

Second Quarter 2022



Earnings Conference Call

August 4, 2022

Today's Presenters



Jeff Householder
President, Chief Executive Officer



Beth Cooper
Executive Vice President,
Chief Financial Officer,
Treasurer and Assistant
Corporate Secretary



Jim Moriarty
Executive Vice President,
General Counsel, Corporate Secretary
and Chief Policy and Risk Officer



Alex Whitelam
Head of Investor Relations



Forward Looking Statements and Other Statements

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. You should refer to the additional information contained in Chesapeake Utilities' Annual Report on Form 10-K for the year ended December 31, 2021 filed with the SEC and other subsequent SEC filings concerning factors that could cause those results to be different than contemplated in today's discussion.

Non-GAAP Financial Information

This presentation includes non-GAAP financial measures including Adjusted Gross Margin. A "non-GAAP financial measure" is generally defined as a numerical measure of a company's historical or future performance that includes or excludes amounts, or that is subject to adjustments, so as to be different from the most directly comparable measure calculated or presented in accordance with GAAP. Our management believes certain non-GAAP financial measures, when considered together with GAAP financial measures, provide information that is useful to investors in understanding period-over-period operating results separate and apart from items that may, or could, have a disproportionately positive or negative impact on results in any particular period. A reconciliation of GAAP to non-GAAP financial measures is included in the appendix of this presentation.

The Company calculates Adjusted Gross Margin by deducting the purchased cost of natural gas, propane and electricity and the cost of labor spent on direct revenue-producing activities from operating revenues. The costs included in Adjusted Gross Margin exclude depreciation and amortization and certain costs presented in operations and maintenance expenses in accordance with regulatory requirements. Adjusted Gross Margin should not be considered an alternative to Gross Margin under US GAAP which is defined as the excess of sales over cost of goods sold. The Company believes that Adjusted Gross Margin, although a non-GAAP measure, is useful and meaningful to investors as a basis for making investment decisions. It provides investors with information that demonstrates the profitability achieved by the Company under the Company's allowed rates for regulated energy operations and under the Company's competitive pricing structures for unregulated energy operations. The Company's management uses Adjusted Gross Margin as one of the financial measures in assessing a business unit's performance. Other companies may calculate Adjusted Gross Margin in a different manner.

New Board Directors



Stephanie N. Gary
Vice President of Finance
TidalHealth








Sheree M. Petrone
Fmr. Executive Vice President,
Head of Retail Electricity
Dynergy, Inc.

Financial Highlights



- Increased Diluted EPS by **\$0.29** and **\$0.18** compared to the 2021 year-to-date and quarterly periods, respectively
- Continued real estate rationalization, which resulted in a one-time **\$1.9 million** or **\$0.08** EPS gain in the quarter
- Drove **\$8.0 million** in adjusted gross margin growth, driven largely by the Diversified Energy acquisition, natural gas transmission expansions and organic growth
- Adjusted **2022 capital expenditure** guidance given ongoing short-term supply and regulatory constraints
- Continued **above national average customer growth** across natural gas distribution service territories
- Surpassed **100,000** natural gas distribution customers on Delmarva Peninsula

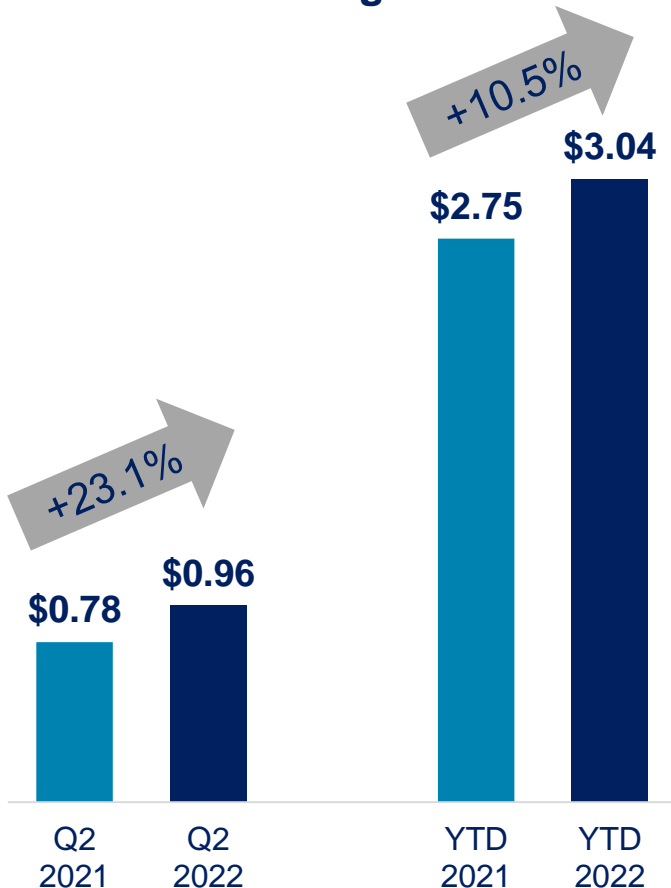
Growth Platform Focus

 Organic Growth:	<ul style="list-style-type: none">• 5.7% residential customer growth on Delmarva• 4.1% residential customer growth in Florida• \$1.9 million gain from real estate rationalization
 Gas Transmission:	<ul style="list-style-type: none">• Continuing with Beachside, Winter Haven and Southern expansion projects• Margin from Escambia Meter Station acquisition• St. Cloud / Twin Lakes Project petition filed
 Propane Distribution:	<ul style="list-style-type: none">• Diversified Energy contributed approximately \$1.5 million in adjusted gross margin• Acquired Davenport Energy's Siler City propane division• Drove \$1.1 million in greater adjusted gross margin
 Marlin Gas Services:	<ul style="list-style-type: none">• \$0.5 million in increased demand for CNG services
 Sustainable Investments:	<ul style="list-style-type: none">• Pursuing several RNG investments along the East Coast

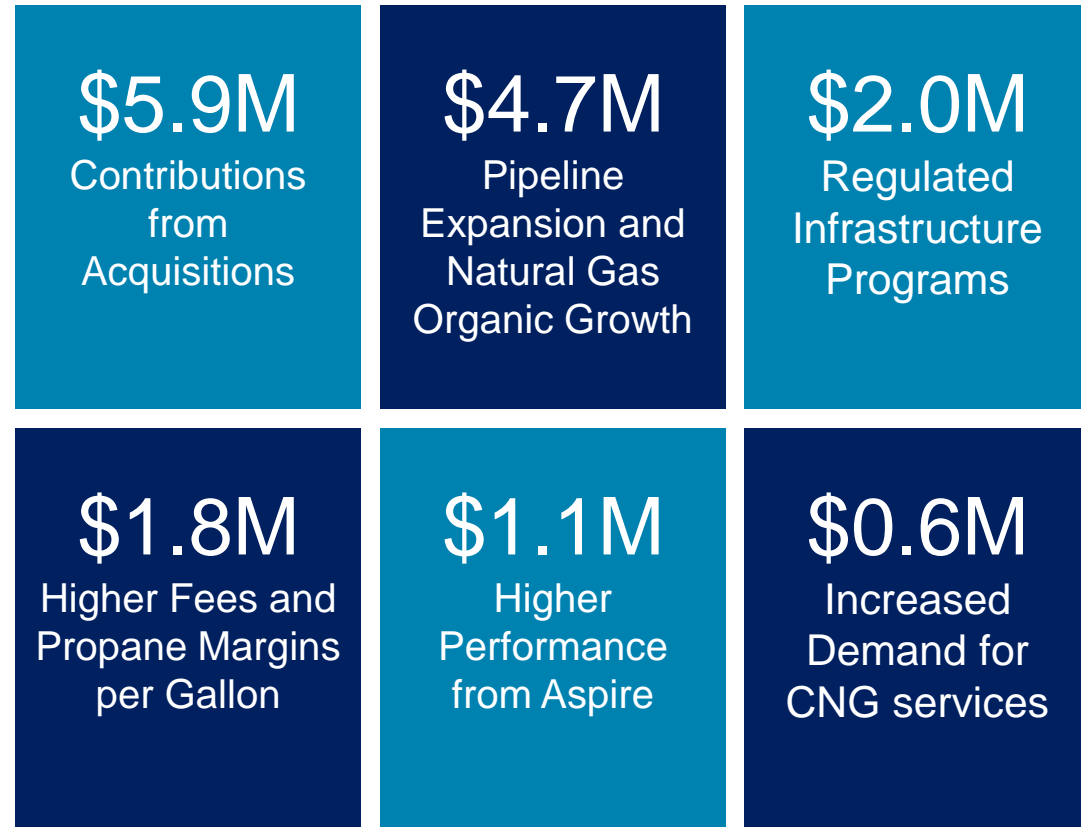
Second Quarter 2022 Financial Performance

Solid Growth Despite Inflationary Pressures

Diluted Earnings Per Share



Key Drivers of Year-to-Date Earnings Performance



Second Quarter 2022 Financial Summary

Consolidated

(in thousands except per share data)

Total Adjusted Gross Margin¹

Operating Income

Other Income, Net

Interest Charges

Pre-tax Income

Income Taxes

Net Income

Diluted EPS

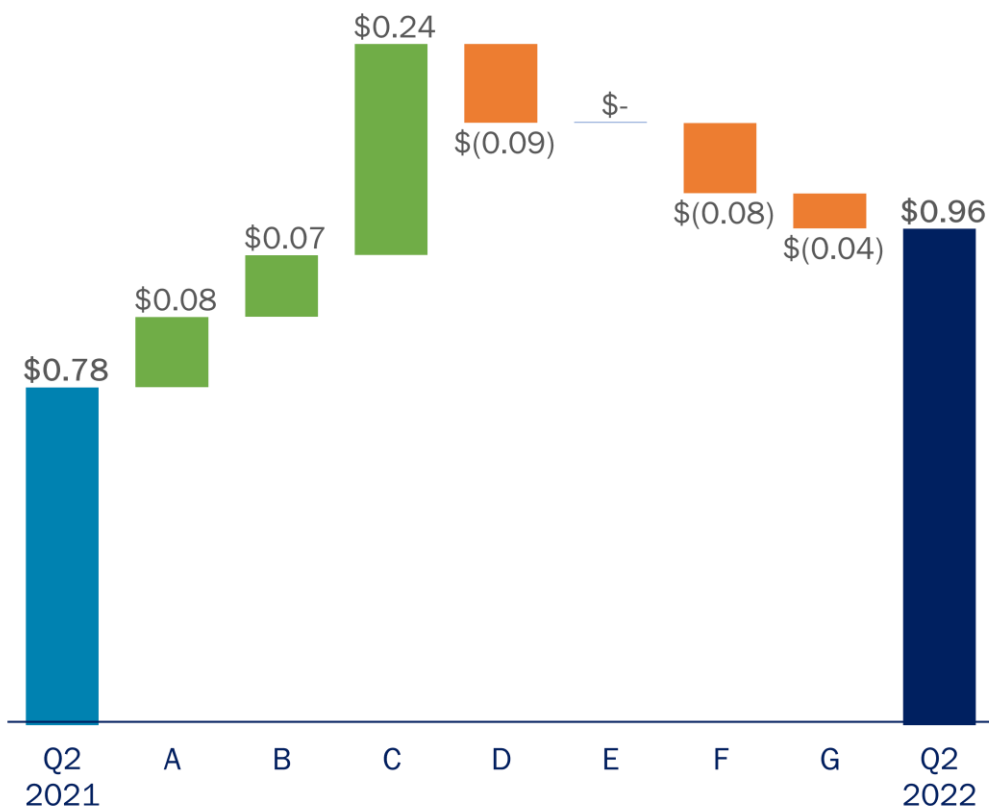
	Second Quarter		Change		Year to Date		Change	
	2022	2021	\$	%	2022	2021	\$	%
Total Adjusted Gross Margin¹	\$ 92,354	\$ 84,381	\$ 7,973	9.4%	\$218,053	\$201,271	\$ 16,782	8.3%
Operating Income	\$ 26,469	\$ 22,578	\$ 3,891	17.2%	\$ 81,334	\$ 74,175	\$ 7,159	9.7%
Other Income, Net	2,584	1,453	1,131	77.8%	3,498	1,828	1,670	91.4%
Interest Charges	5,825	5,054	771	15.3%	11,164	10,159	1,005	9.9%
Pre-tax Income	23,228	18,977	4,251	22.4%	73,668	65,844	7,824	11.9%
Income Taxes	6,177	5,164	1,013	19.6%	19,683	17,565	2,118	12.1%
Net Income	\$ 17,051	\$ 13,813	\$ 3,238	23.4%	\$ 53,985	\$ 48,279	\$ 5,706	11.8%
Diluted EPS	\$ 0.96	\$ 0.78	\$ 0.18	23.1%	\$ 3.04	\$ 2.75	\$ 0.29	10.5%

Adjusted gross margin and earnings growth above expectations, despite supply chain and inflationary challenges that are expected to worsen in the short term

Key Drivers of Our Performance

Quarter Ended June 30, 2022

Diluted Earnings Per Share

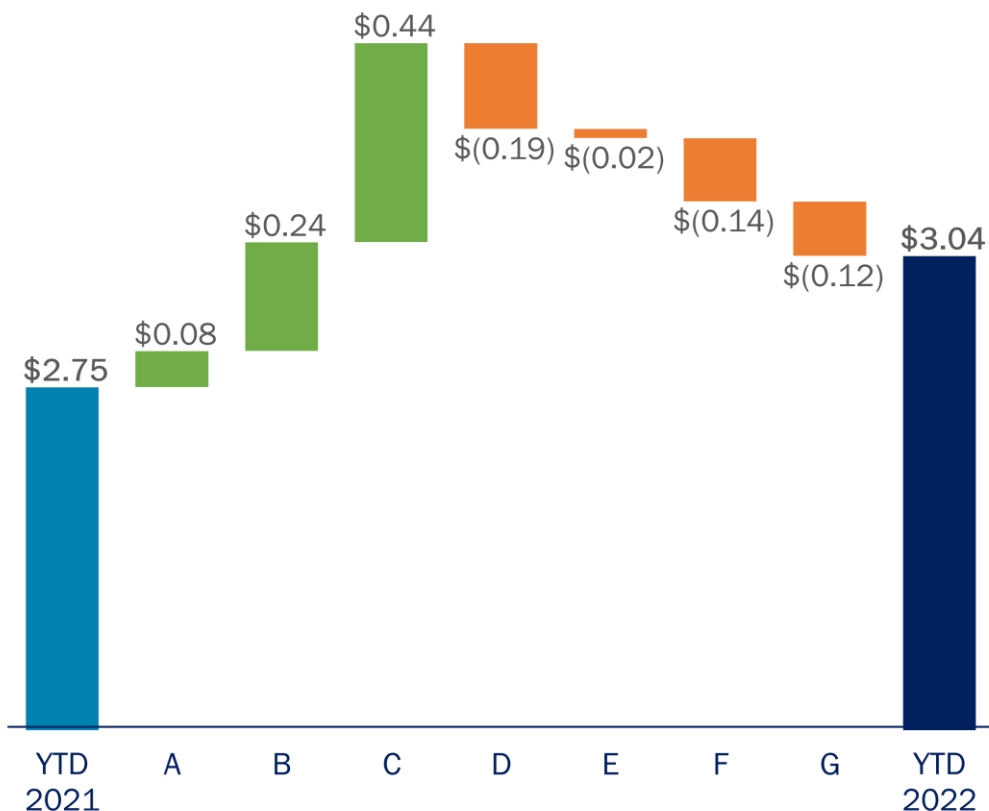


Q2 2021 Diluted Earnings Per Share		\$0.78
A	Gain from sale of assets	\$0.08
B	Contributions from recent acquisitions	\$0.07
C	Core business growth	\$0.24
D	Operating expenses tied to recent acquisitions	-\$0.09
E	Operating expenses tied to core business growth	\$0.00
F	Depreciation, amortization and property tax costs due to new capital investments	-\$0.08
G	Interest and other expenses	-\$0.04
Q2 2022 Diluted Earnings Per Share		\$0.96

Key Drivers of Our Performance

Year-to-date Ended June 30, 2022

Diluted Earnings Per Share



YTD 2021 Diluted Earnings Per Share		\$2.75
A	Gain from sale of assets	\$0.08
B	Contributions from recent acquisitions	\$0.24
C	Core business growth	\$0.44
D	Operating expenses tied to recent acquisitions	-\$0.19
E	Operating expenses tied to core business growth	-\$0.02
F	Depreciation, amortization and property tax costs due to new capital investments	-\$0.14
G	Interest and other expenses	-\$0.12
YTD 2022 Diluted Earnings Per Share		\$3.04

Regulated Energy Segment Financial Summary

Chesapeake Utilities' Regulated Energy Segment Drives Sustained Growth

Regulated Energy Segment

(in thousands except per share data)

Adjusted Gross Margin¹

Dep., amort. & property taxes

Other operating income

Operating income

	Second Quarter		Change		Year to Date		Change	
	2022	2021	\$	%	2022	2021	\$	%
Adjusted Gross Margin¹	\$ 70,620	\$ 66,463	\$ 4,157	6.3%	\$153,068	\$144,616	\$ 8,452	5.8%
Dep., amort. & property taxes	\$ 18,380	\$ 16,651	\$ 1,729	10.4%	\$ 36,631	\$ 33,577	\$ 3,054	9.1%
Other operating income	26,399	27,052	(653)	-2.4%	55,898	55,573	325	0.6%
Operating income	\$ 25,841	\$ 22,760	\$ 3,081	13.5%	\$ 60,539	\$ 55,466	\$ 5,073	9.1%



Year-to-Date 2022 Highlights

- Operating income up **9.1%** driven by:
 - Pipeline expansions by ESNG, Peninsula Pipeline and Aspire Energy Express
 - Organic growth in natural gas distribution operations
 - Incremental contributions from regulated infrastructure programs
 - Increased customer consumption
 - Contributions from the Escambia Meter Station acquisition

Unregulated Energy Segment

Financial Summary

Chesapeake Utilities' Driving Higher Returns With Complementary Unregulated Energy Segment

Unregulated Energy Segment

(in thousands except per share data)

Adjusted Gross Margin¹

Dep., amort. & property taxes

Other operating income

Operating income

	Second Quarter		Change		Year to Date		Change	
	2022	2021	\$	%	2022	2021	\$	%
Adjusted Gross Margin¹	\$ 21,762	\$ 17,952	\$ 3,810	21.2%	\$ 65,046	\$ 56,728	\$ 8,318	14.7%
Dep., amort. & property taxes	\$ 4,466	\$ 3,862	\$ 604	15.6%	\$ 8,762	\$ 7,631	\$ 1,131	14.8%
Other operating income	16,736	14,555	2,181	15.0%	35,671	30,522	5,149	16.9%
Operating income	\$ 560	\$ (465)	\$ 1,025	NMF	\$ 20,613	\$ 18,575	\$ 2,038	11.0%



Year-to-date 2022 Highlights

- Operating income up **11.0%** driven by:
 - Contributions from the acquisition of Diversified Energy
 - Increased margins from propane
 - Increased demand for CNG from Marlin Gas Services
 - Margin improvement for Aspire Energy

Capital Structure Overview

Strong Balance Sheet to Support Growth

	6/30/2022	12/31/2021
Stockholders' equity	\$ 815,701	\$ 774,130
Long-term debt, net of current maturities	585,805	549,903
Total permanent capitalization	\$ 1,401,506	\$ 1,324,033
Current portion of long-term debt	21,472	17,962
Short-term debt	137,024	221,634
Total capitalization and short-term financing	\$ 1,560,002	\$ 1,563,629
Equity to Permanent Capital	58.2%	58.5%
Equity to Total Capitalization	52.3%	49.5%
New Long-Term Debt Issuance	\$ 50,000	\$ 59,590
Net New Equity Issuance	\$ 5,743	\$ 22,774

Long-Term Debt

Avg. Interest Rate: 3.38%
\$50M: 2.95% issued in
March 2022

While competitively priced,
new long-term debt will increase
interest expense ~\$1M

Short-Term Debt

\$400 Million Facility
\$200M: LIBOR + 0.70%
\$200M: LIBOR + 0.95%

In the process of updating facilities
from LIBOR to SOFR

LT debt includes \$9M of
sustainability linked financing

Stockholders' Equity increased \$41.6 million since the end of 2021 primarily driven by:

- Strong Net Income performance of \$54.0 million
- Dividend Reinvestment and Stock Compensation Plans increases of \$5.7 million
- Continued Dividend payments of \$18.2 million
- Other Comprehensive Income was \$0.1 million

Major Projects and Initiatives

Key Projects Driving Adjusted Gross Margin

Project/Initiative <i>in thousands</i>	Adjusted Gross Margin						
	Three Months Ended June 30,		Six Months Ended June 30,		Year Ended December 31,	Estimate for Fiscal	
	2022	2021	2022	2021	2021	2022	2023
Pipeline Expansions:							
Western Palm Beach County, Florida Expansion ¹	\$ 1,307	\$ 1,172	\$ 2,615	\$ 2,340	\$ 4,729	\$ 5,227	\$ 5,227
Del-Mar Energy Pathway ^{1,2}	1,728	921	3,450	1,805	4,584	6,980	6,980
Guernsey Power Station	368	47	631	94	187	1,380	1,486
Southern Expansion	—	—	—	—	—	—	586
Winter Haven Expansion	28	—	61	—	—	401	976
Beachside Pipeline Extension	—	—	—	—	—	—	1,825
North Ocean City Connector	—	—	—	—	—	—	400
St. Cloud / Twin Lakes Expansion	—	—	—	—	—	—	584
Total Pipeline Expansions	3,431	2,140	6,757	4,239	9,500	13,988	18,064
CNG/RNG/LNG Transportation and Infrastructure	2,427	1,708	4,660	3,785	7,566	9,500	10,500
Acquisitions:							
Propane Acquisitions	1,491	—	5,466	—	603	11,300	12,000
Escambia Meter Station	249	83	499	83	583	1,000	1,000
Total Acquisitions	1,740	83	5,965	83	1,186	12,300	13,000
Regulatory Initiatives:							
Florida GRIP	4,950	4,181	9,802	8,236	16,995	18,797	19,475
Capital Cost Surcharge Programs	497	120	1,014	257	1,199	2,018	1,936
Elkton Gas STRIDE Plan	66	—	140	—	26	241	354
Florida Rate Case Proceeding ³	—	—	—	—	—	TBD	TBD
Total Regulatory Initiatives	5,513	4,301	10,956	8,493	18,220	21,056	21,765
Total	\$ 13,111	\$ 8,232	\$ 28,338	\$ 16,600	\$ 36,472	\$ 56,844	\$ 63,329

¹ Includes adjusted gross margin generated from interim services

² Includes adjusted gross margin from natural gas distribution services.

³ Subject to approval from the Florida PSC.

Key Expansion Projects

Pipeline Growth Contribution

Project	Capital Investment	Fully In Service	Annual Adjusted Gross Margin Estimate
Del-Mar Energy Pathway*	\$60.1 million	Q4 2021	\$7.0 million
West Palm Beach County*	\$28.9 million	Q4 2021	\$5.2 million
Guernsey Power Station	\$6.5 million	Q4 2021	\$1.5 million
Winter Haven Expansion	\$3.5 million	Q3 2022	\$1.0 million
North Ocean City Connector	\$6.3 million	Q4 2022	\$0.4 million
St. Cloud / Twin Lakes Expansion	\$3.5 million	Q1 2023	\$0.6 million
Beachside Pipeline Extension	\$16.7 million	Q2 2023	\$2.5 million
Southern Expansion	\$14.0 million	Q4 2023	\$2.3 million

Total investments of \$139.5 million generate incremental adjusted gross margin of \$20.5 million once fully in service in 2024

Regulatory Initiatives

Florida Natural Gas Base Rate Proceeding

- Florida natural gas distribution businesses jointly filed a consolidated natural gas base rate proceeding on May 24, 2022
- The Company is seeking approval for approximately \$24.1 million in permanent relief
- \$7.7 million (annualized) in interim rates have been approved for meter readings in September 2022
- Hearing is scheduled for October 2022

Storm Protection Plan

- In 2020, the Florida PSC implemented rules that allow electric utilities to recover costs associated with the investments that protect a system in the event of a storm and prevent loss of service. Plan updates are required every 3 years.
- FPU's electric utility filed its Storm Protection Plan in April 2022, with hearings scheduled for August 2022
- FPU also filed its Storm Protection Plan Cost Recovery mechanism in May 2022, with hearings scheduled for November 2022

Florida GRIP

- Natural gas pipe replacement program approved by the Florida PSC.
- Since inception in August 2012, invested \$198.7 million of capital expenditures to replace 351 miles of qualifying distribution mains, including \$9.2 million through the first six months of 2022.
- Annual adjusted gross margin of \$18.8 million in 2022.

Regulatory Initiatives (continued)

Elkton Gas STRIDE Plan

- Settlement reached with the Maryland PSC Staff and the Maryland Office of the Peoples Counsel.
- Aldyl-A pipeline replacement program which enables recovery of the capital investment in the form of a fixed charge rider through a proposed 5-year surcharge.
- Went into service in September 2021 and is expected to generate \$0.2 million of adjusted gross margin in 2022 and \$0.4 million annually thereafter.

Eastern Shore Capital Cost Surcharge Programs

- Eastern Shore recovery mechanism for capital costs associated with mandated highway and railroad relocation projects, along with PHMSA required safety upgrades that required the replacement of existing Eastern Shore facilities.
- Expect the program will generate adjusted gross margin of approximately \$2.0 million in 2022 and \$1.9 million in 2023.

Corporate Culture

Internal Employee Resource Groups



Recent Awards and Recognitions



Named Top Work Place
in US for 2022,
Top Work Place in Delaware for 10
Years in a Row



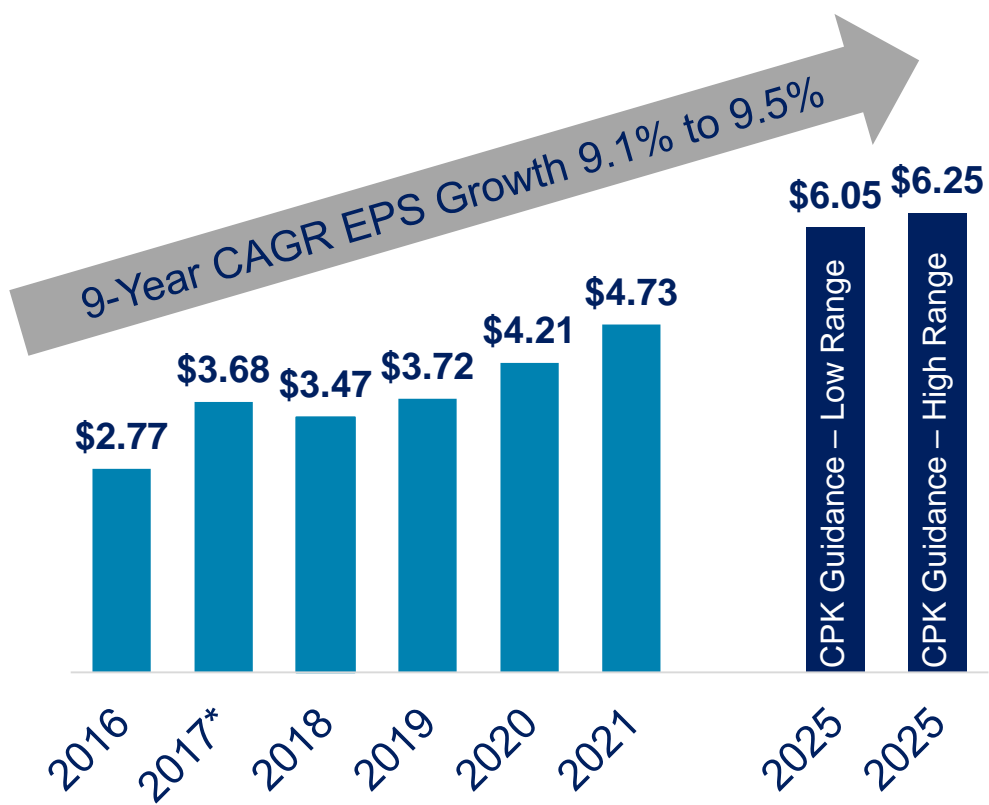
Best Corporate Governance
in the U.S. for 2022
World News Media Ltd.'s
World Finance Magazine



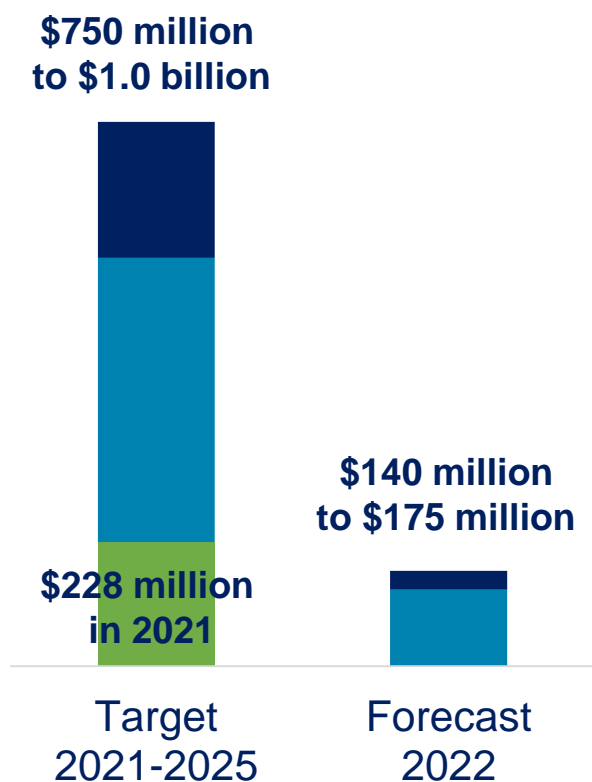
Aspire Energy and
Eastern Shore Natural Gas
recognized by AGA
as top safety performers

Guidance Update

Diluted Earnings Per Share from Continuing Operations Guidance through 2025



Capital Expenditures Guidance through 2025 and for 2022



Strategic capital investments continue to drive earnings growth.

Investment Proposition

Committed to Superior Performance

We seek to identify and develop opportunities to drive our future earnings growth and increase shareholder value.

- Capitalizing on new organic growth and continuing our Business Transformation initiatives
- Investing in pipeline systems that provide natural gas service to downstream customers
- Identifying propane opportunities to access new markets with significant growth potential
- Pursuing virtual pipeline opportunities utilizing Marlin's capabilities (CNG, LNG, RNG, etc.)
- Expanding our RNG footprint by using our energy delivery solutions and expertise throughout our service areas
- Investing in our diverse talented team
- Engaging with communities where we work and live
- Driving brand excellence through safety awards, top workplace, employee engagement and community service



Financial Objectives in Support of Increased Shareholder Value:

- Investing \$750 million to \$1 billion through 2025
- Targeting 2025 EPS \$6.05 to \$6.25
- Seeking 11.0% or higher consolidated return on equity
- Pursuing dividend growth supported by earnings growth
- Maintaining a strong balance sheet

Average Annualized Shareholder Return For Periods Ending June 30, 2022

1 Year	3 Year	5 Year	10 Year	20 Year
9%	15%	15%	19%	17%

Appendix



GAAP to Non-GAAP Reconciliation

Consolidated Results

Consolidated Results

(in thousands except per share data)

Operating Revenues

Cost of Sales:

Natural gas, propane and electric costs

Depreciation & amortization

Operations & maintenance expense¹

Gross Margin (GAAP)

Operations & maintenance expense¹

Depreciation & amortization

Adjusted Gross Margin (non-GAAP)

	Second Quarter		Change		Year-to-Date		Change	
	2022	2021	\$	%	2022	2021	\$	%
Operating Revenues	\$ 139,470	\$ 111,082	\$ 28,388	25.6%	\$ 362,350	\$ 302,268	\$ 60,082	19.9%
Cost of Sales:								
Natural gas, propane and electric costs	(47,116)	(26,701)	\$ (20,415)	76.5%	(144,297)	(100,997)	\$ (43,300)	42.9%
Depreciation & amortization	(17,216)	(15,298)	\$ (1,918)	12.5%	(34,193)	(30,662)	\$ (3,531)	11.5%
Operations & maintenance expense ¹	(15,544)	(14,060)	\$ (1,484)	10.6%	(31,185)	(28,413)	\$ (2,772)	9.8%
Gross Margin (GAAP)	59,594	55,023	\$ 4,571	8.3%	152,675	142,196	\$ 10,479	7.4%
Operations & maintenance expense ¹	15,544	14,060	1,484	10.6%	31,185	28,413	2,772	9.8%
Depreciation & amortization	17,216	15,298	1,918	12.5%	34,193	30,662	3,531	11.5%
Adjusted Gross Margin (non-GAAP)	\$ 92,354	\$ 84,381	\$ 7,973	9.4%	\$ 218,053	\$ 201,271	\$ 16,782	8.3%

¹ Operations & maintenance expenses within the Consolidated Statements of Income are presented in accordance with regulatory requirements and to provide comparability within the industry. Operations & maintenance expenses which are deemed to be directly attributable to revenue producing activities have been separately presented above in order to calculate Gross Margin as defined under US GAAP. See Chesapeake Utilities' Annual Report on Form 10-K for the year ended December 31, 2021 for additional details.

GAAP to Non-GAAP Reconciliation

Regulated Energy Segment

Regulated Energy Segment

(in thousands except per share data)

Operating Revenues

Cost of Sales:

Natural gas and electric costs

Depreciation & amortization

Operations & maintenance expense¹

Gross Margin (GAAP)

Operations & maintenance expense¹

Depreciation & amortization

Adjusted Gross Margin (non-GAAP)

	Second Quarter		Change		Year-to-Date		Change	
	2022	2021	\$	%	2022	2021	\$	%
Operating Revenues	\$ 92,193	\$ 80,910	\$ 11,283	13.9%	\$ 220,084	\$ 202,107	\$ 17,977	8.9%
Cost of Sales:								
Natural gas and electric costs	(21,573)	(14,447)	\$ (7,126)	49.3%	(67,016)	(57,491)	\$ (9,525)	16.6%
Depreciation & amortization	(13,140)	(11,830)	\$ (1,310)	11.1%	(26,225)	(23,860)	\$ (2,365)	9.9%
Operations & maintenance expense ¹	(8,324)	(8,320)	\$ (4)	0.0%	(16,485)	(16,585)	\$ 100	-0.6%
Gross Margin (GAAP)	49,156	46,313	\$ 2,843	6.1%	110,358	104,171	\$ 6,187	5.9%
Operations & maintenance expense ¹	8,324	8,320	4	0.0%	16,485	16,585	(100)	-0.6%
Depreciation & amortization	13,140	11,830	1,310	11.1%	26,225	23,860	2,365	9.9%
Adjusted Gross Margin (non-GAAP)	\$ 70,620	\$ 66,463	\$ 4,157	6.3%	\$ 153,068	\$ 144,616	\$ 8,452	5.8%

¹ Operations & maintenance expenses within the Consolidated Statements of Income are presented in accordance with regulatory requirements and to provide comparability within the industry. Operations & maintenance expenses which are deemed to be directly attributable to revenue producing activities have been separately presented above in order to calculate Gross Margin as defined under US GAAP. See Chesapeake Utilities' Annual Report on Form 10-K for the year ended December 31, 2021 for additional details.

GAAP to Non-GAAP Reconciliation

Unregulated Energy Segment

Unregulated Energy Segment

(in thousands except per share data)

Operating Revenues

Cost of Sales:

Natural gas and propane

Depreciation & amortization

Operations & maintenance expense¹

Gross Margin (GAAP)

Operations & maintenance expense¹

Depreciation & amortization

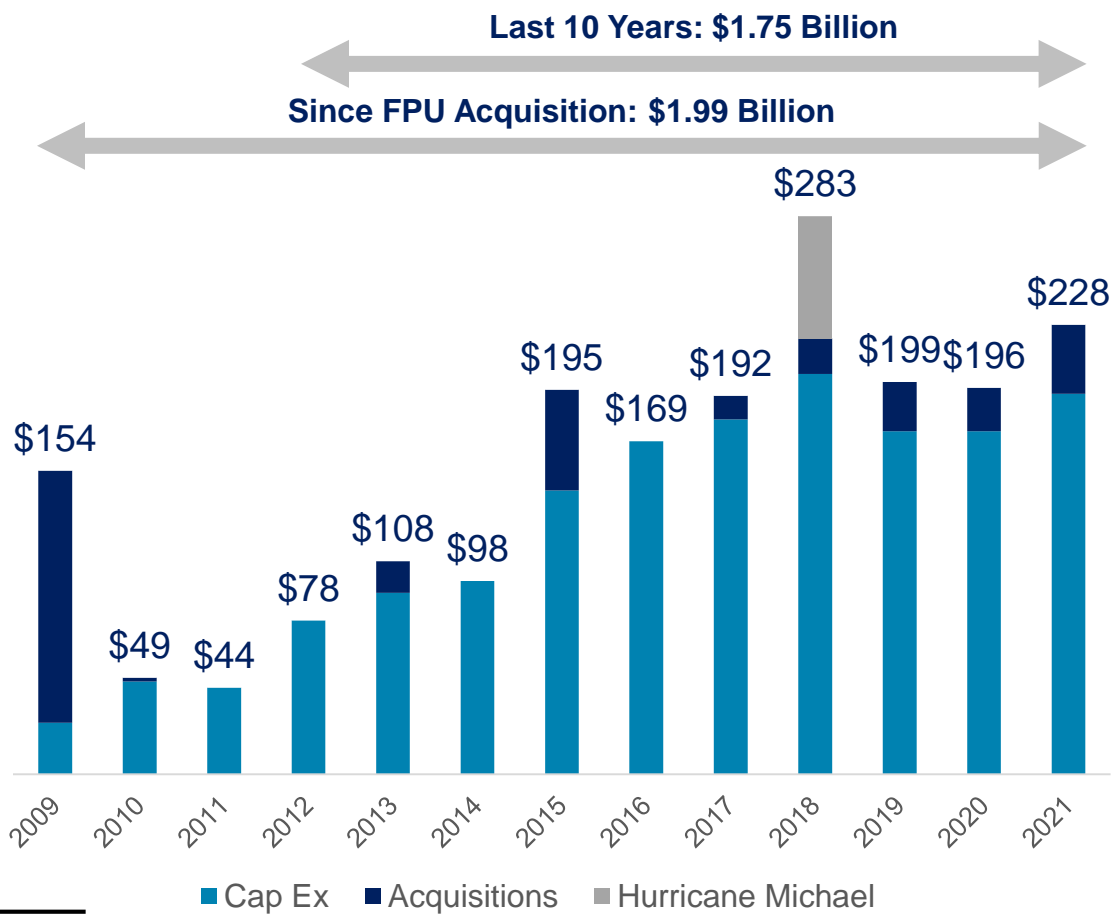
Adjusted Gross Margin (non-GAAP)

	Second Quarter		Change		Year-to-Date		Change	
	2022	2021	\$	%	2022	2021	\$	%
Operating Revenues	\$ 53,463	\$ 34,773	\$ 18,690	53.7%	\$ 154,754	\$ 109,532	\$ 45,222	41.3%
Cost of Sales:								
Natural gas and propane	(31,701)	(16,821)	\$ (14,880)	88.5%	(89,708)	(52,804)	\$ (36,904)	69.9%
Depreciation & amortization	(4,074)	(3,456)	\$ (618)	17.9%	(7,954)	(6,780)	\$ (1,174)	17.3%
Operations & maintenance expense ¹	(6,699)	(5,807)	\$ (892)	15.4%	(13,756)	(12,120)	\$ (1,636)	13.5%
Gross Margin (GAAP)	10,989	8,689	\$ 2,300	26.5%	43,336	37,828	\$ 5,508	14.6%
Operations & maintenance expense ¹	6,699	5,807	892	15.4%	13,756	12,120	1,636	13.5%
Depreciation & amortization	4,074	3,456	618	17.9%	7,954	6,780	1,174	17.3%
Adjusted Gross Margin (non-GAAP)	\$ 21,762	\$ 17,952	\$ 3,810	21.2%	\$ 65,046	\$ 56,728	\$ 8,318	14.7%

¹ Operations & maintenance expenses within the Consolidated Statements of Income are presented in accordance with regulatory requirements and to provide comparability within the industry. Operations & maintenance expenses which are deemed to be directly attributable to revenue producing activities have been separately presented above in order to calculate Gross Margin as defined under US GAAP. See Chesapeake Utilities' Annual Report on Form 10-K for the year ended December 31, 2021 for additional details.

Capital Investment Has Driven Our Earnings Growth

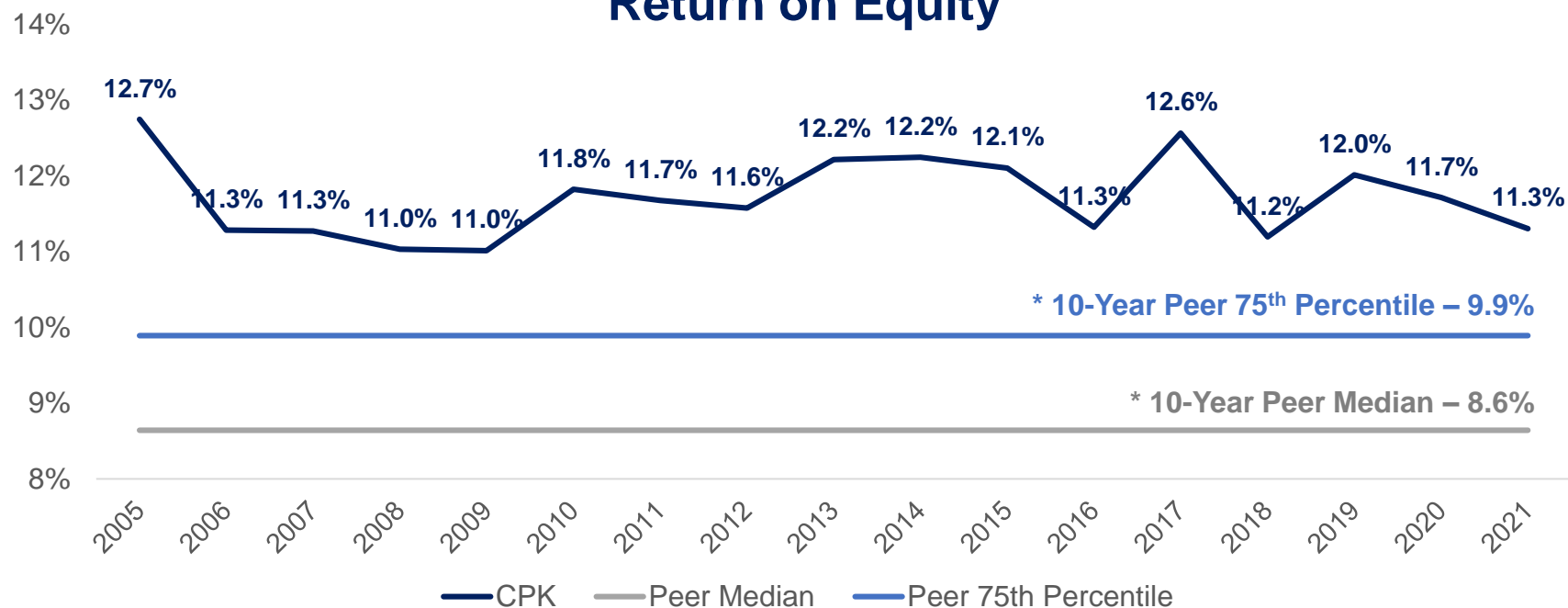
Historical Capital Expenditures and Acquisitions



Solid Track Record of Return on Equity

Consistently exceeding peer median and 75th percentile

Return on Equity



17 years with 11%+ Return on Equity

Mission, Vision and Values

OUR **Mission**

We deliver energy that makes life better for the people and communities we serve.

OUR **Vision**

We will be a leader in delivering energy that contributes to a sustainable future.

OUR **Values**

Care

We put people first.

Keep them safe. Build trusting relationships. Foster a culture of equity, diversity and inclusion. Make a meaningful difference everywhere we live and work.

Integrity

We tell the truth.

Ensure moral and ethical principles drive our decision-making. Do the right thing even when no one is watching.

Excellence

We achieve great things together.

Hold each other accountable to do the work that makes us better, every day. Never give up.