

ORIGINAL

BEFORE THE FLORIDA PUBLIC SERVICE COMMISSION

In re: Natural Gas Conservation
Cost Recovery.

Docket No. 020004-LGU

COMMISSION
CLERK

MAY 15 PM 12:12
REC'D

CERTIFICATE OF SERVICE

I hereby certify that true and correct copies of the prefiled direct testimony of Amanda J. Price and Exhibit AJP-1 were furnished by hand-delivery to Marlene K. Stern, Esquire, Florida Public Service Commission, 2540 Shumard Oak Boulevard, Tallahassee, Florida 32399-0850, and by U.S. Mail to the following, on this 15th day of May, 2002:

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AUS _____
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05237 MAY 15 2002

FPCO-COMMISSION CLERK

1 BEFORE THE FLORIDA PUBLIC SERVICE COMMISSION

2 In Re: Conservation Cost Recovery Clause

3 DIRECT TESTIMONY OF AMANDA J. PRICE

4 On Behalf of

5 Chesapeake Utilities Corporation

6 DOCKET NO. 020004-GU

7 Q. Please state your name, business address, by whom you are employed, and in
8 what capacity.

9 A. My name is Amanda J. Price, and my business address is 1015 6th Street
10 N.W., Winter Haven, Florida, 33881. I am employed by Chesapeake Utilities
11 Corporation ("Chesapeake") as Division Accountant.

12 Q. Are you familiar with the energy conservation programs of Chesapeake and
13 the revenues and costs that are associated with these programs?

14 A. Yes.

15 Q. What is the purpose of your testimony in this docket?

16 A. The purpose of my testimony is to present data and summaries concerning the
17 planned and actual accomplishments of Chesapeake's energy conservation
18 programs during the period January 2001 through December 2001. Data
19 related to calculation of the true-up for this period is also included.

20 Q. Have you prepared summaries of Chesapeake's conservation programs and
21 the costs associated with them?

22 A. Yes. Summaries of the seven programs in connection with which Chesapeake
23 incurred recoverable costs during the period January 2001 through December

DOCUMENT NUMBER - DATE

05237 MAY 15 2001

FPSC-COMMISSION CLERK

1 2001 are contained in Schedule CT-6 of Exhibit AJP-1. Included are our
2 Residential Home Builders Programs, Residential Appliance Replacement
3 Program, Residential Water Heater Retention Program, Residential Space
4 Conditioning Program, Gas Space Conditioning Program, Propane
5 Distribution Program and our Conservation Education Program.

6 Q. Have you prepared schedules which show the expenditures associated with
7 Chesapeake's energy conservation programs for the periods you have
8 mentioned?

9 A. Yes. Schedule CT-2 page 1, Exhibit AJP-1 shows actual expenses
10 for the period, and also shows a comparison of the actual program costs and
11 true-up with the estimated costs and true-up submitted at the November 2001
12 hearing in this docket.

13 Q. What was the total cost incurred by Chesapeake in connection with the seven
14 programs during the twelve months ending December 2001?

15 A. As shown in Exhibit AJP-1, Schedule CT-2, page 2, total program costs were
16 \$581,444. This total is \$ 137,344 more than our projection of the program
17 costs for the twelve month period.

18 Q. Have you prepared, for the twelve month period involved, a schedule which
19 shows the variance of actual from projected costs by categories of expenses.

20 A. Yes. Schedule CT-2, page 3, of Exhibit AJP-1 shows these variances.

21 Q. What is Chesapeake's adjusted net true-up for the twelve months ended
22 December 2001?

1 A. As shown on Schedule CT-2, page 1, we originally estimated an
2 underrecovery, including interest, of \$79,433. This projected true-up amount
3 was based on conservation revenues of \$369,599 for the period January 2001
4 through December 2001. However, the approved energy conservation rates
5 for sales and transportation services during this period actually yielded
6 conservation revenues of \$340,729, or \$28,870 under projection. Expenses
7 for the period were \$137,344 more than projected. The total difference,
8 including interest, is \$167,349.

9 Q. Is this adjusted net true-up of \$167,349 an overrecovery or an underrecovery?

10 A. An underrecovery, as shown on Schedule CT-1 of Exhibit AJP-1.

11 Q. Does this conclude your testimony?

12 A. Yes, it does.

Docket No. 020004-GU

Exhibit _____ (AJP-1)

CHESAPEAKE UTILITIES CORPORATION
CONSERVATION COST RECOVERY TRUE-UP
January 1, 2001 through December 31, 2001

CONTENTS

Schedule CT-1

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SCHEDULE CT-1

COMPANY: Chesapeake Utilities Corporation
Docket No. 020004-GU
Exhibit AJP-1
Page 1 of 16

ADJUSTED NET TRUE-UP
FOR MONTH JANUARY 2001 THROUGH DECEMBER 2001

END OF PERIOD NET TRUE-UP

PRINCIPLE	240,715	
INTEREST	<u>6,067</u>	246,782

LESS PROJECTED TRUE-UP

PRINCIPLE	74,501	
INTEREST	<u>4,932</u>	<u>79,433</u>

ADJUSTED NET TRUE-UP		<u>167,349</u>
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() REFLECTS OVER-RECOVERY

ANALYSIS OF ENERGY CONSERVATION PROGRAM COSTS
ACTUAL VERSUS ESTIMATED

JANUARY 2001 THROUGH DECEMBER 2001

	<u>ACTUAL</u>	<u>PROJECTED*</u>	<u>DIFFERENCE</u>
CAPITAL INVESTMENT	0	0	0
PAYROLL & BENEFITS	187,770	79,435	108,335
MATERIALS & SUPPLIES	17,218	27,706	(10,488)
ADVERTISING	126,346	135,406	(9,060)
INCENTIVES	225,046	170,103	54,943
OUTSIDE SERVICES	25,063	19,383	5,680
VEHICLES	0	7,208	(7,208)
OTHER	<u>0</u>	<u>4,859</u>	<u>(4,859)</u>
SUB-TOTAL	581,444	444,100	137,344
PROGRAM REVENUES	<u>0</u>	<u>0</u>	<u>0</u>
TOTAL PROGRAM COSTS	581,444	444,100	137,344
LESS:			
PAYROLL ADJUSTMENTS	0	0	0
AMOUNTS INCLUDED IN RATE BASE	0	0	0
CONSERVATION REVENUES APPLICABLE TO THE PERIOD	(340,729)	(369,599)	28,870
ROUNDING ADJUSTMENT	<u>0</u>	<u>0</u>	<u>0</u>
TRUE-UP BEFORE INTEREST	240,715	74,501	166,214
INTEREST PROVISION	<u>6,067</u>	<u>4,932</u>	<u>1,135</u>
END OF PERIOD TRUE-UP	<u>246,782</u>	<u>79,433</u>	<u>167,349</u>

() REFLECTS OVER-RECOVERY

* 7 MONTHS ACTUAL AND 5 MONTHS PROJECTED

ACTUAL CONSERVATION PROGRAM COSTS PER PROGRAM
FOR MONTHS: JANUARY 2001 THROUGH DECEMBER 2001

PROGRAM NAME	CAPITAL INVESTMENT	PAYROLL & BENEFITS	MATERIALS & SUPPLIES	ADVERTISING	INCENTIVES	OUTSIDE SERVICES	VEHICLE	OTHER	TOTAL
PROGRAM 1: RES. HOME BUILDER	0	76,131	13,845	83,842	187,022	9,515	0	0	370,354
PROGRAM 2: RES. APPLIANCE REPLACEMENT	0	46,760	747	37,052	16,374	10,950	0	0	111,883
PROGRAM 3: RES. WATER HEATER RETENTION	0	8,435	0	0	21,650	0	0	0	30,085
PROGRAM 4: RES. SPACE CONDITIONING	0	637	0	0	0	0	0	0	637
PROGRAM 5: GAS SPACE CONDITIONING	0	5,061	0	0	0	0	0	0	5,061
PROGRAM 6: PROPANE DISTIRIBUTION	0	1,795	0	0	0	0	0	0	1,795
PROGRAM 7: CONSERVATION EDUCATION	0	48,952	2,627	5,452	0	4,598	0	0	61,629
PROGRAM 8:	0	0	0	0	0	0	0	0	0
PROGRAM 9:	0	0	0	0	0	0	0	0	0
PROGRAM 10:	0	0	0	0	0	0	0	0	0
PROGRAM 11:	0	0	0	0	0	0	0	0	0
PROGRAM 12:	0	0	0	0	0	0	0	0	0
PROGRAM 13:	0	0	0	0	0	0	0	0	0
PROGRAM 14:	0	0	0	0	0	0	0	0	0
PROGRAM 15:	0	0	0	0	0	0	0	0	0
PROGRAM 16:	0	0	0	0	0	0	0	0	0
PROGRAM 17:	0	0	0	0	0	0	0	0	0
PROGRAM 18:	0	0	0	0	0	0	0	0	0
PROGRAM 19:	0	0	0	0	0	0	0	0	0
PROGRAM 20:	0	0	0	0	0	0	0	0	0
TOTAL	0	187,770	17,218	126,346	225,046	25,063	0	0	581,444

CONSERVATION COSTS PER PROGRAM - VARIANCE ACTUAL VERSUS PROJECTED
FOR MONTHS: JANUARY 2001 THROUGH DECEMBER 2001

PROGRAM NAME	CAPITAL INVESTMENT	PAYROLL & BENEFITS	MATERIALS & SUPPLIES	ADVERTISING	INCENTIVES	OUTSIDE SERVICES	VEHICLE	OTHER	TOTAL
PROGRAM 1: RES. HOME BUILDER	0	38,003	(8,606)	(11,654)	43,304	920	(3,460)	(2,332)	56,175
PROGRAM 2: RES. APPLIANCE REPLACEMENT	0	26,504	(2,021)	3,207	2,418	1,779	(1,838)	(1,239)	28,810
PROGRAM 3: RES. WATER HEATER RETENTION	0	(9,041)	0	0	9,221	0	(1,586)	(1,069)	(2,475)
PROGRAM 4: RES. SPACE CONDITIONING	0	637	0	0	0	0	0	0	637
PROGRAM 5: GAS SPACE CONDITIONING	0	5,061	0	0	0	0	0	0	5,061
PROGRAM 6: PROPANE DISTIRIBUTION	0	1,795	0	0	0	0	0	0	1,795
PROGRAM 7: CONSERVATION EDUCATION	0	45,377	139	(613)	0	2,981	(324)	(219)	47,341
PROGRAM 8:	0	0	0	0	0	0	0	0	0
PROGRAM 9:	0	0	0	0	0	0	0	0	0
PROGRAM 10:	0	0	0	0	0	0	0	0	0
PROGRAM 11:	0	0	0	0	0	0	0	0	0
PROGRAM 12:	0	0	0	0	0	0	0	0	0
PROGRAM 13:	0	0	0	0	0	0	0	0	0
PROGRAM 14:	0	0	0	0	0	0	0	0	0
PROGRAM 15:	0	0	0	0	0	0	0	0	0
PROGRAM 16:	0	0	0	0	0	0	0	0	0
PROGRAM 17:	0	0	0	0	0	0	0	0	0
PROGRAM 18:	0	0	0	0	0	0	0	0	0
PROGRAM 19:	0	0	0	0	0	0	0	0	0
PROGRAM 20:	0	0	0	0	0	0	0	0	0
TOTAL TOTAL OF ALL PROGRAMS	0	108,335	(10,488)	(9,060)	54,943	5,680	(7,208)	(4,859)	137,344

() REFLECTS PROJECTED OVER ACTUAL EXPENSE ESTIMATES

ENERGY CONSERVATION ADJUSTMENT CALCULATION OF TRUE-UP AND INTEREST PROVISION
SUMMARY OF EXPENSES BY PROGRAM BY MONTH
FOR MONTHS: JANUARY 2001 THROUGH DECEMBER 2001

EXPENSES.	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	TOTAL
PROGRAM 1: RES. HOME BUILDER	17,574	13,785	63,344	26,166	26,705	33,300	23,971	23,306	36,355	47,477	37,165	21,208	370,355
PROGRAM 2: RES. APPLIANCE REPLACEMENT	11,457	1,972	9,013	4,329	10,473	9,410	10,477	13,488	12,517	11,517	9,266	7,965	111,883
PROGRAM 3: RES. WATER HEATER RETENTION	28	1,247	1,584	1,579	1,514	2,449	1,082	2,745	2,182	2,656	2,214	10,804	30,085
PROGRAM 4: RES. SPACE CONDITIONING	2	26	37	29	31	30	55	0	49	132	246	0	637
PROGRAM 5: GAS SPACE CONDITIONING	17	208	290	227	248	240	439	1,114	475	725	622	454	5,061
PROGRAM 6: PROPANE DISTIRIBUTION	6	74	103	81	88	85	156	0	311	198	393	300	1,795
PROGRAM 7: CONSERVATION EDUCATION	(2,199)	6,450	3,328	2,197	3,860	3,868	5,528	1,865	10,250	6,823	9,999	9,659	61,629
PROGRAM 8:	0	0	0	0	0	0	0	0	0	0	0	0	0
PROGRAM 9:	0	0	0	0	0	0	0	0	0	0	0	0	0
PROGRAM 10:	0	0	0	0	0	0	0	0	0	0	0	0	0
PROGRAM 11:	0	0	0	0	0	0	0	0	0	0	0	0	0
PROGRAM 12:	0	0	0	0	0	0	0	0	0	0	0	0	0
PROGRAM 13:	0	0	0	0	0	0	0	0	0	0	0	0	0
PROGRAM 14:	0	0	0	0	0	0	0	0	0	0	0	0	0
PROGRAM 15:	0	0	0	0	0	0	0	0	0	0	0	0	0
PROGRAM 16:	0	0	0	0	0	0	0	0	0	0	0	0	0
PROGRAM 17:	0	0	0	0	0	0	0	0	0	0	0	0	0
PROGRAM 18:	0	0	0	0	0	0	0	0	0	0	0	0	0
PROGRAM 19:	0	0	0	0	0	0	0	0	0	0	0	0	0
PROGRAM 20:	0	0	0	0	0	0	0	0	0	0	0	0	0
TOTAL	26,885	23,761	77,699	34,606	42,920	49,382	41,708	42,519	62,139	69,528	59,905	50,391	581,444
LESS AMOUNT INCLUDED IN RATE BASE	0	0	0	0	0	0	0	0	0	0	0	0	0
RECOVERABLE CONSERVATION EXPENSES	26,885	23,761	77,699	34,606	42,920	49,382	41,708	42,519	62,139	69,528	59,905	50,391	581,444

ENERGY CONSERVATION ADJUSTMENT CALCULATION OF TRUE-UP AND INTEREST PROVISION
JANUARY 2001 THROUGH DECEMBER 2001

CONSERVATION REVENUES	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	TOTAL
1 RCS AUDIT FEES	0	0	0	0	0	0	0	0	0	0	0	0	0
2 OTHER PROGRAM REVS	0	0	0	0	0	0	0	0	0	0	0	0	0
3 CONSERV ADJ REVS	(56,332)	(43,219)	(33,475)	(29,081)	(29,878)	(24,035)	(22,146)	(22,933)	(23,302)	(24,386)	(29,693)	(28,073)	(366,553)
4 TOTAL REVENUES	(56,332)	(43,219)	(33,475)	(29,081)	(29,878)	(24,035)	(22,146)	(22,933)	(23,302)	(24,386)	(29,693)	(28,073)	(366,553)
5 PRIOR PERIOD TRUE-UP NOT APPLICABLE TO THIS PERIOD	2,152	2,152	2,152	2,152	2,152	2,152	2,152	2,152	2,152	2,152	2,152	2,152	25,824
6 CONSERVATION REVS APPLICABLE TO THE PERIOD	(54,180)	(41,067)	(31,323)	(26,929)	(27,726)	(21,883)	(19,994)	(20,781)	(21,150)	(22,234)	(27,541)	(25,921)	(340,729)
7 CONSERVATION EXPS (FROM CT-3, PAGE 1)	26,885	23,761	77,699	34,606	42,920	49,382	41,708	42,519	62,139	69,528	59,905	50,391	581,444
8 TRUE-UP THIS PERIOD	(27,295)	(17,306)	46,376	7,677	15,194	27,499	21,714	21,738	40,989	47,294	32,364	24,470	240,715
9 INTER PROV THIS PERIOD (FROM CT-3, PAGE 3)	95	(21)	39	168	225	338	461	565	726	958	1,181	1,332	6,067
10 TRUE-UP & INTER PROV BEGINNING OF MONTH	34,656	5,304	(14,176)	30,087	35,780	49,047	74,733	94,755	114,907	154,470	200,571	231,964	
11 PRIOR TRUE-UP COLLECTED/(REFUNDED)	(2,152)	(2,152)	(2,152)	(2,152)	(2,152)	(2,152)	(2,152)	(2,152)	(2,152)	(2,152)	(2,152)	(2,152)	
12 TOTAL NET TRUE-UP (SUM LINES 8+9+10+11)	5,304	(14,176)	30,087	35,780	49,047	74,733	94,755	114,907	154,470	200,571	231,964	255,613	246,782

CALCULATION OF TRUE-UP AND INTEREST PROVISION
FOR MONTHS JANUARY 2001 THROUGH DECEMBER 2001

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	TOTAL
INTEREST PROVISION													
1 BEGINNING TRUE-UP	34,656	5,304	(14,176)	30,087	35,780	49,047	74,733	94,755	114,907	154,470	200,571	231,964	
2 ENDING TRUE-UP BEFORE INTEREST	5,209	(14,154)	30,048	35,613	48,823	74,395	94,295	114,341	153,744	199,613	230,783	254,281	
3 TOTAL BEGINNING & ENDING TRUE-UP	39,865	(8,851)	15,872	65,700	84,603	123,442	169,028	209,096	268,650	354,083	431,353	486,245	
4 AVERAGE TRUE-UP (LINE 3 TIMES 50%)	19,932	(4,425)	7,936	32,850	42,301	61,721	84,514	104,548	134,325	177,041	215,677	243,122	
5 INTER RATE - 1ST DAY OF REPORTING MONTH	0	0	0	0	0	0	0	0	0	0	0	0	
6 INTER RATE - 1ST DAY OF SUBSEQUENT MONTH	0	0	0	0	0	0	0	0	0	0	0	0	
7 TOTAL (SUM LINES 5 & 6)	0	0	0	0	0	0	0	0	0	0	0	0	
8 AVG INTEREST RATE (LINE 7 TIMES 50%)	0	0	0	0	0	0	0	0	0	0	0	0	
9 MONTHLY AVG INTEREST RATE	0	0	0	0	0	0	0	0	0	0	0	0	
10 INTEREST PROVISION (LINE 4 TIMES LINE 9)	95	(21)	39	168	225	338	461	565	726	958	1,181	1,332	6,067

NOT APPLICABLE

[illegible]

Exhibit No. _____ (AJP-1)
Docket No. 020004-GU
CHESAPEAKE UTILITIES CORPORATION
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Schedule CT-5

CHESAPEAKE UTILITIES CORPORATION

Reconciliation and Explanation of Differences Between Filing and PSC Audit
Report for January 2001 through December 2001.

NO DIFFERENCES AS OF THE DATE OF THIS FILING

Schedule CT-6
Page 1 of 7

CHESAPEAKE UTILITIES CORPORATION
Program Description and Progress

Program Title:

Residential Home Builder Program

Program Description:

This program is designed to increase the number of high priority natural gas customers in the new home construction market. Incentives are offered in the form of gas piping and venting allowances to assist builders with gas appliance installation.

Allowances:

Conservation allowances are currently:

\$275 Energy efficient natural gas water heater installation.

\$275 Natural Gas home heating.

\$75 Energy efficient natural gas range or dryer stub outlet.

Program Projections:

For the twelve-month period January 2001 through December 2001, we estimated that 417 homes would be connected to the system. During this period, allowances were actually paid for building 455 new homes equipped with natural gas appliances.

Program Fiscal Expenditures:

During the twelve-month period, expenditures for this program totaled \$370,354.

Program Progress Summary:

Since the program's inception, 5,524 new homes have been equipped with natural gas appliances. Company representatives continue to work closely with area builders to promote the installation of natural gas appliances in new homes.

Schedule CT-6
Page 2 of 7

CHESAPEAKE UTILITIES CORPORATION
Program Description and Progress

Program Title:
Residential Appliance Replacement Program

Program Description:
This program is designed to encourage the replacement of inefficient non-natural gas residential appliances with energy efficient natural gas appliances. Incentives are offered in the form of allowances to assist in defraying the additional cost associated with the installation of piping, venting and purchase of natural gas appliances.

Program Projections:
For the twelve-month period January 2001 through December 2001, we estimated that 78 residences would qualify for incentives during this period. In actuality, 52 residences qualified for incentives.

Program Fiscal Expenditures:
For this twelve-month period, CUC incurred program costs of \$111,883.

Program Summary:
Since inception, 141 residences have qualified for this program.

Schedule CT-6
Page 3 of 7

CHESAPEAKE UTILITIES CORPORATION
Program Description and Progress

Program Title:
Residential Water Heater Retention Program

Program Description:
This program is design to encourage the continued use of natural gas in the home and avoid costly abandonment activities by the Company. This program offers a cash incentive to both the customer and the dealer to promote the retention of the natural gas water heater.

Program Projections:
For the twelve-month period January 2001 through December 2001, we estimated that 120 natural gas water heaters would qualify for this program. In actuality, 136 natural gas water heaters were installed.

Program Fiscal Expenditures:
For this twelve-month period, CUC incurred program costs of \$30,085.

Program Summary:
Since inception, 519 natural gas water heaters have been changed out and natural gas water heaters reinstalled. CUC will continue to work closely with homeowners and dealers to promote the continued used of energy efficient natural gas.

Schedule CT-6
Page 4 of 7

CHESAPEAKE UTILITIES CORPORATION
Program Description and Progress

Program Title:

Residential Space Conditioning Program

Program Description:

This program is designed to convert residential customers from electric space conditioning equipment to energy efficient natural gas space conditioning equipment. The program provides an allowance to qualifying participants to compensate for the higher initial costs of natural gas space conditioning equipment and its installation. The program will also help reduce the summer KW demand and will assist in the conservation of KWH production.

Program Projections:

There were no expenses projected for the period.

Program Fiscal Expenditures:

Program cost totaled \$637 for this twelve-month period, to conduct a builder seminar on residential cooling and natural gas dessicant systems and to expand information available on the Company website.

Program Summary:

Five residential gas space conditioning units have been installed since the inception of this program.

Schedule CT-6
Page 5 of 7

CHESAPEAKE UTILITIES CORPORATION
Program Description and Progress

Program Title:
Gas Space Conditioning Program

Program Description:
The program is designed to convert customers from electric space conditioning equipment to energy efficient natural gas space conditioning equipment. The program provides an allowance to qualifying participants to compensate for the higher initial costs of natural gas space conditioning equipment and its installation. The program will also help reduce summer kw demand and will assist in the conservation of kwh production. The company offers incentives of \$50 per ton installed natural gas space conditioning equipment.

Program Projections:
There were no expenses projected for the period.

Program Fiscal Expenditures:
Program cost totaled \$5,061 for this twelve-month period, incurred by staff in response to builder/developer inquiries.

Program Summary:
Seven natural gas space conditioning units have been installed since the inception of this.

Schedule CT-6
Page 6 of 7

CHESAPEAKE UTILITIES CORPORATION
Program Description and Progress

Program Title:
Propane Distribution Program

Program Description:
This program is designed to promote the use of gas within subdivisions that are built beyond existing natural gas lines. This program is designed to provide Builders and developers a cash incentive to encourage the installation of gas appliances in newly constructed homes.

Program Projections:
There were no expenses projected for the period.

Program Fiscal Expenditures:
Program cost totaled \$1,795 for this twelve-month period, incurred by staff in response to builder/developer inquiries.

Program Summary:
One propane distribution sub-division has been added under this program since its inception.

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CHESAPEAKE UTILITIES CORPORATION
Program Description and Progress

Program Title:
Conservation Education Program

Program Description:
The objectives of this program are to educate and inform the general public about the benefits of fuel choice. Conservation education measures are designed to promote fuel diversification with an efficient appliance mix, which results in a reduction in household energy consumption. There are three primary outreach programs: public education, which includes school programs; business-to-business, which includes dissemination of appliance replacement and new construction information; and promotion of advanced or new gas technologies through business-to-business and business-to-consumer demonstrations and seminars.

Program Projections:
For the twelve-month period January 2001 through December 2001, we planned on expanding our school and community outreach programs. The Energy Smart Kids program was expected to include 7th and 8th grades. The Energy Plus Home awards program was expected to be expanded to include all of our service area. We planned on increasing community contact through trade shows, seminars and community and industry association meetings.

Program Fiscal Expenditures:
Program costs totaled \$61,629 for this twelve-month period.

Programs Progress Summary:
Public education initiatives included speaking engagements, in-classroom demonstrations and natural gas education material distribution. The Company mailed approximately 400 teacher packs, and has visited with about 600 students, grades 4-10 during the period. Business-to-business contact included conducting two industry seminars, initiation of the Preferred Partners Program, sending 200 direct mail packets, the Energy Plus Home Awards program and participating in a building industry trade show. Business-to-consumer promotion included participation in a consumer trade show and appliance demonstrations within the Energy Plus Home Model Center.