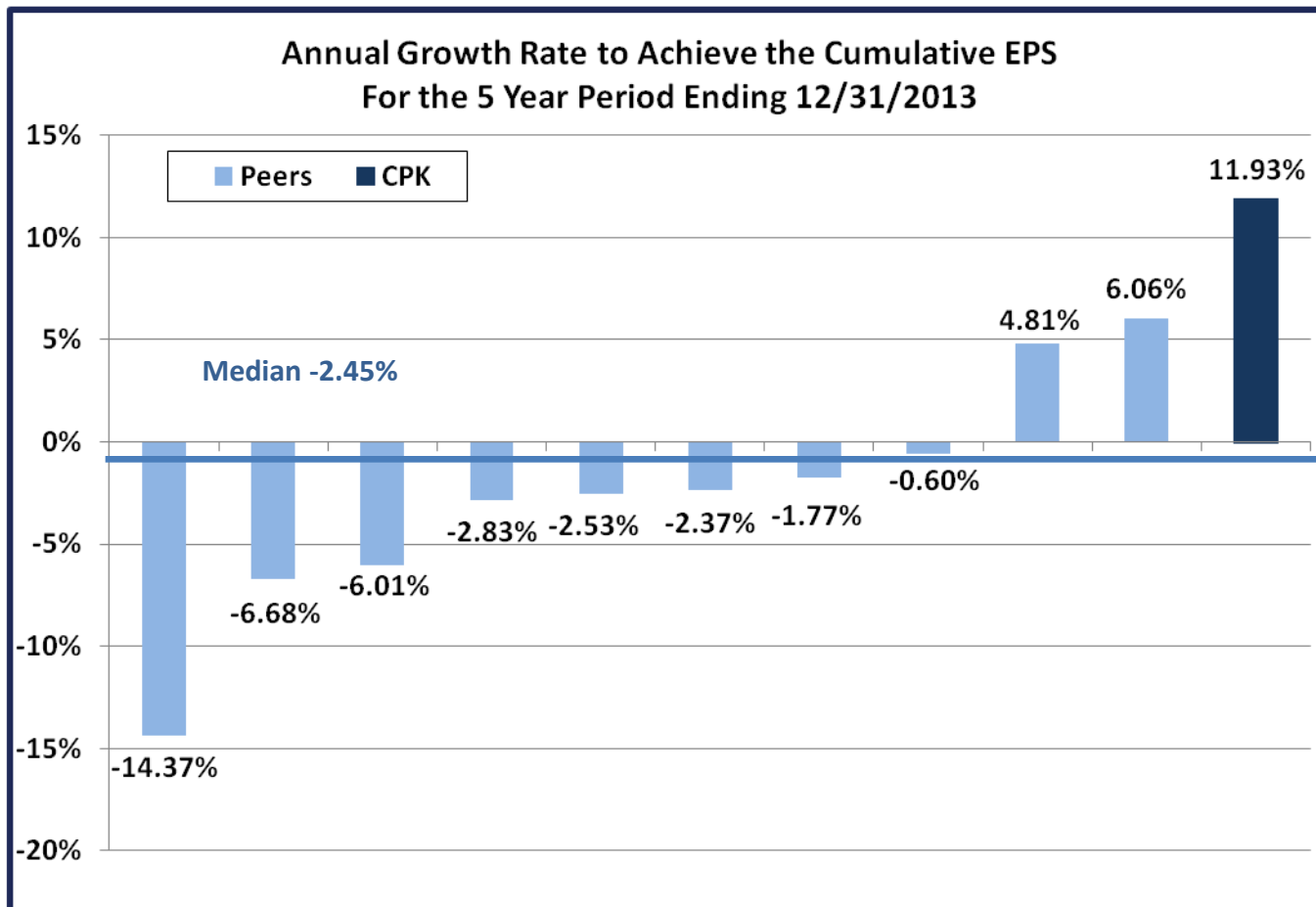
Above Utility Regulated Returns and Superior EPS Growth





EPS Growth

CPK vs. Peer Companies

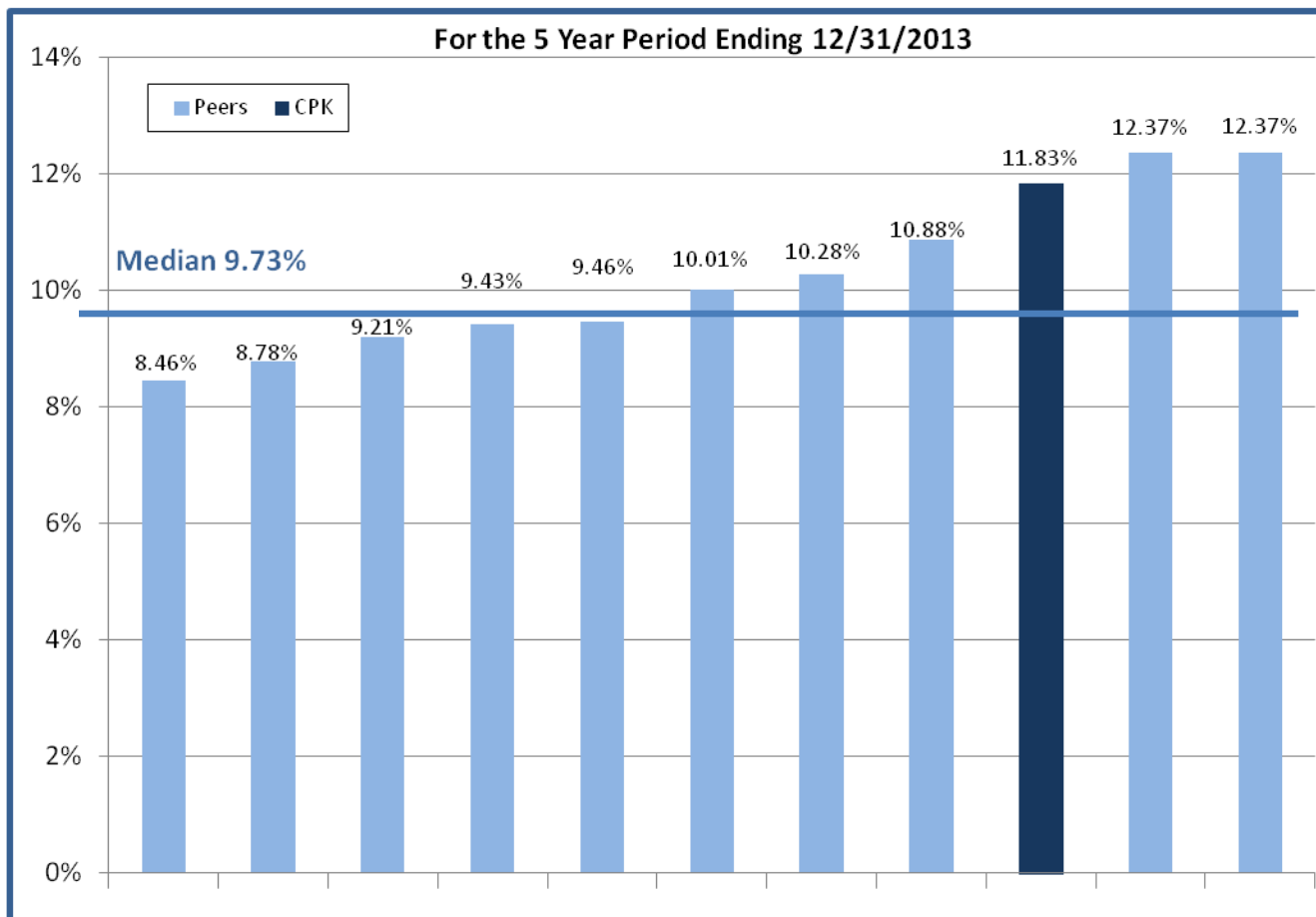


- 5-year annual growth rate of 11.9%
- Top performance relative to the peer group



Return on Equity

CPK vs. Peer Companies



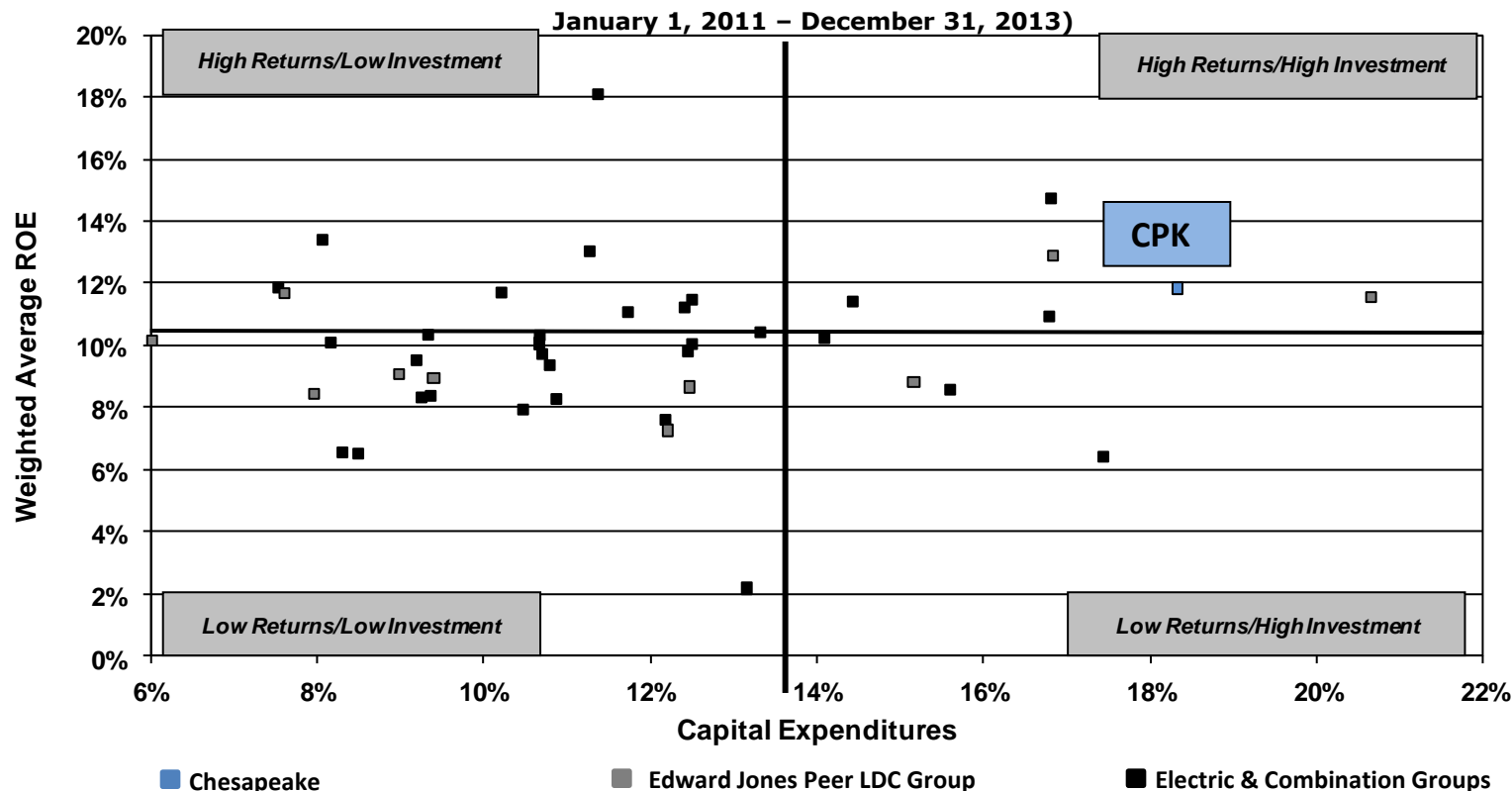
- Our ROE has ranged from 11.2% - 12.2% over the past five years.
- Our average ROE over the past five years is 11.8%.

Performance Quadrant*

Peer ROE vs. Capital Expenditures



CPK is one of only 6 companies in the High Returns/High Investment quadrant



Source: Bloomberg

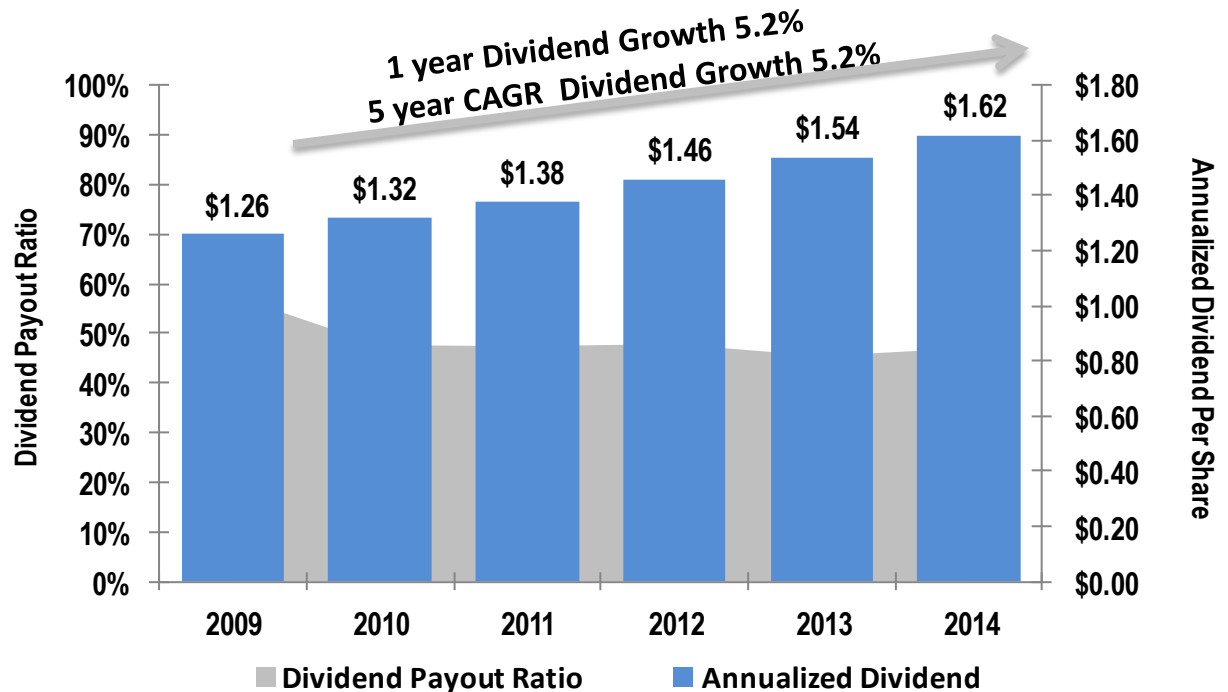
*Excluding companies with losses

Continuous Dividend Growth



- The Board increased the annualized dividend by \$0.08 per share or 5.2% in May 2014.
- We have delivered 5.2% five year compound annual dividend growth while retaining significant earnings for reinvestment back into the business to generate future earnings growth.
- The five year dividend payout ratio through 2013 is 48%.

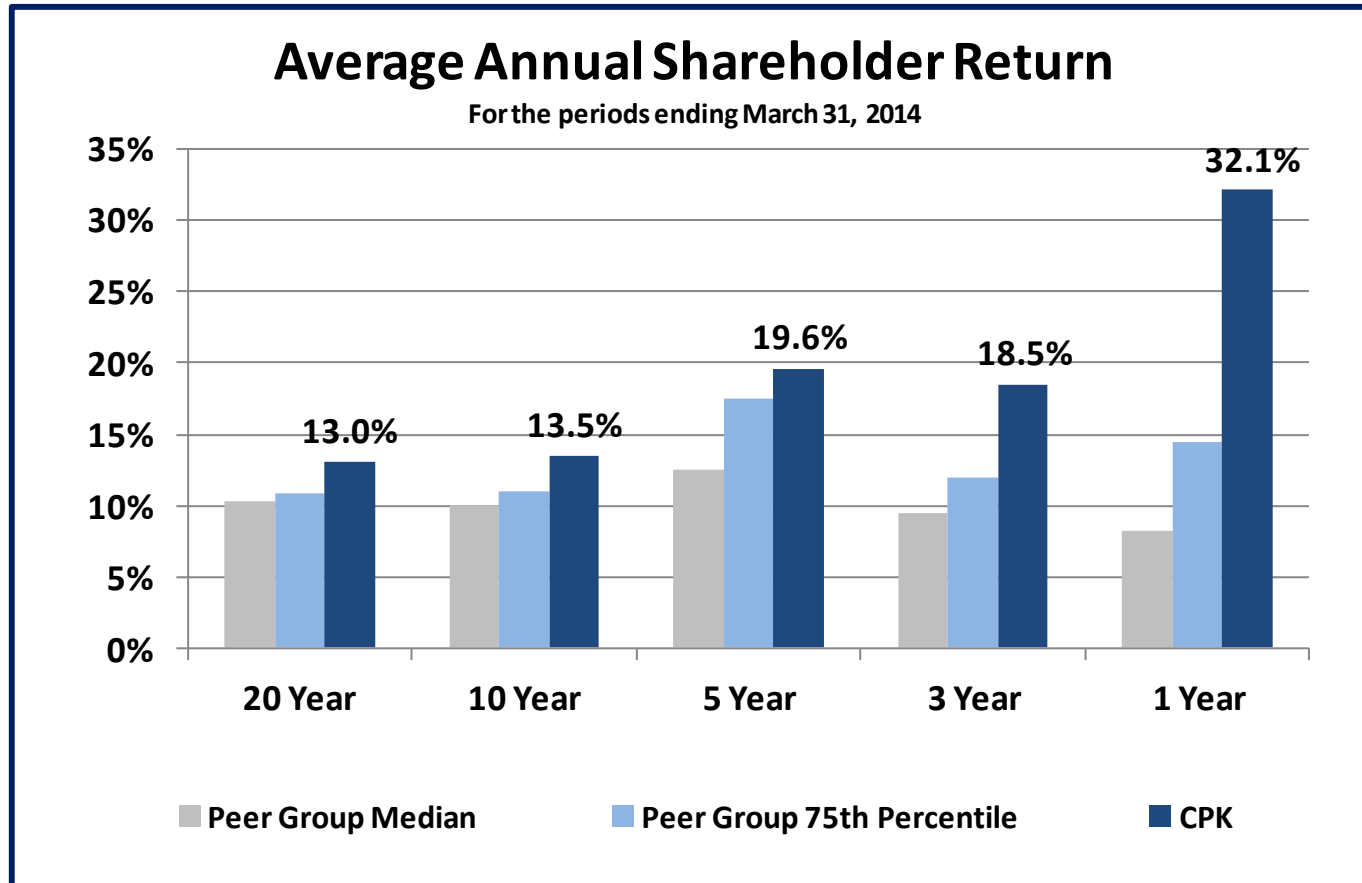
We are committed to providing superior dividend growth that is supported by earnings growth.



Superior Shareholder Return



Investors in Chesapeake have achieved average annual returns in excess of 13% over all periods shown



Financial Metrics Performance Summary



■ denotes percentiles in top quartile performance for the corresponding metric

Performance Metrics	Chesapeake Percentile Ranking		
	1 Year	3 Year	5 Year
<i>** For periods ending 12/31/13 (unless noted as of March 31, 2014)</i>			
Capital Expenditures / Total Capitalization	89.3%	70.9%	97.4%
Earnings Per Share Growth	97.0%	79.7%	100.0%
Return on Equity	100.0%	90.3%	84.8%
Dividends Per Share Growth as of March 31, 2014	81.8%	85.9%	78.7%
Total Shareholder Return as of March 31, 2014 *	100.0%	100.0%	94.7%

*** Chesapeake was also in the top quartile of Total Shareholder Return for the 10 and 20 year periods, with returns in the 97th and 96th percentiles, respectively.**

Growth Opportunities



CHESAPEAKE
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2013 Acquisitions & Expansions



Acquisitions of Assets

- ✓ **Glades Gas Company, FL**
 - Propane distribution company
 - Approximately 3,000 customers
- ✓ **Eastern Shore Gas, MD**
(now **Sandpiper Energy**)
 - Underground piped propane
 - Approximately 11,000 customers
- ✓ **Austin Cox Home Services, Inc., MD**
 - HVAC and plumbing services
- ✓ **City of Fort Meade, FL**
 - Natural gas system
 - Approximately 750 customers

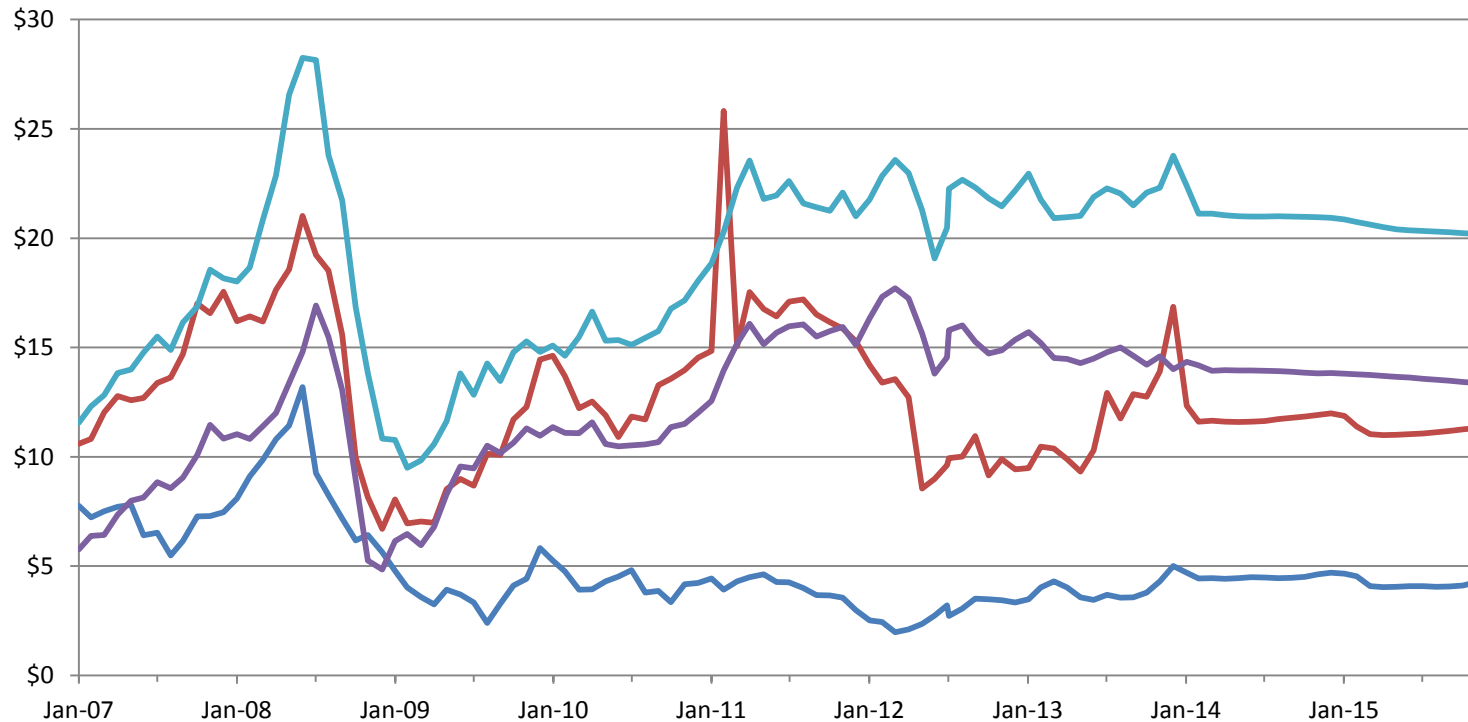
Expansions/Investments

- ✓ **Peninsula Pipeline Company** commenced firm transportation service to an unaffiliated utility in Florida
- ✓ **ESNG** completed the Greenspring expansion providing year-round transportation service to a Combined Heat and Power (CHP) plant
- ✓ **Sharp Energy** installed an onsite refueling station at Kent Sussex Industries in Delaware
- ✓ **ESNG** installed an additional gas fired compressor at its Daleville compressor station to provide 17,500 Dts/d additional firm transportation service to two customers

Natural gas expected to have a sustained price advantage



Natural gas price spread is expected to be sustainable



- Henry Hub Natural Gas Spot Price
- North American Spot LPG Propane Price / Mont Belvieu (Conversion Factor: /.091)
- No. 6 3% Fuel Oil (Conversion Factor: /6.3)
- No. 2 ULSD Fuel Oil (Conversion Factor: /.138)

Source: Bloomberg
NYMEX
March 31, 2014

Margin Impact for Major Projects Initiated



Major Projects (dollars in thousands)	Q1 2014	2014
Acquisition:		
ESG acquisition being served by Sandpiper in Worcester County, Maryland	\$ 4,289	\$ 9,817
Service Expansions		
Natural Gas Distribution:		
Long-term		
Sussex County, Delaware	204	\$ 694
Natural Gas Transmission:		
Short-term		
New Castle County, Delaware	—	\$ 1,862
Total Short-term	\$ —	\$ 1,862
Long-term		
Sussex County, Delaware	\$ 431	\$ 1,725
New Castle County, Delaware	741	2,964
Nassau County, Florida	327	1,300
Worcester County, Maryland	137	547
Cecil County, Maryland	287	1,147
Indian River, Florida	210	840
Kent County, Delaware	665	2,660
Total Long-term	\$ 2,798	\$ 11,183
Total Service Expansions	\$ 3,002	\$ 13,739
Total Major Projects	\$ 7,291	\$ 23,556
2013 Margin	\$ 1,579	\$ 13,176
Incremental Margin in 2014 over 2013	\$ 5,712	\$ 10,380

Margin Impact for Upcoming Major Projects Highlights



(dollars in thousands)

<u>Project</u>	<u>Estimated Date of New Service</u>	<u>Estimated 2014 Margin</u>	<u>Estimated Annualized Margin</u>
Short-term Natural Gas Transmission Service for a customer in New Castle County, Delaware	From Apr-14 to Apr-15	\$1,860	\$2,629
Long-term Natural Gas Transmission Service for a customer in Kent County, Delaware	Starting in Jan-15	\$—	\$1,200 to \$1,800

2014 Focus and Beyond



Traditional Growth Strategies

Regulated Energy

- NG transmission and distribution expansions
- Residential and commercial customer growth in existing markets
- On main conversions
- Major industrial customers
- Acquisitions

Unregulated Energy

- Organic growth
- Wholesale
- Community Gas Systems
- Startups
- Acquisitions

Emerging Growth Strategies

Regulated Energy

- Conversion programs for residential and commercial customers
- System reliability and infrastructure program
- New applications for natural gas
- Transportation service for power generation

Unregulated Energy

- Compressed natural gas (CNG)
- Propane Fueled Vehicles
- Combined Heat and Power projects (CHP)
- Midstream opportunities

Our Investment Proposition



- Engaged employees that are focused on identifying opportunities to expand our service offerings within and beyond our current markets
- Portfolio of strong, efficient utility and non-utility businesses
- Strong balance sheet and credit ratings, coupled with access to new capital
- Strategic Development to identify new business lines
- Positioned to have sustainable dividend growth that is supported by earnings growth
- Successful track record and focus on continued long-term growth

Questions & Answers



Thank you.

Questions?

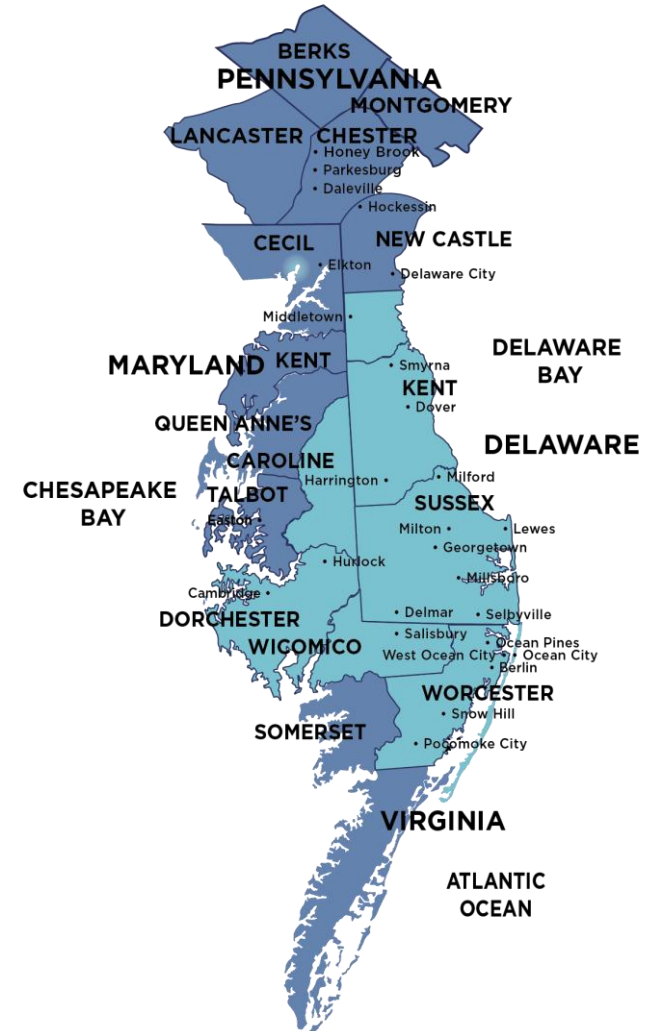
Appendices



Regulated Energy – Delmarva Distribution



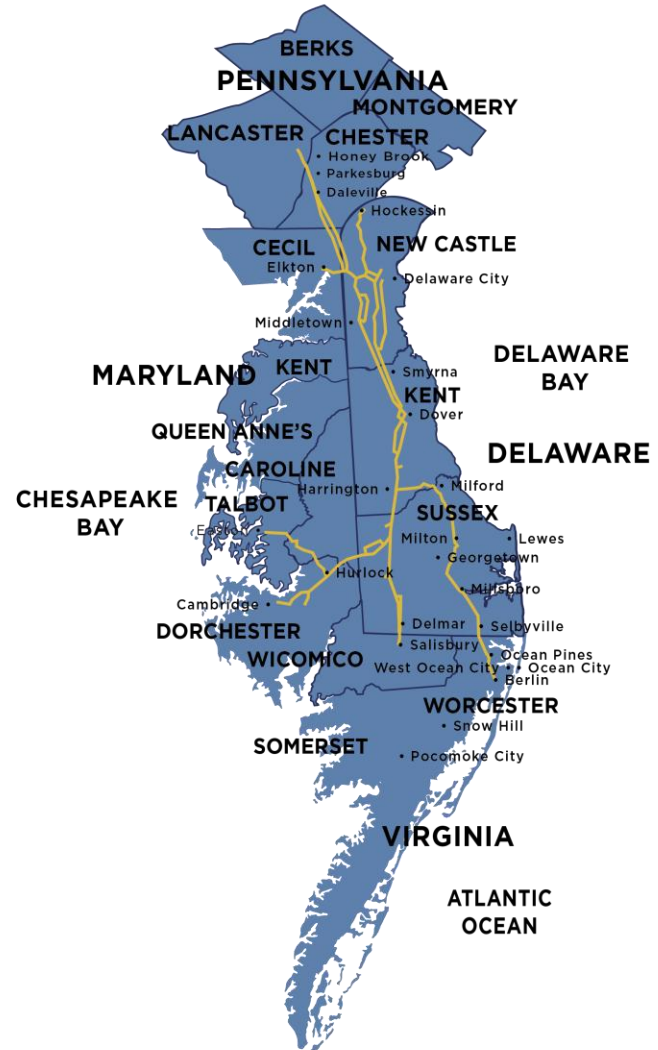
- **Chesapeake Utilities** distributes natural gas to approximately 56,000 residential and commercial customers in Delaware and Maryland.
- In Delaware, Chesapeake continues to expand its system in southeast Sussex County.
- In Maryland, Chesapeake's Sandpiper business unit operates underground piped propane systems for 11,000 customers in Worcester County. Where economically feasible, the customers will be converted to natural gas.



Regulated Energy – Delmarva Transmission



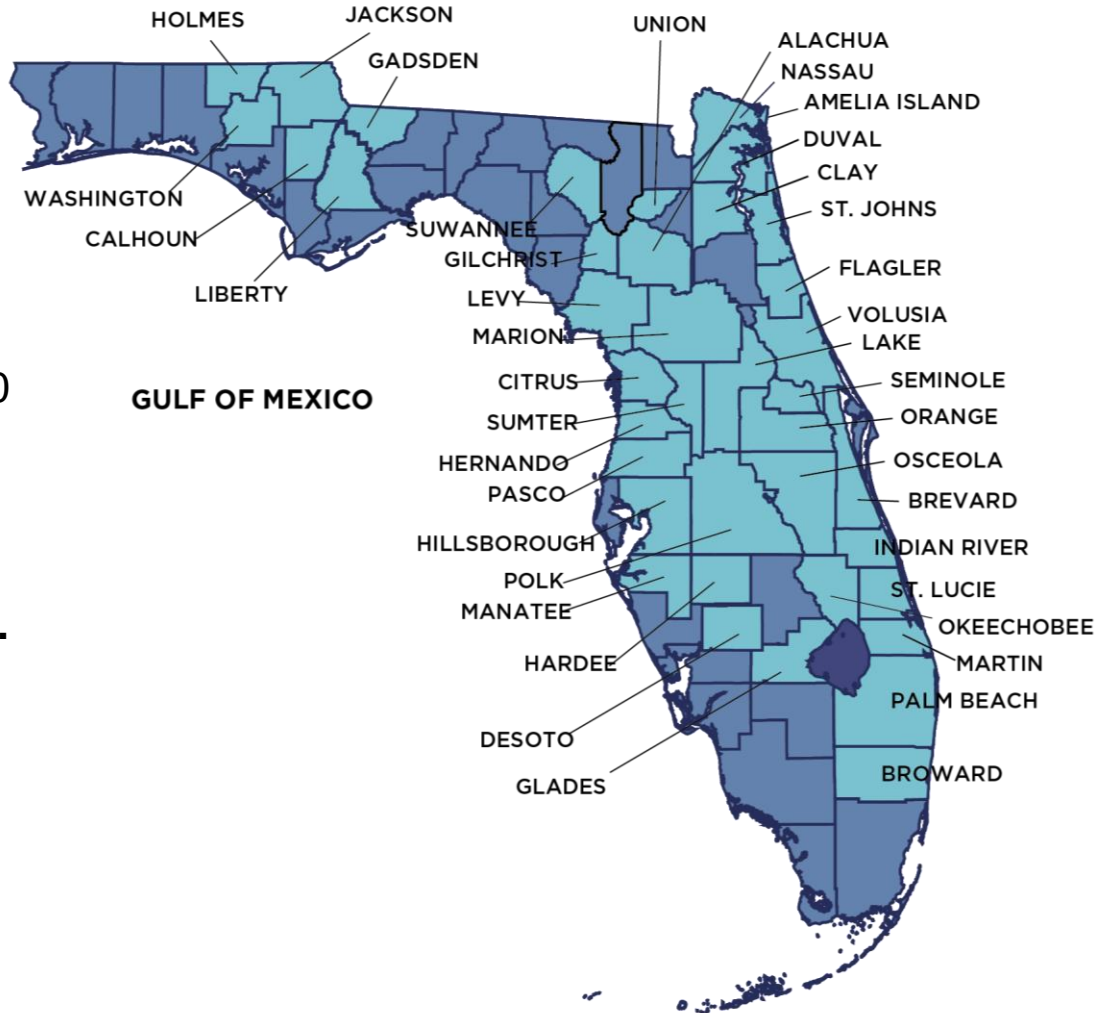
- **Eastern Shore Natural Gas Company (“ESNG”)** owns and operates a 437-mile interstate pipeline that transports natural gas from various points in Pennsylvania to customers in Delaware, Maryland and Pennsylvania.
- Recent extensions through Cecil County, Maryland, and through southeastern Sussex County, Delaware, and into Worcester County, Maryland, are providing opportunities for conversions.



Regulated Energy - Florida



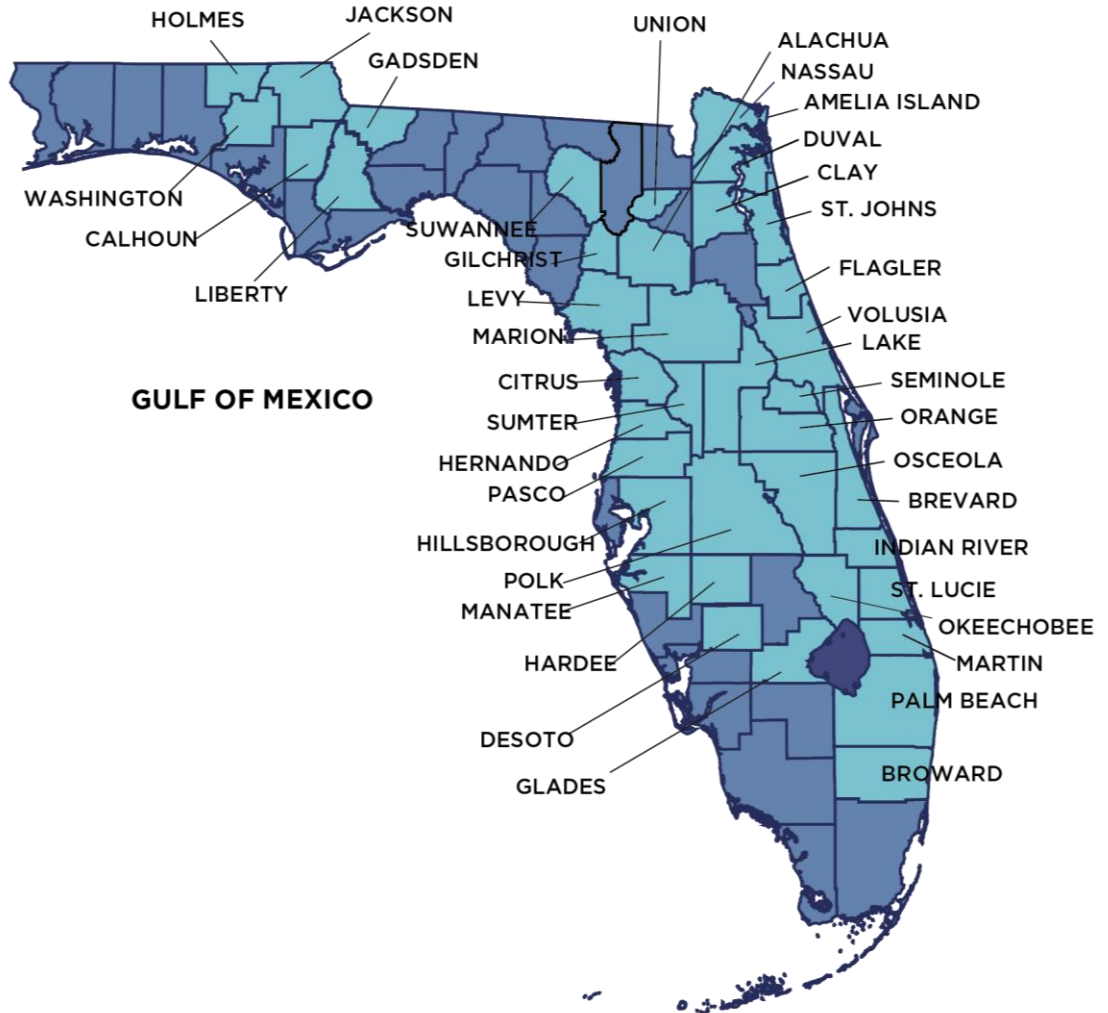
- **Florida Public Utilities** distributes natural gas to approximately 71,000 residential and commercial customers and electricity to 31,000 customers across Florida.
- **Peninsula Pipeline Company, Inc.** provides natural gas transportation services in Florida.



Unregulated Energy - Florida



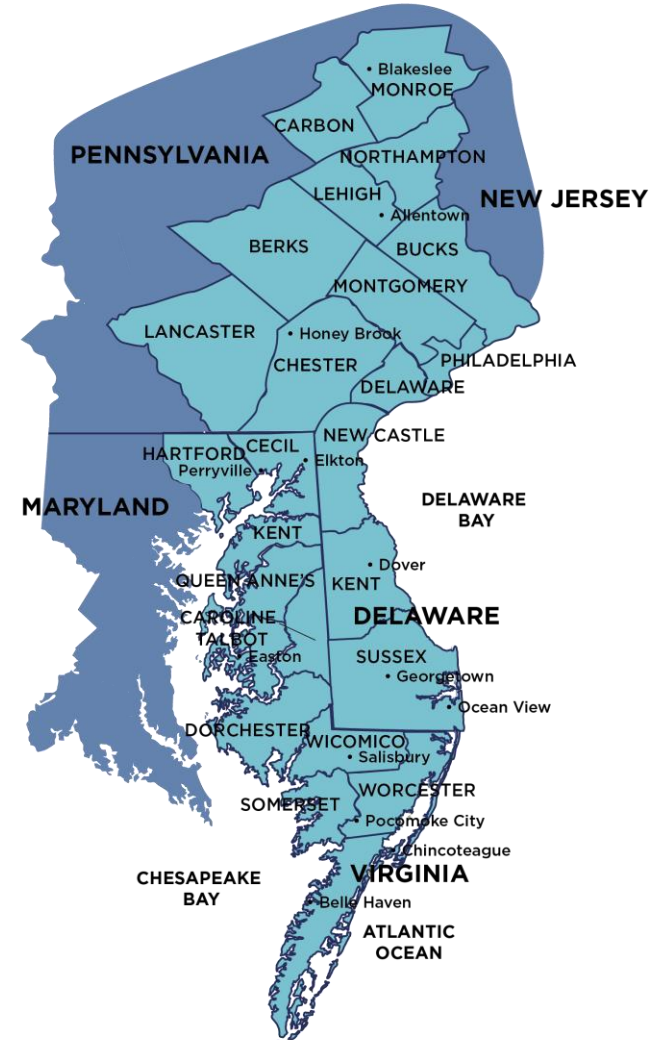
- **Florida Public Utilities'** propane distribution subsidiary provides service to approximately 16,000 customers in various areas of Florida.
- We purchased the Glades Gas Company operating assets in February of 2013, adding 3,000 customers in South Florida.



Unregulated Energy – Sharp Energy



- **Sharp Energy** distributes propane to 36,000 customers in Delaware, the eastern shore of Maryland and Virginia, and Pennsylvania.
- Our propane operations have grown organically through our Community Gas Systems (“CGS”) strategy, and our recent expansions of service into Cecil County, Maryland and eleven counties in Pennsylvania.
- In 2013, we also began providing heating, ventilation and air conditioning, plumbing and electrical services.



Unregulated Energy



- **Xeron Inc.**, our propane wholesale marketing subsidiary based in Houston, Texas; markets propane to major independent oil and petrochemical companies, wholesale resellers and retail propane companies located primarily in the southeastern United States.



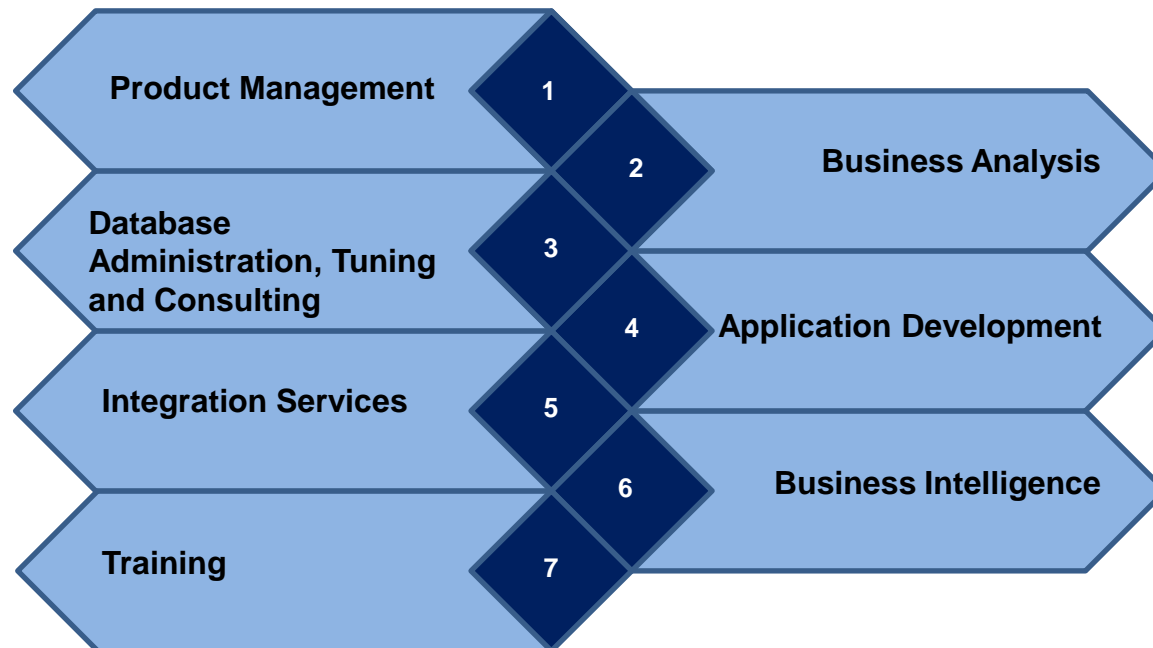
- **Peninsula Energy Services Company, Inc. (PESCO)** provides natural gas supply and supply management services to 3,100 customers in Florida and 27 customers on the Delmarva Peninsula.

Other



BRAVEPOINT

- **BravePoint,® Inc.**, provides information technology services and solutions for both enterprise and e-business applications.



Regulatory Information



CHESAPEAKE
UTILITIES CORPORATION



Regulatory Snapshot



	Chesapeake - Delaware Division	Chesapeake - Florida Division	FPU Natural Gas	FPU Electric ⁽⁴⁾	Chesapeake - Maryland Division	Eastern Shore
Commission Structure:	5 commissioners	5 commissioners	5 commissioners	5 commissioners	5 commissioners	5 commissioners
	Part-Time	Full-Time	Full-Time	Full-Time	Full-Time	Full-Time
	Gubernatorial Appointment	Gubernatorial Appointment	Gubernatorial Appointment	Gubernatorial Appointment	Gubernatorial Appointment	Presidential Appointment
Regulatory Jurisdiction:	Delaware PSC	Florida PSC	Florida PSC	Florida PSC	Maryland PSC	FERC
Base Rate Proceeding:						
Delay in collection of rates subsequent to filing application	60 days	90 days	90 days	90 days	180 days	Up to 180 days
Date of most recent application	7/6/2007	7/14/2009	12/17/2008	5/31/2006	5/1/2006	12/30/2010
Effective date of permanent rates	9/30/2008	1/14/2010	1/14/2010 ⁽¹⁾	5/22/2008	12/1/2007	7/29/2011
Rate increase approved	\$325,000	\$2,536,300	\$7,969,000	\$3,856,900	\$648,000	\$805,000
Rate of return approved	10.25% ⁽²⁾	10.80% ⁽²⁾	10.85% ⁽²⁾	11.00% ⁽²⁾	10.75% ⁽²⁾	13.90% ⁽³⁾

⁽¹⁾ Effective date of the Order approving settlement agreement, which adjusted rates originally approved on June 4, 2009.

⁽²⁾ Allowed return on equity.

⁽³⁾ Allowed pre-tax, pre-interest rate of return.

⁽⁴⁾ On April 28, 2014, FPU filed a base rate case for its electric distribution operation. FPU is seeking interim rate relief of approximately \$2.4 million and final rate relief of approximately \$5.9 million.

Key Regulatory Initiatives and Benefits



Initiatives	Approval/Filing Date	Benefit
Delaware		
Natural gas expansion service offerings to increase availability of natural gas within its Delaware service territory	Approved: Nov. 2013	Monthly fixed charge to customers in order to provide natural gas service to these customers economically Optional service offerings to assist customers with conversions
Maryland		
Sandpiper Depreciation Study	Filed: Mar. 2014	Sandpiper is seeking to establish a regulatory asset for accelerated depreciation recorded by the previous owners
Eastern Shore Gas ("ESG") Acquisition (new subsidiary - Sandpiper Energy, Inc.)	Approved: May 2013	Acquire the operating assets and 11,000 propane customers of ESG Natural gas service offerings to facilitate conversions of the ESG customers where economically feasible Provide a blended rate to both propane customers and natural gas customers during the time period in which the system begins to be converted to natural gas Recovery of conversion costs associated with fuel piping and appliances within the home
Weather Normalization (Maryland division)	Approved: 2006	Rates are adjusted quarterly for residential and small commercial heating customers to reflect the annual average revenue requirement per customer Stabilizes the impact of variances in consumption due to weather or other factors Provides revenue stability for the Company

Key Regulatory Initiatives and Benefits



Initiatives	Approval Date	Benefit
Florida		
Electric Base Rate Proceeding	Ongoing 2014	Provides for base rate relief in electric operations to recover capital improvements and cost increases since the last base rate proceeding. The rate case was filed April 28, 2014 with completion of the hearing process expected before the calendar year end.
Natural Gas Depreciation Study	Ongoing 2014	Provides for possible consolidation of natural gas depreciation rates in Florida beginning in 2014. Hearing date has not been determined at this time.
Indiantown Acquisition Adjustment	Approved: Dec. 17, 2013	Allows for recovery of premium paid for Indiantown acquisition.
Ft. Meade Tariff	Approved: Dec. 3, 2013	Regulated tariff to operate the natural gas system purchased from City of Ft. Meade.
City of Marianna Litigation Costs	Approved: April 2013	Recovery of legal expenses incurred to defend franchise and oppose referendum to be offset against the refund received on FPU's power purchase costs from its electrical supplier.
Chesapeake acquisition adjustment of FPU	Approved: January 2012	Recovery of \$34 million as an acquisition adjustment and \$2 million in merger related costs.

Key Regulatory Initiatives and Benefits



Initiatives	Approval Date	Benefit
ESNG		
TETLP Expansion Project (Texas Eastern Transmission LP)	Approved: April 2014	Increase capacity at our TETLP interconnect to receive additional natural gas of 57,000 Dts/d to provide additional short-term transportation service to an existing industrial customer.
Construct a six mile lateral off of ESNG's main line (White Oak Lateral Project)	Approved: Nov. 2013	Project is designed to provide 55,200 Dts/d of firm transportation service for an electric power generation customer's combined-cycle power plant, currently under construction (ESNG capital investment \$11.2 million). The expected in-service date is January 2015.
Construct facilities to deliver additional firm services (Greenspring Expansion Project)	Approved: March 2013	Incremental transportation service of 15,040 Dts/d to an existing electric power generation customer and two ESNG customers (ESNG capital investment \$16 million).
Install an additional gas fired compressor unit and associated facilities at its Daleville Compressor Station located in Chester County, PA	Approved: March 2013	New compressor provides 17,500 Dts/d of additional firm transportation service to two other ESNG customers (ESNG capital investment \$12 million).

THANK YOU!

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