

ORIGINAL

030942-60

# MEMORANDUM

TO: PSC Clerk

FROM: Wayne L. Schiefelbein  
Of Counsel *WLS*

RE: Chesapeake Utilities Corporation  
Our File No. 37019.01

DATE: September 26, 2003

On behalf of Chesapeake Utilities Corporation, enclosed for filing are an original and 5 copies of an Application by Chesapeake Utilities Corporation for Authorization to Issue Common Stock, Preferred Stock and Secured and/or Unsecured Debt, and to Enter Into Agreements for Interest Rate Swap Products, and to Exceed Limitation Placed on Short-Term Borrowings in 2004. I have also included one copy to be date stamped and returned to me.

**PLEASE OPEN A NEW DOCKET TO PROCESS THE APPLICATION.**

If you have any questions, please feel free to call.

WLS/dcr  
Enclosures

RECEIVED & FILED  
*lh*  
FPSC-BUREAU OF RECORDS

SEP 26 AM 10:41  
COMMISSION CLERK

DOCUMENT NUMBER-DATE

09250 SEP 26 8

FPSC-COMMISSION CLERK

## BEFORE THE FLORIDA PUBLIC SERVICE COMMISSION

In re: Application by Chesapeake Utilities )  
 Corporation for Authorization to Issue Common )  
 Stock, Preferred Stock and Secured and/or )  
 Unsecured Debt, and to Enter Into Agreements )  
 For Interest Rate Swap Products, and to Exceed )  
 Limitation Placed on Short-Term Borrowings in )  
 2004 )

**APPLICATION BY CHESAPEAKE UTILITIES CORPORATION FOR  
 AUTHORIZATION TO ISSUE COMMON STOCK, PREFERRED STOCK AND  
 SECURED AND/OR UNSECURED DEBT, AND TO ENTER INTO AGREEMENTS  
 FOR INTEREST RATE SWAP PRODUCTS, AND TO EXCEED LIMITATION  
 PLACED ON SHORT-TERM BORROWINGS IN 2004**

Chesapeake Utilities Corporation (Chesapeake, the Company or Applicant) respectfully files this Application, pursuant to Section 366.04 (1), Florida Statutes, seeking authority in 2004, to issue up to 6,000,000 shares of Chesapeake common stock; up to 1,000,000 shares of Chesapeake preferred stock; up to \$80,000,000 in secured and/or unsecured debt; to enter into agreements for Interest Rate Swap Products; and to obtain authorization to exceed the limitation placed on short-term borrowings by Section 366.04, Florida Statutes, so as to issue short-term obligations in 2004, in an amount not to exceed \$40,000,000.

1. Name and principal business offices of Applicant:

- (a) Chesapeake Utilities Corporation  
 P.O. Box 615  
 909 Silver Lake Boulevard  
 Dover, Delaware 19904
- (b) Chesapeake Utilities Corporation  
 Florida Division  
 P.O. Box 960  
 1015 6th Street N.W.  
 Winter Haven, Florida 33881

DOCUMENT NUMBER-DATE

09250 SEP 25 8

FPSC-COMMISSION CLERK

- (c) Chesapeake Utilities Corporation  
Florida Division  
1639 West Gulf to Lake Highway  
Lecanto, Florida 33461

2. Incorporated:

Chesapeake Utilities Corporation - Incorporated under the Laws of the State of Delaware on November 12, 1947 and qualified to do business in Florida, Maryland, and Pennsylvania.

3. Person authorized to receive notices and communications in this respect:

Wayne L. Schiefelbein, Esquire  
Of Counsel  
Rose, Sundstrom & Bentley, LLP  
2548 Blairstone Pines Drive  
Tallahassee, Florida 32301  
(850) 877-6555  
(850) 656-4029 (Fax)

Attorneys for Chesapeake Utilities Corporation

4. Capital Stock and Funded Debt:

Chesapeake has authority by provisions contained in its Certificate of Incorporation, as amended, to issue common stock as follows:

- (a) Common stock having par value of \$.4867.
- (b) Amount authorized: 12,000,000 shares.
- (c) Amount outstanding as of June 30, 2003: 5,609,031 shares.
- (d) Amount held in Treasury: None.
- (e) Amount pledged by Applicant: None.
- (f) Amount owned by affiliated corporations: None.
- (g) Amount held in any fund: None.

Chesapeake has authority by provisions contained in its Certificate of Incorporation, as amended, to issue preferred stock as follows:

- (a) Preferred stock having par value of \$.01.
- (b) Amount authorized: 2,000,000 shares.
- (c) Amount outstanding as of June 30, 2003: 0 shares.
- (d) Amount held in Treasury: None.
- (e) Amount pledged by Applicant: None.
- (f) Amount owned by affiliated corporations: None.
- (g) Amount held in any fund: None.

The funded indebtedness by class and series are as follows:

- (a)1 8.25% Convertible Debentures due March 1, 2014 are convertible prior to maturity, unless previously redeemed, into shares of common stock of Chesapeake at a conversion price of \$17.01 per share. Interest on the Debentures is payable on the first day of March and September, commencing September 1, 1989. The Debentures are redeemable at 100% of the principal amount plus accrued interest (i) on March 1 in any year, commencing in 1991, at the option of the holder and (ii) at any time within 60 days after a request on behalf of a deceased holder. At Chesapeake's option, beginning March 1, 1990, the Debentures may be redeemed in whole or in part at redemption prices declining from 107.25%, plus accrued interest. No sinking fund will be established to redeem the Debentures. As of June 30, 2003, there is a remaining balance of \$3,167,000 on this issue.

- (a)2 9.37% First Mortgage Sinking Fund Bonds, Series I, due December 15, 2004, issued on December 15, 1989, and secured by the Original Indenture dated as of December 1, 1959 between Chesapeake and Maryland National Bank in the principal amount of \$8,200,000 bearing interest payable semi-annually with provisions for payment of interest only prior to December 15, 1991; thereafter, principal shall be payable, in addition to interest on the unpaid balance, on or before the fifteenth days of December and June in each year (a) commencing on December 15, 1991, and ending on December 15, 1999, in the sum of \$260,000 and (b) commencing on June 15, 2000, and ending on June 15, 2004, in the sum of \$378,000. As of June 30, 2003, there is a remaining balance of \$1,134,000 on this issue.
- (a)3 7.97% Unsecured Senior Notes due February 1, 2008, and issued on February 9, 1993 in the principal amount of \$10,000,000 bearing interest payable semi-annually with provisions for payment of interest only prior to February 1, 1999; thereafter, principal shall be payable, in addition to interest on the unpaid balance, over ten (10) years at the rate of \$1,000,000 per annum. As of June 30, 2003 there is a remaining balance of \$5,000,000 on this issue.
- (a)4 6.91% Unsecured Senior Notes due October 1, 2010, and issued on October 2, 1995 in the principal amount of \$10,000,000 bearing interest payable quarterly with provisions for payment of interest only prior to October 1, 2000; thereafter, principal shall be payable, in addition to interest on the unpaid

balance, over eleven (11) years at the rate of \$909,091 per annum. As of June 30, 2003, there is a remaining balance of \$7,272,728 on this issue.

- (a)5 6.85% Unsecured Senior Notes due January 1, 2012 and issued on December 15, 1997 in the principal amount of \$10,000,000 bearing interest payable semi-annually with provisions for payment of interest only prior to January 1, 2003; thereafter, principal shall be payable, in addition to interest on the unpaid balance, over ten (10) years at the rate of \$1,000,000 per annum. As of June 30, 2003, there is a remaining balance of \$9,000,000 on this issue.
- (a)6 7.83% Unsecured Senior Notes due January 1, 2015 and issued on December 29, 2000 in the principal amount of \$20,000,000 bearing interest payable semi-annually with provisions for payment of interest only prior to January 1, 2006; thereafter, principal shall be payable, in addition to interest on the unpaid balance, over ten (10) years at the rate of \$2,000,000 per annum. As of June 30, 2003, there is a remaining balance of \$20,000,000 on this issue.
- (a)7 6.64% Unsecured Senior Notes due October 31, 2017 and issued on October 31, 2002 in the principal amount of \$30,000,000 bearing interest payable semi-annually with provisions for payment of interest only prior to October 31, 2007; thereafter, principal shall be payable, in addition to interest on the unpaid balance, over eleven (11) years at the rate of \$2,727,272 per annum. As of June 30, 2003, there is a remaining balance of \$30,000,000 on this issue.
- (a)8 0% Auto loans for Sharp Water of Idaho, Inc. due December of 2004 and entered into in January of 2002 in the principal amount of \$60,681. These

notes are due and payable based upon a 3-year amortization schedule. As of June 30, 2003, there is a remaining balance of \$10,571 on these auto loans.

- (a)9 As of the filing date, the Company had two unsecured committed bank lines of credit in the amounts of \$5,000,000 and \$10,000,000; and three unsecured, uncommitted bank lines of credit in the amounts of \$10,000,000, \$20,000,000 and \$20,000,000. For one of the \$20,000,000 unsecured, uncommitted lines of credit, \$5,000,000 of the total line can be used to guarantee letters of credit issued by Chesapeake's unregulated subsidiary, Xeron, Inc. for up to 364 days. As of June 30, 2003, the total short-term borrowing outstanding under the bank lines of credit was \$1,500,000.
- (b) The amounts authorized are set forth above.
- (c) The amounts outstanding at June 30, 2003 are set forth above.
- (d) Amount held as reacquired securities: None.
- (e) Amount pledged by Applicant: None.
- (f) Amount owned by affiliated corporations: None.
- (g) Amount in Sinking Fund or other funds: None.

5. Authorizations Requested:

Chesapeake requests authorization from the FPSC to issue up to 809,946 new shares of its common stock during 2004 for the purpose of administering Chesapeake's Retirement Savings Plan, Performance Incentive Plan, Automatic Dividend Reinvestment and Stock Purchase Plan and conversion of the Company's Convertible Debentures. The share breakdown for each specific purpose is as follows:

<u>Number of Shares</u>	<u>Purpose</u>
195,853	Issuance pursuant to the Company's Retirement Savings Plan.
327,856	Issuance under the terms of the Company's Performance Incentive Plan.
70,052	Issuance pursuant to the Company's Automatic Dividend Reinvestment and Stock Purchase Plan.
186,185	Issuance under the terms of the Company's outstanding 8 1/4% Convertible Debentures.
30,000	Issuance pursuant to Stock Purchase Warrants.

Chesapeake requests FPSC authorization to issue up to \$40,000,000 in secured and/or unsecured debt during 2004 for general corporate purposes including, but not limited to, working capital, retirement of short-term debt, retirement of long-term debt and capital improvements. Chesapeake is also requesting FPSC authorization during 2004 to issue up to 5,190,054 shares of common stock and up to \$40,000,000 in secured and/or unsecured debt for possible acquisitions. Due to the nature of typical cash for stock acquisitions, the \$40,000,000 in secured and/or unsecured debt may be initially issued through a bridge loan in the form of notes held by banks or some similar form of short-term obligations.

For this reason, Chesapeake seeks FPSC authorization to exceed the limitation placed on short-term borrowings by Section 366.04, Florida Statutes, so as to issue short-term obligations in an amount not to exceed \$40,000,000 during 2004. The bridge financing would subsequently be refinanced as unsecured long-term debt with an estimated rate of interest of up to 300 basis points above

U.S. Treasury rates (or extrapolated U.S. Treasury rates) with equivalent average life.

Chesapeake is also requesting authority to issue up to 1,000,000 shares of Chesapeake preferred stock in 2004, for possible acquisitions, financing transactions, and other general corporate purposes, including potential distribution under the Company's Shareholder Rights Agreement ("Rights Agreement") adopted by the Board of Directors on August 20, 1999.

Chesapeake further seeks FPSC approval to enter into financial agreements with financial institutions in 2004, to enter into interest rate swaps, collars, caps and/or floors (the "Interest Rate Swap Products") on such terms as Chesapeake considers to be appropriate, provided that the notional amount(s) for said Interest Rate Swap Products do(es) not, in the aggregate, exceed the sum of \$30 million. While the Company does not consider such Interest Rate Swap Products to involve the actual issuance of securities within the ambit of Section 366.04(1), Florida Statutes, in an abundance of caution, Chesapeake requests such authority to the extent the FPSC considers Interest Rate Swap Products subject to its jurisdiction. In the event that the FPSC does not consider Interest Rate Swap Products to be jurisdictional, Chesapeake requests that that FPSC issue an Order acknowledging its request in this regard.

6. Purposes for which Securities are to be issued:

- (a) Chesapeake's Retirement Savings Plan ("RSP") was implemented on February 1, 1977. As of June 30, 2003, the RSP had 534 participants; a total market valuation of \$23,851,048; and 461,821 shares of the

Company's common stock. True and correct copies of the current RSP Plan Document and Adoption Agreement have been previously filed with the FPSC as Exhibits A and B of the Application for Modification of Authority to Issue Common Stock During the Twelve Months Ending December 31, 1999, Docket No. 981213-GU, dated June 25, 1999, and are hereby incorporated by reference. Pursuant to the RSP, the first 100% of an employee's contribution, up to a maximum 6% of his/her salary, is matched by the Company in shares of Chesapeake common stock. Additional employee dollars that are matched by the Company are invested according to the respective employee's 401(k) designation. The RSP was amended at the end of 1998 to provide for a larger employer matching amount, from 60% to as much as 200%, and at the same time the Company's Pension Plan was closed off to new employees. Accordingly, as the employer matching amount has increased, so has the number of shares being issued under the RSP.

To continue to balance the composition of debt and equity, Chesapeake wants to maintain flexibility in how the RSP is funded, i.e., with new shares of its stock, buying shares on the open market, and/or a combination of both funding methods.

On June 23, 1992, the Delaware Public Service Commission issued Order No. 3425 approving the issuance of up to 100,000 new shares of Chesapeake common stock for the purpose of administering Chesapeake's RSP. Please note that this Order by the Delaware Public

Service Commission is "open ended" in the sense that there is no time limit by which the approved securities need to be issued. A copy of the Order has been previously filed with the FPSC as Exhibit J of the Application for Approval of Issuance and Sale of Securities by Chesapeake Utilities Corporation, Docket No. 931112-GU, dated November 17, 1993, and is hereby incorporated by reference. On July 13, 1999, the Delaware Public Service Commission issued Order No. 5165 approving the issuance of an additional 100,000 new shares of Chesapeake common stock for the purpose of administering the RSP. Please note that this Order by the Delaware Public Service Commission is also "open ended" in the sense that there is no time limit by which approved securities need to be issued. A copy of this Order has been previously filed with the FPSC as Exhibit C of the Application by Chesapeake Utilities Corporation for Authorization to Issue Common Stock, Preferred Stock and Secured and/or Unsecured Debt and to Exceed Limitation Placed on Short-Term Borrowings in 2000, Docket No. 991631-GU, dated October 20, 1999, and is hereby incorporated by reference. On December 19, 2000, the Delaware Public Service Commission issued Order No. 5609 approving the issuance of an additional 300,000 new shares of Chesapeake common stock for the purpose of administering the RSP. Please note that this Order by the Delaware Public Service Commission is also "open ended" in the sense that there is no time limit by which approved securities need to be issued.

A copy of this Order has been previously filed with the FPSC as Exhibit E of the Consummation Report of Securities Issued by Chesapeake Utilities Corporation, Docket No. 991631-GU, dated March 29, 2001, and is hereby incorporated by reference. Pursuant to these Orders, Chesapeake has issued 304,147 new shares of common stock for the RSP as of June 30, 2003. Thus, there remains to be issued 195,853 shares as authorized by the Delaware Public Service Commission.

The FPSC approved the issuance and sale of up to 250,987 shares of common stock for the Plan during 2003 by Order No. PSC-02-1707-FOF-GU, issued on December 6, 2002. Chesapeake now seeks FPSC authorization to issue up to 195,853 new shares of Chesapeake common stock for the purpose of administering Chesapeake's Retirement Savings Plan during 2004.

- (b) On May 19, 1992, the common stock shareholders of Chesapeake voted in favor of adopting the Chesapeake Utilities Corporation Performance Incentive Plan ("PIP"). On May 19, 1998, the common stock shareholders of Chesapeake approved several amendments to the PIP. A copy of the amended PIP agreement has been previously filed with the FPSC as Exhibit C of the Application for Approval of Issuance and Sale of Securities by Chesapeake Utilities Corporation, Docket No. 981213-GU, dated September 23, 1998, and is hereby incorporated by reference.

The purposes of the PIP are (1) to further the long-term growth and earnings of the Company by providing incentives and rewards to those

executive officers and other key employees of the Company and its subsidiaries who are in positions in which they can contribute significantly to the achievement of that growth; (2) to encourage those employees to obtain proprietary interests in the Company and to remain as employees of the Company; and (3) to assist the Company in recruiting able management personnel.

To accomplish these objectives, the PIP authorizes the grant of nonqualified stock options, performance shares of the Company's common stock and stock appreciation rights, or any combination thereof. The PIP, as it was originally adopted by the common stock shareholders of Chesapeake in 1992, provided that over a ten year period beginning in 1992, any one or more types of awards for up to a total of 200,000 shares of Chesapeake's common stock may be granted. On June 23, 1992, the Delaware Public Service Commission issued Order No. 3425 approving the issuance of up to 200,000 new shares of Chesapeake common stock for the purpose of administering Chesapeake's PIP. Please note that this Order by the Delaware Public Service Commission is "open ended" in the sense that there is no time limit by which the approved securities need to be issued. A copy of this Order has been previously filed with the FPSC as Exhibit J of the Application for Approval of Issuance and Sale of Securities by Chesapeake Utilities Corporation, Docket No. 931112-GU, dated November 17, 1993, and is hereby incorporated by reference.

The amendments to the PIP adopted by the common stock shareholders of Chesapeake on May 19, 1998 changed the terms and provisions of the PIP as follows: (1) the aggregate number of shares of common stock subject to awards was increased from 200,000 shares to 400,000 shares; (2) the term of the PIP was extended for five years through December 31, 2006; and (3) the Board of Directors was granted greater flexibility to amend, modify or terminate the PIP, subject to shareholder approval requirements imposed by applicable law. On July 13, 1999, the Delaware Public Service Commission issued Order No. 5165 approving the issuance of an additional 200,000 new shares of Chesapeake common stock for the purpose of administering the PIP, coinciding with these amendments. Please note that this Order by the Delaware Public Service Commission is "open ended" in the sense that there is no time limit by which the approved securities need to be issued. A copy of this Order has been previously filed with the FPSC as Exhibit C of the Application by Chesapeake Utilities Corporation for authorization to issue common stock, preferred stock and secured and/or unsecured debt and to exceed limitation placed on short-term borrowings in 2000, Docket No. 991631-GU, dated October 20, 1999, and is hereby incorporated by reference.

Pursuant to the PIP, Chesapeake has issued 72,144 new shares of common stock as of June 30, 2003. Thus, there remains to be issued 327,856 shares as previously authorized by the Delaware Public Service

Commission. The FPSC approved the issuance and sale of up to 336,241 shares of common stock for the PIP during 2003 by Order No. PSC-02-1707-FOF-GU, issued on December 6, 2002. Chesapeake now seeks FPSC authorization to issue up to 327,856 new shares of Chesapeake common stock for the purpose of administering Chesapeake's Performance Incentive Plan during 2004. The 327,856 shares should be adequate to cover any awards granted to executives and other key officers of the Company and its subsidiaries in 2004.

- (c) Chesapeake's Automatic Dividend Reinvestment and Stock Purchase Plan ("DRP") was implemented on April 27, 1989. The DRP Administrator currently has the flexibility of purchasing shares of Chesapeake common stock on the open market, using Treasury stock or issuing new common stock. The gradual issuance of new common stock enables Chesapeake to balance the composition of its capital between common stock and long-term debt. As of June 30, 2003, the DRP had 1,322 stockholder participants.

A copy of the DRP as filed on Registration Statement Form S-3 with the Securities and Exchange Commission has been previously filed with the FPSC as Exhibit D of the Application for Approval of Issuance and Sale of Securities by Chesapeake Utilities Corporation, Docket No. 961194-GU, dated October 1, 1996, and is hereby incorporated by reference. On May 23, 1989, the Delaware Public Service Commission issued Order No. 3071 approving the issuance of up to 200,000 new

shares of Chesapeake common stock for the purpose of administering Chesapeake's DRP. Please note that this Order by the Delaware Public Service Commission is "open ended" in the sense that there is no time limit by which the approved securities need to be issued. A copy of this Order has been previously filed with the FPSC as Exhibit J of the Application for Approval of Issuance and Sale of Securities by Chesapeake Utilities Corporation, Docket No. 931112-GU, dated November 17, 1993, and is hereby incorporated by reference. On December 20, 1995, the Delaware Public Service Commission issued Order No. 4097 approving the issuance of an additional 300,000 new shares of Chesapeake common stock for the purpose of administering Chesapeake's DRP. Please note that this Order by the Delaware Public Service Commission is also "open ended" in the sense that there is no time limit by which the approved securities need to be issued. A copy of this Order has been previously filed with the FPSC as Exhibit E of the Application for Approval of Issuance and Sale of Securities by Chesapeake Utilities Corporation, Docket No. 961194-GU, dated October 1, 1996, and is hereby incorporated by reference. Pursuant to the Orders above, Chesapeake has issued 429,948 new shares of common stock as of June 30, 2003. Thus, there remains to be issued 70,052 shares as authorized by the Delaware Public Service Commission. The FPSC approved the issuance and sale of up to 122,259 shares for the DRP during 2003 by Order No. PSC-02-1707-FOF-GU, issued on December 6,

2002. Chesapeake now seeks FPSC authorization to issue up to 70,052 new shares of Chesapeake common stock for the purpose of administering Chesapeake's Automatic Dividend Reinvestment and Stock Purchase Plan during 2004.

- (d) On April 4, 1989, Chesapeake issued \$5,000,000 in 8.25% Convertible Debentures as part of a public offering. As of June 30, 2003, \$3,167,000 remained outstanding with a conversion price of \$17.01 per share. Hence, the maximum number of shares of common stock that could be issued upon conversion is 186,185. A true and correct copy of the Registration Statement on Form S-2 dated February 16, 1989, as filed with the Securities and Exchange Commission, has been previously filed with the FPSC as Exhibit I of the Application for Approval of Issuance and Sale of Securities by Chesapeake Utilities Corporation, Docket No. 931112-GU, dated November 17, 1993, and is hereby incorporated by reference.

The Debentures had a conversion premium greater than the offering price of the common stock issue, no mandatory sinking fund, and became callable after one year at a premium equal to the interest rate less 1%, declining 1/2% per year thereafter. There is an optional bondholder redemption feature, which allows any debenture holder to present any Debenture for redemption, at par, on the anniversary date of the issue, subject to annual limitations of \$10,000 per debenture holder and \$200,000 in the aggregate. These optional redemption rights began

on April 1, 1991. In addition, subject to the annual limitations of \$10,000 per debenture holder and \$200,000 in the aggregate, Chesapeake will redeem the Debentures of deceased debenture holders within 60 days of notification. Such redemption of estate Debentures shall be made prior to other Debentures.

On February 14, 1989, the Delaware Public Service Commission issued Order No. 3040 approving the issuance of \$5,000,000 in Convertible Debentures and, inherently, their potential conversion into Chesapeake common stock. Please note that this Order by the Delaware Public Service Commission is "open ended" in the sense that there is no time limit by which the approved securities need to be issued. A copy of this Order has been previously filed with the FPSC as Exhibit J of the Application for Approval of Issuance and Sale of Securities by Chesapeake Utilities Corporation, Docket No. 931112-GU, dated November 17, 1993, and is hereby incorporated by reference.

As of June 30, 2003, a cumulative \$913,000 of the Convertible Debentures has been converted. The FPSC approved the issuance and sale of up to 195,179 new shares of Chesapeake common stock for the purpose of honoring conversion rights pursuant to the Company's Convertible Debentures during 2003, by Order No.PSC-02-1707-FOF-GU, issued on December 6, 2002. Chesapeake now seeks FPSC authorization to issue up to 186,185 new shares of Chesapeake common stock for the purpose of honoring these conversion rights during 2004.

- (e) Chesapeake is also requesting authority during 2004 to issue up to 30,000 shares of the Company's common stock to satisfy outstanding stock purchase warrants. In 2000 and 2001, the Company issued stock purchase warrants to an investment banker, as compensation for their services. On March 31, 2000, the Company issued warrants to the investment banker to purchase 15,000 shares of Company stock at a price per share of \$18.00. On March 31, 2001, the Company issued warrants to the investment banker to purchase another 15,000 shares of Company stock at a price per share of \$18.25. The warrants are exercisable during a seven-year period after the date granted. Upon exercise, the investment banker will surrender each warrant along with payment in full, by cash, check or wire transfer of the purchase price payable, in respect of the number of shares of stock purchased upon such exercise. The Company can satisfy its delivery obligation by issuing new shares, purchasing shares of common stock in the open market, or reissuing out of treasury to the extent available. The Company is in the process of filing an application with the Delaware Public Service Commission for approval of the issuance of stock associated with these stock purchase warrants.
- (f) Chesapeake seeks FPSC authorization to issue during 2004 up to \$40,000,000 in secured and/or unsecured long-term debt with an estimated rate of interest of up to 300 basis points above U.S. Treasury rates (or extrapolated U.S. Treasury rates) with equivalent average life.

Proceeds from this debt issuance would be used for general corporate purposes including, but not limited to, working capital, retirement of short-term debt, retirement of long-term debt and capital improvements. The FPSC approved the issuance and sale of \$40,000,000 in secured and/or unsecured long-term debt during 2003 by Order No. PSC-02-1707-FOF-GU, issued on December 6, 2002.

- (g) Chesapeake seeks FPSC authorization to issue during 2004 up to 5,190,054 shares of common stock and \$40,000,000 in secured and/or unsecured long-term debt with an estimated rate of interest of up to 300 basis points above U.S. Treasury rates (or extrapolated U.S. Treasury rates) with equivalent average life. This stock and debt would be used to finance Chesapeake's ongoing acquisition program. Chesapeake expects to continue to search for growth opportunities through acquisitions which fit its long-range plan to achieve the proper mix of business activities. Financing of acquisitions will depend upon the nature and extent of potential acquisitions as well as current market and economic conditions.

The FPSC approved the issuance and sale of 5,095,334 shares of common stock and \$40,000,000 in secured and/or unsecured long-term debt during 2003 by Order No. PSC-02-1707-FOF-GU, issued on December 6, 2002.

- (h) Chesapeake seeks FPSC authorization to issue up to 1,000,000 shares of Chesapeake preferred stock during 2004 for possible acquisitions, financing transactions, and other general corporate purposes, including

potential distribution under the Company's Rights Agreement adopted by the Board of Directors on August 20, 1999. The Rights Agreement approved by the Board of Directors is designed to protect the value of the outstanding common stock in the event of an unsolicited attempt by an acquirer to take over the Company in a manner or on terms not approved by the Board of Directors. The Rights Agreement is not intended to prevent a takeover of the Company at a fair price and should not interfere with any merger or business combination approved by the Board of Directors. Copies of the Forms 8-A and 8-K filed with the Securities and Exchange Commission in conjunction with the Rights Agreement have been previously filed with the FPSC as Exhibit C of the Application by Chesapeake Utilities Corporation for Authorization to Issue Common Stock, Preferred Stock and Secured and/or Unsecured Debt and to Exceed Limitation Placed on Short-Term Borrowings in 2000, Docket No. 991631-GU, dated October 20, 1999, and are hereby incorporated by reference.

As of June 30, 2003, zero (0) shares of Chesapeake preferred stock have been issued. The FPSC approved the issuance and sale of up to 1,000,000 shares of Chesapeake preferred stock for possible acquisitions, financing transactions, and other general corporate purposes, including potential distribution under the Company's Rights Agreement, during 2003 by Order No. PSC-02-1707-FOF-GU, issued on December 6, 2002.

(i) Chesapeake is also requesting authority during 2004 to enter into agreements for Interest Rate Swap Products on such terms as Chesapeake considers appropriate provided that the notional amount(s) for said Interest Rate Swap Products do(es) not, in the aggregate, exceed the sum of \$30 million. On July 9, 2002, the Delaware Public Service Commission issued Order No. 5989 approving the Company's application for approval of the issuance of certain long-term debt, and acknowledging that the Company was considering entering into, or utilizing Interest Rate Swap Products. By this Order, the Delaware Public Service Commission requested that Chesapeake provide the Commission information on the nature of the derivative product, the length of the transaction, its terms and conditions, and whether such derivative products will likely be cost effective, as soon as the applicable information is available for each derivative transaction. A copy of this Order is filed herewith as Exhibit D. By Order No. PSC-02-1707-FOF-GU, issued on December 6, 2002, the FPSC approved the Company's request to allow the Company to enter into interest rate swaps during 2003, in an amount, in the aggregate, not to exceed \$30 million.

7. Lawful objects and purposes:

The common stock, preferred stock and long-term debt authorized for issuance will be used for the purpose of administering Chesapeake's Retirement Savings Plan, Performance Incentive Plan, Automatic Dividend Reinvestment and Stock Purchase Plan, conversion of the Company's Convertible Debentures, financing

of the Company's acquisition program and for other corporate purposes including, but not limited to the following: working capital; retirement of short-term debt; retirement of long-term debt; capital improvements; and potential distribution under the Rights Agreement. Chesapeake believes that Interest Rate Swap Products would provide Chesapeake with an additional opportunity to achieve lower cost funding of existing and prospective debt placements, as well as enhanced flexibility to manage the Company's exposure to interest rates as market conditions permit. These are all for lawful objects within the corporate purposes of Chesapeake and compatible with the public interest and are reasonably necessary or appropriate for such purposes.

8. Counsel:

The legality of the common stock, preferred stock and debt issuances will be passed upon by William A. Denman, Esquire, Parkowski & Guerke, 116 West Water Street, Dover, Delaware 19904, who will rely on Wayne L. Schiefelbein, Esquire, Of Counsel, Rose, Sundstrom & Bentley, LLP, 2548 Blairstone Pines Drive, Tallahassee, Florida 32301, as to matters of Florida law.

9. Other Regulatory Agencies:

Under 26 Del. C Section 215 of the Delaware statutes, Chesapeake is regulated by the Delaware Public Service Commission and, therefore, must file a Prefiling Notice, a Notice, and an Application to obtain approval of the Delaware Commission before issuing new securities which mature more than one (1) year from the date of issuance. In addition, a Notice must be filed if Chesapeake expects to incur short-term indebtedness which exceeds ten percent of the

Company's total capitalization. All necessary applications or registration statements have been or will be made as required and will be made a part of the final consummation report to the FPSC as required by Rule 25-8.009, Florida Administrative Code.

The address of the Delaware Commission is as follows:

Delaware Public Service Commission  
861 Silver Lake Boulevard  
Cannon Building  
Dover, Delaware 19904  
Attention: Bruce H. Burcat, Executive Director

10. Control or ownership:

Applicant is not owned by any other company nor is Applicant a member of any holding company system.

11. Exhibits:

The following exhibits submitted with Applicant's Applications in Docket Nos. 991631-GU, 981213-GU, 961194-GU and 931112-GU, respectively, are incorporated in the instant Application by reference:

Docket No. 991631-GU

Exhibit C: Delaware Public Service Commission Order No. 5165 Dated July 13, 1999 for the Issuance of Common Stock pursuant to Chesapeake Utilities Corporation Retirement Savings Plan (100,000 shares) and Chesapeake Utilities Corporation Performance Incentive Plan (200,000 shares).

Exhibit D: Securities and Exchange Commission Form 8-A For Registration of Certain Classes of Securities Pursuant to Section 12(B) or 12 (G) of the Securities Exchange Act of 1934 Securities and Exchange Commission Form 8-K Current Report

Docket No. 981213-GU (as amended on June 25, 1999)

Exhibit A: Chesapeake Utilities Corporation Retirement Savings Plan-Plan Document.

Exhibit B: Chesapeake Utilities Corporation Retirement Savings Plan-Adoption Agreement.

Docket No. 981213-GU

Exhibit C: Chesapeake Utilities Corporation Amended Performance Incentive Plan.

Docket No. 961194-GU

Exhibit D: Chesapeake Utilities Corporation Automatic Dividend Reinvestment and Stock Purchase Plan as filed with the Securities and Exchange Commission on Registration Statement Form S-3 dated December 1, 1995.

Exhibit E: Delaware Public Service Commission Order No. 4097 dated December 20, 1995, for the issuance of 300,000 shares pursuant to Chesapeake Utilities Corporation's Automatic Dividend Reinvestment and Stock Purchase Plan.

Docket No. 931112-GU

Exhibit I: Chesapeake Utilities Corporation Public Offering of Common Stock and Convertible Debentures as filed with the Securities and Exchange Commission on Registration Statement Form S-2 dated February 16, 1989.

Exhibit J: Orders of the Delaware Public Service Commission Authorizing the Issuance of Common Stock.

Filed herewith:

Exhibit A: Exhibit A consists of the following attachments:

A(1) Chesapeake Utilities Corporation Annual Report on Form 10-K for the year ended December 31, 2002.

A(2) Chesapeake Utilities Corporation Quarterly Report on Form 10-Q for the quarter ended June 30, 2003.

Exhibit B: Sources and Uses of Funds Statement and Construction Budget.

Exhibit C: Delaware Public Service Commission Order No. 5989 dated July 9, 2002 authorizing the Issuance of Long-Term Debt.

12. Constitutionality of Statute:

Chesapeake has taken the position that the statutory requirement of FPSC approval of the issuance and sale of securities by a public utility, under Section 366.04 (1), Florida Statutes, as applied to Chesapeake, a Delaware corporation engaged in interstate commerce, is unconstitutional, in that it creates an unreasonable burden on interstate commerce. Support for this position is set out in Chesapeake's Petition for declaratory statement disclaiming jurisdiction, as filed in FPSC Docket No. 930705-GU.

By FPSC Order No. PSC-93-1548-FOF-GU, issued on October 21, 1993, the FPSC denied the Petition for declaratory statement, while approving the alternative Application for approval of the issuance of up to 100,000 new shares of common stock for the purpose of administering a Retirement Savings Plan. The FPSC found that "the facial constitutionality of a statute cannot be decided in an administrative proceeding," and that since the stock issuance was approved, "the question of constitutionality appears to be academic at this time."

Chesapeake continues to maintain that the assertion of jurisdiction by the FPSC over its securities unconstitutionally burdens interstate commerce, particularly where the Public Service Commission of the State of Delaware has approved their issuance and sale, and/or where the securities do not create a lien or encumbrance on assets of Chesapeake's public utility operations in the State of Florida.

Florida law provides for severe penalties for any willful violation of a statute administered by the FPSC or any of its rules or orders. Secs. 350.127 (1) and 366.095, Florida Statutes. Accordingly, Chesapeake believes it must submit to FPSC jurisdiction over its securities if it is to avoid assessment of such penalties and to otherwise remain in good standing before the FPSC. It therefore files the instant Application, under protest, and without waiver of its position regarding the unconstitutionality of the statute.

PRAYER FOR RELIEF

Based on the foregoing, Chesapeake Utilities Corporation requests that the FPSC issue an Order authorizing it in 2004 to issue up to 6,000,000 shares of common stock, up to 1,000,000 shares of preferred stock, and up to \$80,000,000 of secured and/or unsecured debt, and authorizing it to enter into agreements for Interest Rate Swap Products and to exceed the limitation placed on short-term borrowings by Section 366.04, Florida Statutes, so as to issue up to \$40,000,000 in short-term obligations.

Respectfully submitted,

Date: 9/26/03

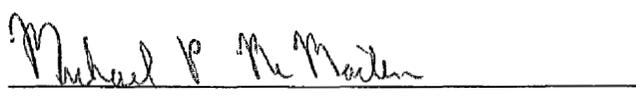
  
\_\_\_\_\_  
Wayne L. Schiefelbein

Of Counsel  
Rose, Sundstrom & Bentley, LLP  
2548 Blairstone Pines Drive  
Tallahassee, Florida 32301  
(850) 877-6555  
(850) 656-4029 (Fax)

Attorneys for  
Chesapeake Utilities Corporation

STATE OF DELAWARE \*  
\*  
COUNTY OF KENT \* SS

BE IT REMEMBERED that on this 25th day of September, 2003, personally appeared before me, a Notary Public for the State of Delaware, Michael P. McMasters, who being by me duly sworn, did depose and say that he is Vice President and CFO of Chesapeake Utilities Corporation, a Delaware corporation, and that insofar as the Application of Chesapeake Utilities Corporation states facts, and insofar as those facts are within his personal knowledge, they are true; and insofar as those facts that are not within his personal knowledge, he believes them to be true, and that the exhibits accompanying this Application and attached hereto are true and correct copies of the originals of the aforesaid exhibits, and that he has executed this Application on behalf of the Company and pursuant to the authorization of its Board of Directors.



Michael P. McMasters  
Vice President & CFO

SWORN TO AND SUBSCRIBED before me the day and year first above written.



Notary Public  
My Commission Expires: **Oct. 24, 2005**

## EXHIBIT A

- A(1) Chesapeake Utilities Corporation Annual Report on Form 10-K for the year ended December 31, 2002.
- A(2) Chesapeake Utilities Corporation Quarterly Report on Form 10-Q for the quarter ended June 30, 2003.

**SECURITIES AND EXCHANGE COMMISSION**  
**Washington, D.C. 20549**

**FORM 10-K**

ANNUAL REPORT PURSUANT TO SECTION 13 OR 15(d) OF  
 THE SECURITIES EXCHANGE ACT OF 1934

For the Fiscal Year Ended: December 31, 2002      Commission File Number: 001-11590

**CHESAPEAKE UTILITIES CORPORATION**

(Exact name of registrant as specified in its charter)

State of Delaware  
 (State or other jurisdiction of  
 incorporation or organization)

51-0064146  
 (I.R.S. Employer  
 Identification No.)

909 Silver Lake Boulevard, Dover, Delaware 19904  
 (Address of principal executive offices, including zip code)

302-734-6799  
 (Registrant's telephone number, including area code)

Securities registered pursuant to Section 12(b) of the Act:

<u>Title of each class</u>	<u>Name of each exchange on which registered</u>
Common Stock - par value per share \$.4867	New York Stock Exchange, Inc.

Securities registered pursuant to Section 12(g) of the Act:

8.25% Convertible Debentures Due 2014  
 (Title of class)

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

No [ ].

Indicate by check mark if disclosure of delinquent filers pursuant to Item 405 of Regulation S-K is not contained herein, and will not be contained, to the best of registrant's knowledge, in definitive proxy or information statements incorporated by reference in Part III of this Form 10-K or any amendments to this Form 10-K. [ ]

Indicate by checkmark whether the registrant is an accelerated filer (as defined by Exchange Act Rule 12b-2). Yes [X].  
 No [ ].

As of March 24, 2003, 5,576,414 shares of common stock were outstanding. The aggregate market value of the common shares held by non-affiliates of Chesapeake Utilities Corporation as of June 28, 2002, the last business day of its most recently completed second fiscal quarter, based on the last trade price on that date, as reported by the New York Stock Exchange, was approximately \$104 million.

**DOCUMENTS INCORPORATED BY REFERENCE**

Portions of the Proxy Statement for the 2002 Annual Meeting of Stockholders are incorporated by reference in Part III.

CHESAPEAKE UTILITIES CORPORATION

FORM 10-K

YEAR ENDED DECEMBER 31, 2002

TABLE OF CONTENTS

	<u>Page</u>
<b>PART I</b> .....	<b>1</b>
<i>Item 1. Business</i> .....	<i>1</i>
<i>Item 2. Properties</i> .....	<i>11</i>
<i>Item 3. Legal Proceedings</i> .....	<i>11</i>
<i>Item 4. Submission of Matters to a Vote of Security Holders</i> .....	<i>15</i>
<b>PART II</b> .....	<b>16</b>
<i>Item 5. Market for the Registrant's Common Stock and Related Security Holder Matters</i> .....	<i>16</i>
<i>Item 6. Selected Financial Data</i> .....	<i>18</i>
<i>Item 7. Management's Discussion and Analysis of Financial Condition and Results of Operations</i> .....	<i>22</i>
<i>Item 7a. Quantitative and Qualitative Disclosures About Market Risk</i> .....	<i>36</i>
<i>Item 8. Financial Statements and Supplemental Data</i> .....	<i>36</i>
Consolidated Statements of Income .....	<i>37</i>
Consolidated Balance Sheets .....	<i>38</i>
Consolidated Statements of Cash Flows .....	<i>40</i>
Consolidated Statements of Stockholders' Equity .....	<i>41</i>
Consolidated Statements of Income Taxes.....	<i>42</i>
A. Summary of Accounting Policies .....	<i>43</i>
B. Business Combinations .....	<i>47</i>
C. Segment Information.....	<i>48</i>
D. Fair Value of Financial Instruments .....	<i>49</i>
E. Investments.....	<i>49</i>
F. Goodwill and Other Intangible Assets .....	<i>49</i>
G. Common Stock and Additional Paid-in Capital .....	<i>50</i>
H. Long-term Debt.....	<i>51</i>
I. Short-term Borrowing.....	<i>51</i>
J. Lease Obligations .....	<i>52</i>
K. Employee Benefit Plans .....	<i>52</i>
L. Executive Incentive Plans .....	<i>54</i>
M. Environmental Commitments and Contingencies.....	<i>55</i>
N. Other Commitments and Contingencies .....	<i>57</i>
O. Quarterly Financial Data (Unaudited).....	<i>58</i>
<i>Item 9. Changes In and Disagreements With Accountants on Accounting and Financial Disclosure</i> .....	<i>59</i>
<b>PART III</b> .....	<b>59</b>
<i>Item 10. Directors and Executive Officers of the Registrant</i> .....	<i>59</i>
<i>Item 11. Executive Compensation</i> .....	<i>59</i>
<i>Item 12. Security Ownership of Certain Beneficial Owners and Management</i> .....	<i>59</i>
<i>Item 13. Certain Relationships and Related Transactions</i> .....	<i>59</i>
<b>PART IV</b> .....	<b>60</b>
<i>Item 14. Financial Statements, Financial Statement Schedules, Exhibits and Reports on Form 8-K</i> .....	<i>60</i>
<b>SIGNATURES</b> .....	<b>63</b>
<b>CERTIFICATIONS</b> .....	<b>64</b>

## **PART I**

### **ITEM 1. BUSINESS**

Chesapeake has made statements in this Form 10-K that are considered to be forward-looking statements. These statements are not matters of historical fact. Sometimes they contain words such as “believes,” “expects,” “intends,” “plans,” “will,” or “may,” and other similar words of a predictive nature. These statements relate to matters such as customer growth, changes in revenues or margins, capital expenditures, environmental remediation costs, regulatory approvals, market risks associated with the Company’s propane operations, the competitive position of the Company and other matters. It is important to understand that these forward-looking statements are not guarantees, but are subject to certain risks and uncertainties and other important factors that could cause actual results to differ materially from those in the forward-looking statements. See Item 7 under the heading “Management’s Discussion and Analysis — Cautionary Statement.”

As a public company, Chesapeake files annual, quarterly and other reports, as well as its annual proxy statement and other information, with the Securities and Exchange Commission (“the SEC”). Chesapeake makes available, free of charge, on its Internet website its Annual Report on Form 10-K, Quarterly Reports on Form 10-Q, Current Reports on Form 8-K and amendments to those reports, as soon as reasonably practicable after such reports are electronically filed with or furnished to the SEC.

#### **(a) General Development of Business**

Chesapeake Utilities Corporation (“Chesapeake” or “the Company”) is a diversified utility company engaged in natural gas distribution and transmission, propane distribution and wholesale marketing, advanced information services, water conditioning and treatment (“water services”) and other related businesses. The address of Chesapeake’s Internet website is [www.chpk.com](http://www.chpk.com). The content of this website is not part of this report.

Chesapeake’s three natural gas distribution divisions serve approximately 45,100 residential, commercial and industrial customers in Delaware’s Kent and Sussex counties, Maryland’s Eastern Shore and parts of Florida. The Company’s natural gas transmission subsidiary, Eastern Shore Natural Gas Company (“Eastern Shore”), operates a 304-mile interstate pipeline system that transports gas from various points in Pennsylvania to the Company’s Delaware and Maryland distribution divisions, as well as to other utilities and industrial customers in southern Pennsylvania, Delaware and on the Eastern Shore of Maryland. The Company’s propane distribution operation serves approximately 34,600 customers in central and southern Delaware, the Eastern Shore of both Maryland and Virginia and parts of Florida. The advanced information services segment provides consulting, staffing, product development, implementation and web-related services for national and international clients.

#### **(b) Financial Information about Industry Segments**

Financial information by business segment is included in Item 7 under the heading “Notes to Consolidated Financial Statements — Note C.”

#### **(c) Narrative Description of Business**

The Company is engaged in four primary business activities: natural gas distribution and transmission, propane distribution and wholesale marketing, advanced information services and water services. In addition to the primary groups, Chesapeake has subsidiaries in other related businesses.

##### ***(i) (a) Natural Gas Distribution and Transmission*** **General**

Chesapeake distributes natural gas to approximately 45,100 residential, commercial and industrial customers in Delaware’s Kent and Sussex counties, the Salisbury and Cambridge, Maryland areas on Maryland’s Eastern Shore

and parts of Florida. These activities are conducted through three utility divisions, one division in Delaware, another in Maryland and a third division in Florida. The Company also offers natural gas supply and supply management services in the state of Florida under the name of Peninsula Energy Services Company (“PESCO”).

Delaware and Maryland. Chesapeake’s Delaware and Maryland utility divisions (“Delaware,” “Maryland” or “the divisions”) serve an average of approximately 34,350 customers, of which approximately 34,190 are residential and commercial customers purchasing gas primarily for heating purposes. The remainder are industrial customers. For the year 2002, residential and commercial customers accounted for approximately 55% of the volume delivered by the divisions and 70% of the divisions’ revenue. The divisions’ industrial customers purchase gas, primarily on an interruptible basis, for a variety of manufacturing, agricultural and other uses. Most of Chesapeake’s customer growth in these divisions comes from new residential construction using gas-heating equipment.

Florida The Florida division distributes natural gas to approximately 11,000 residential and commercial and 90 industrial customers in Polk, Osceola, Hillsborough, Gadsden, Gilchrist, Union, Holmes, Jackson, Desoto, Suwannee and Citrus Counties. Currently the 90 industrial customers, which purchase and transport gas on a firm basis, account for approximately 97% of the volume delivered by the Florida division and 64% of the revenues. These customers are primarily engaged in the citrus and phosphate industries and in electric cogeneration. The Company’s Florida division, through Peninsula Energy Services Company, provides natural gas supply management services to 250 customers.

Eastern Shore The Company’s wholly owned transmission subsidiary, Eastern Shore, operates an interstate natural gas pipeline and provides open access transportation services for affiliated and non-affiliated companies through an integrated gas pipeline extending from southeastern Pennsylvania to Delaware and the Eastern Shore of Maryland. Eastern Shore also provides swing transportation service and contract storage services for system balancing purposes. Eastern Shore’s rates are subject to regulation by the Federal Energy Regulatory Commission (“FERC”).

### **Adequacy of Resources**

General The Delaware and Maryland divisions have both firm and interruptible contracts with four interstate “open access” pipelines including Eastern Shore. The divisions are directly interconnected with Eastern Shore and services upstream of Eastern Shore are contracted with Transco Gas Pipeline Corporation (“Transco”), Columbia Gas Transmission (“Columbia”) and Columbia Gulf Transmission Company (“Gulf”). The divisions use their firm transportation supply resources to meet a significant percentage of their projected demand requirements. In order to meet the difference between firm supply and firm demand, the divisions purchase natural gas supply on the spot market from various suppliers. This gas is transported by the upstream pipelines and delivered to the divisions’ interconnects with Eastern Shore. The divisions also have the capability to use propane-air peak-shaving to supplement or displace the spot market purchases. The Company believes that the availability of gas supply and transportation to the Delaware and Maryland divisions is adequate under existing arrangements to meet the anticipated needs of their customers.

Delaware Delaware’s contracts with Transco include: (a) firm transportation capacity of 8,663 dekatherms (“Dt”) per day, which expires in 2005; (b) firm transportation capacity of 311 Dt per day for December through February, expiring in 2006; and (c) firm transportation capacity of 366 Dt per day, which expires in 2005; and (d) firm storage service, providing a total capacity of 142,830 Dt, with provisions to continue from year to year, subject to six (6) months notice for termination.

Delaware’s contracts with Columbia include: (a) firm transportation capacity of 852 Dt per day, which expires in 2014; (b) firm transportation capacity of 1,132 Dt per day, which expires in 2017; (c) firm transportation capacity of 549 Dt per day, which expires in 2018; (d) firm transportation capacity of 899 per day, which expires in 2019; (e) firm storage service providing a peak day entitlement of 6,193 Dt and a total capacity of 298,195 Dt, which expires in 2014; (f) firm storage service, providing a peak day entitlement of 635 Dt and a total capacity of 57,139 Dt, which

expires in 2017; (g) firm storage service providing a peak day entitlement of 583 Dt and a total capacity of 52,460 Dt, which expires in 2018; and (h) firm storage service providing a peak day entitlement of 583 Dt and a total capacity of 52,460 Dt, which expires in 2019. Delaware's contracts with Columbia for storage-related transportation provide quantities that are equivalent to the peak day entitlement for the period of October through March and are equivalent to fifty percent (50%) of the peak day entitlement for the period of April through September. The terms of the storage-related transportation contracts mirror the storage services that they support.

Delaware's contract with Gulf, which expires in 2004, provides firm transportation capacity of 868 Dt per day for the period November through March and 798 Dt per day for the period April through October.

Delaware's contracts with Eastern Shore include: (a) firm transportation capacity of 32,087 Dt per day for the period December through February, 30,865 Dt per day for the months of November, March and April, and 21,789 Dt per day for the period May through October, with various expiration dates ranging from 2004 to 2017; (b) firm storage capacity under Eastern Shore's Rate Schedule GSS providing a peak day entitlement of 2,655 Dt and a total capacity of 131,370 Dt, which expires in 2013; (c) firm storage capacity under Eastern Shore's Rate Schedule LSS providing a peak day entitlement of 580 Dt and a total capacity of 29,000 Dt, which expires in 2013; and (d) firm storage capacity under Eastern Shore's Rate Schedule LGA providing a peak day entitlement of 911 Dt and a total capacity of 5,708 Dt, which expires in 2006. Delaware's firm transportation contracts with Eastern Shore also include Eastern Shore's provision of swing transportation service. This service includes: (a) firm transportation capacity of 1,846 Dt per day on Transco's pipeline system, retained by Eastern Shore, in addition to Delaware's Transco capacity referenced earlier and (b) an interruptible storage service under Transco's Rate Schedule ESS that supports a swing supply service provided under Transco's Rate Schedule FS.

Delaware currently has contracts for the purchase of firm natural gas supply with several suppliers. These supply contracts provide the availability of a maximum firm daily entitlement of 20,600 Dt and the supplies are transported by Transco, Columbia, Gulf and Eastern Shore under firm transportation contracts. The gas purchase contracts have various expiration dates and daily quantities may vary from day to day and month to month.

Maryland. Maryland's contracts with Transco include: (a) firm transportation capacity of 4,738 Dt per day, which expires in 2005; (b) firm transportation capacity of 155 Dt per day for December through February, expiring in 2006; and (c) firm storage service providing a total capacity of 33,120 Dt, with provisions to continue from year to year, subject to six months notice for termination.

Maryland's contracts with Columbia include: (a) firm transportation capacity of 442 Dt per day, which expires in 2014; (b) firm transportation capacity of 908 Dt per day, which expires in 2017; (c) firm transportation capacity of 350 Dt per day, which expires in 2018; (d) firm storage service providing a peak day entitlement of 3,142 Dt and a total capacity of 154,756 Dt, which expires in 2014; and (e) firm storage service providing a peak day entitlement of 521 Dt and a total capacity of 46,881 Dt, which expires in 2017. Maryland's contracts with Columbia for storage-related transportation provide quantities that are equivalent to the peak day entitlement for the period October through March and are equivalent to fifty percent (50%) of the peak day entitlement for the period April through September. The terms of the storage-related transportation contracts mirror the storage services that they support.

Maryland's contract with Gulf, which expires in 2004, provides firm transportation capacity of 590 Dt per day for the period November through March and 543 Dt per day for the period April through October.

Maryland's contracts with Eastern Shore include: (a) firm transportation capacity of 13,378 Dt per day for the period December through February, 12,654 Dt per day for the months of November, March and April, and 8,093 Dt per day for the period May through October; (b) firm storage capacity under Eastern Shore's Rate Schedule GSS providing a peak day entitlement of 1,428 Dt and a total capacity of 70,665 Dt, which expires in 2013; (c) firm storage capacity under Eastern Shore's Rate Schedule LSS providing a peak day entitlement of 309 Dt and a total capacity of 15,500

Dt, which expires in 2013; and (d) firm storage capacity under Eastern Shore's Rate Schedule LGA providing a peak day entitlement of 569 Dt and a total capacity of 3,560 Dt, which expires in 2006. Maryland's firm transportation contracts with Eastern Shore also include Eastern Shore's provision of swing transportation service. This service includes: (a) firm transportation capacity of 969 Dt per day on Transco's pipeline system, retained by Eastern Shore, in addition to Maryland's Transco capacity referenced earlier and (b) an interruptible storage service under Transco's Rate Schedule ESS that supports a swing supply service provided under Transco's Rate Schedule FS.

Maryland currently has contracts for the purchase of firm natural gas supply with several suppliers. These supply contracts provide the availability of a maximum firm daily entitlement of 7,600 Dt and the supplies are transported by Transco, Columbia, Gulf and Eastern Shore under Maryland's transportation contracts. The gas purchase contracts have various expiration dates and daily quantities may vary from day to day and month to month.

*Florida* The Florida division receives transportation service from Florida Gas Transmission Company ("FGT"), a major interstate pipeline. Chesapeake has contracts with FGT for: (a) daily firm transportation capacity of 27,579 Dt in November through April, 21,200 Dt in May through September, and 27,416 Dt in October under FGT's firm transportation service FTS-1 rate schedule; (b) daily firm transportation capacity of 1,000 Dt daily under FGT's firm transportation service FTS-2 rate schedule. The firm transportation contract FTS-1 expires on July 31, 2010 with the Company retaining a right of first refusal on this capacity. The firm transportation contract FTS-2 expires on March 1, 2015. Chesapeake requested a turnback of all but 1,000 Dt per day year round of its FTS-2 capacity. This turnback coincided with the in service dates of FGT's Phase 5 Project in the second quarter of 2002.

The Florida division also began receiving transportation service from Gulfstream Natural Gas System ("Gulfstream"), beginning in June 2002. Chesapeake has a contract with Gulfstream for daily firm transportation capacity of 10,200 Dt daily. The contract with Gulfstream expires May 31, 2022.

The Florida division received its gas supply from various suppliers. If needed, some supply was bought on the spot market; however, the majority was bought under the terms of two firm supply contracts. On November 5, 2002, the Florida Public Service Commission authorized the Florida division to convert all remaining sales customers to transportation service and exit the gas supply function.

*Eastern Shore.* Eastern Shore has 2,888 thousand cubic feet ("Mcf") of firm transportation capacity under Rate Schedule FT under contract with Transco, which expires in 2005. Eastern Shore also has 7,046 Mcf of firm peak day entitlements and total storage capacity of 278,264 Mcf under Rate Schedules GSS, LSS and LGA, respectively, under contract with Transco. The GSS and LSS contracts expire in 2013 and the LGA contract expires in 2006.

Eastern Shore also has firm storage service under Rate Schedule FSS and firm storage transportation capacity under Rate Schedule SST under contract with Columbia. These contracts, which expire in 2004, provide for 1,073 Mcf of firm peak day entitlement and total storage capacity of 53,738 Mcf.

Eastern Shore has retained the firm transportation capacity and firm storage services described above in order to provide swing transportation service to those customers that requested such service.

### **Competition**

See discussion on competition in Item 7 under the heading "Management's Discussion and Analysis — Competition."

### **Rates and Regulation**

*General* Chesapeake's natural gas distribution divisions are subject to regulation by the Delaware, Maryland and Florida Public Service Commissions with respect to various aspects of the Company's business, including the rates for sales to all of their customers in each jurisdiction. All of Chesapeake's firm distribution rates are subject to

purchased gas adjustment clauses, which match revenues with gas costs and normally allow eventual full recovery of gas costs. Adjustments under these clauses require periodic filings and hearings with the relevant regulatory authority, but do not require a general rate proceeding.

Eastern Shore is subject to regulation by the FERC as an interstate pipeline. The FERC regulates the provision of service, terms and conditions of service, and the rates and fees Eastern Shore can charge for its transportation services. In addition, the FERC regulates the rates Eastern Shore is charged for transportation and transmission line capacity and services provided by Transco and Columbia.

Management monitors the rate of return in each jurisdiction in order to ensure the timely filing of rate adjustment applications.

### ***Regulatory Proceedings***

*Delaware.* In September 1998, Chesapeake's Delaware division filed an application with the Delaware Public Service Commission ("DPSC") to propose certain rate design changes to its existing margin sharing mechanism, which was approved in Chesapeake's last rate case.

The Company proposed certain rate design changes to its existing margin sharing mechanism in order to address the level of recovery of fixed distribution costs from the residential heating service customers and smaller commercial heating customers. The Company also proposed to change the existing margin sharing mechanism to take into consideration the appropriate treatment of margins achieved by the addition of new interruptible customers on the distribution system for which the Company makes additional capital investments.

In March 1999, the Company, DPSC Staff and the Division of the Public Advocate settled all the issues in this matter and executed a proposed settlement agreement. The settlement allows the Company to increase or decrease the current margin sharing thresholds based on the actual level of recovery of fixed distribution costs from residential service heating and general service heating customers as compared to the level at which the base tariff rates were designed to recover in the last rate case. Per the settlement, the Company can implement an adjustment to the margin sharing thresholds if the weather is at least 6.5% warmer or colder than normal; however, the total increase or decrease in the amount of additional gross margin that the Company will retain or credit to the firm ratepayers cannot exceed a \$500,000 cap.

Also under the agreements, the Company excludes the interruptible margins from the existing margin sharing mechanism for one specific interruptible customer on its distribution system for whom the Company made a capital investment to serve and currently has under a contract for interruptible service. Any additional margin retained for this customer will be included in the \$500,000 cap mentioned above. The DPSC issued its final approval of the proposed settlement on May 25, 1999.

The Company earned or retained \$500,000 of additional gross margin during 2000 as the Company met the requirements of the approved settlement in order to implement the approved mechanism. The mechanism had no impact on 2001 gross margins.

On August 2, 2001, the Delaware Division filed a general rate increase application. Interim rates, subject to refund went into effect on October 1, 2001. The Delaware Public Service Commission approved a settlement agreement for Phase I of the Rate Increase Application in April 2002. Phase I should result in an increase in rates of approximately \$380,000 per year. The Company, the Commission staff and the Division of the Public Advocate have reached a settlement agreement for Phase II. The Delaware Public Service Commission approved the agreement in November 2002. The impact of Phase II should result in an additional increase in rates of approximately \$90,000 per year. Phase II also reduced the Company's sensitivity to warmer than normal weather by changing the minimum customer charge and the margin sharing arrangement for interruptible sales, off system sales and capacity release income.

As a result of filing the general rate increase application on August 2, 2001, the Delaware Division's previously approved rate design changes in 1999 to its margin sharing mechanism terminated. The previous rate design changes that addressed the level of recovery of fixed distribution costs from its residential and smaller commercial customers in relation to its margin sharing mechanism and the actual weather experienced, ended upon the implementation of interim rates on October 1, 2001.

*Maryland.* During the 1999 Maryland General Assembly legislative session, taxation of electric and gas utilities changed by the passage of The Electric and Gas Utility Tax Reform Act ("Tax Act"). Effective January 1, 2000, the Tax Act altered utility taxation to account for the restructuring of the electric and gas industries by either repealing and/or amending the existing Public Service Company Franchise Tax, Corporate Income Tax and Property Tax. Chesapeake submitted a regulatory filing with the Maryland Public Service Commission ("MPSC") on December 30, 1999 to implement new tariff sheets necessary to incorporate the changes necessitated by the passage of the Tax Act. The tariff revisions (1) would implement new base tariff rates to reflect the estimated state corporate income tax liability; (2) assess the new per unit distribution franchise tax; and (3) repeal specified portions of the tariff that related to the former 2% gross receipts tax.

On January 12, 2000, the Maryland Public Service Commission ("MPSC") issued an order requiring the Company to file new tariff sheets, with an effective date of January 12, 2000, to increase its natural gas delivery service rates by \$82,763 on an annual basis to recover the estimated impact of the state corporate income tax. Also as part of the MPSC order, the Company was directed to recover the new distribution franchise tax of \$0.0042 per Ccf as a separate line item charge on the customers' bills. On January 14, 2000, the Company filed new natural gas tariff sheets in compliance with the MPSC order.

*Florida.* On August 8, 2001, the Florida Division filed a petition for approval of tariff modifications relating to the Competitive Rate Adjustment Cost Recovery Clause (the "Clause"). On October 1, 2001, the Florida Public Service Commission ("FPSC") issued an order approving the Clause. The Clause provides for the equitable distribution of surpluses or collection of shortfalls from both sales and transportation customers, excluding "market price" customers, of any variances between tariff rates and actual revenue derived from those customers who are provided service under the flexible rate tariff.

On November 19, 2001, the Florida Division filed a petition with the Florida Public Service Commission for approval of certain transportation cost recovery factors. The Florida Public Service Commission approved the factors on January 24, 2002. In the Florida Division's rate case approved in November 2000, the FPSC approved the concept but not the specifics of the recovery methodology or the level of costs to be recovered. The methodology and factors approved provide for the recovery, over a two-year period, of the Florida Division's actual and projected expenses incurred in the implementation of the transportation provisions of the tariff as approved in the November 2000 rate case.

On February 4, 2002, the FPSC approved a special contract with Suwannee American Limited Partnership. The agreement is for the construction of distribution facilities connecting Florida Gas Transmission's ("FGT") pipeline to the Suwannee American cement plant in order to provide natural gas service. The FGT pipeline and all of the Florida Division's facilities are located on Suwannee America's property located in Suwannee County, Florida.

On November 5, 2002, the Florida Public Service Commission authorized the Florida division to convert all remaining sales customers to transportation service and exit the gas supply function. Implementation of Phase One of the Transitional Transportation Service ("TTS") program is underway and all remaining sales customers have been assigned to a gas marketer selected to manage the TTS customer pool.

Eastern Shore. On December 9, 1999, Eastern Shore filed an application before the FERC requesting authorization for the following: (1) construction and operation of approximately two miles of 16-inch mainline looping in Pennsylvania, (2) abandonment of one mile of 2-inch lateral in Delaware and Maryland and replacement of the segment with a 4-inch lateral, (3) construction and operation of approximately ten miles of 6-inch mainline extension in Delaware, (4) construction and operation of five delivery points on the new 6-inch mainline extension in Delaware, and (5) installation certain minor auxiliary facilities at the existing Daleville compressor station in Pennsylvania. The purpose of the construction was to enable Eastern Shore to provide 7,065 Dekatherms of additional daily firm service capacity on Eastern Shore's system. The FERC approved Eastern Shore's application on April 28, 2000. The two miles of 16-inch mainline looping in Pennsylvania and the one mile of 4-inch lateral replacement in Delaware and Maryland were completed and placed in service during the fourth quarter of 2000. The ten miles of 6-inch mainline extension and associated delivery points in Delaware were completed and placed into service during the third quarter of 2001.

On January 11, 2001, Eastern Shore filed an application before the FERC requesting authorization for the following: (1) construction and operation of six miles of 16-inch pipeline looping in Pennsylvania and Maryland, (2) installation of 3,330 horsepower of additional capacity at the existing Daleville compressor station and (3) construction and operation of a new delivery point in Chester County, Pennsylvania. The purpose of the construction was to enable Eastern Shore to provide 19,800 Dt of additional daily firm service capacity on its system. The expansion was completed and placed in service in the fourth quarter of 2001.

On January 25, 2002, Eastern Shore filed an application before FERC requesting authorization for the following: (1) Segment 1 – construction and operation of 1.5 miles of 16-inch mainline looping in Pennsylvania on Eastern Shore's existing right-of-way; and (2) Segment 2 – construction and operation of 1.0 mile of 16-inch mainline looping in Maryland and Delaware on, or adjacent to, Eastern Shore's existing right-of-way. The purpose of the construction was to enable Eastern Shore to provide 4,500 Dt of additional daily firm capacity on Eastern Shore's system. The expansion was completed and placed into service during the fourth quarter of 2002.

On October 31, 2001, Eastern Shore Natural Gas Company, the Company's natural gas transmission subsidiary, filed a rate change with the FERC pursuant to the requirements of the Stipulation and Agreement dated August 1, 1997. Following settlement conferences held in May 2002, the parties reached a settlement in principle on or about May 23, 2002 to resolve all issues related to its rate case.

The Offer of Settlement and the Stipulation and Agreement were finalized and filed with the FERC on August 2, 2002. The agreement provides that Eastern Shore's rates will be based on a cost of service of \$12.9 million per year. Cost savings estimated at \$456,000 will be passed on to firm transportation customers. Initial comments supporting the settlement agreement were filed by the FERC staff and by Eastern Shore. No adverse comments were filed. The Presiding Judge certified the Offer of Settlement to the FERC as uncontested on August 27, 2002. On October 10, 2002, the FERC issued an Order approving the Offer of Settlement and the Stipulation and Agreement. The settlement rates went into effect December 1, 2002.

During October 2002, Eastern Shore filed for recovery of gas supply realignment costs associated with the implementation of FERC Order No. 636. The costs totaled \$196,000 (including interest). On November 14, 2002, the FERC issued an Order requiring Eastern Shore to fulfill certain requirements prior to FERC's review of Eastern Shore's application. It is anticipated Eastern Shore will refile for recovery of these costs during the second quarter of 2003. It is uncertain at this time when the FERC will consider this matter or the ultimate outcome.

#### ***(i) (b) Propane Distribution and Marketing***

##### ***General***

Chesapeake's propane distribution group consists of (1) Sharp Energy, Inc. ("Sharp Energy"), a wholly owned subsidiary of Chesapeake, (2) Sharpgas, Inc. ("Sharpgas"), a wholly owned subsidiary of Sharp Energy, and (3) Tri-

County Gas Company, Inc. (“Tri-County”), a wholly owned subsidiary of Chesapeake. The propane marketing group consists of Xeron, Inc. (“Xeron”), a wholly owned subsidiary of Chesapeake.

Propane is a form of liquefied petroleum gas, which is typically extracted from natural gas or separated during the crude oil refining process. Although propane is a gas at normal pressure, it is easily compressed into liquid form for storage and transportation. Propane is a clean-burning fuel, gaining increased recognition for its environmental superiority, safety, efficiency, transportability and ease of use relative to alternative forms of energy. Propane is sold primarily in suburban and rural areas, which are not served by natural gas pipelines. Demand is typically much higher in the winter months and is significantly affected by seasonal variations, particularly the relative severity of winter temperatures, because of its use in residential and commercial heating.

The Company’s propane distribution operations served approximately 34,600 propane customers on the Delmarva Peninsula and delivered approximately 21 million retail and wholesale gallons of propane during 2002.

In May 1998, Chesapeake acquired Xeron, a natural gas liquids trading company located in Houston, Texas. Xeron markets propane to large independent and petrochemical companies, resellers and southeastern retail propane companies in the United States. Additional information on Xeron’s trading and wholesale marketing activities, market risks and the controls that limit and monitor the risks are included in Item 7 under the heading “Management’s Discussion and Analysis — Cautionary Statement.”

The propane distribution business is affected by many factors such as seasonality, the absence of price regulation and competition among local providers. The propane marketing business is affected by wholesale price volatility and the supply and demand for propane at a wholesale level.

#### ***Adequacy of Resources***

The Company’s propane distribution operations purchase propane primarily from suppliers, including major domestic oil companies and independent producers of gas liquids and oil. Supplies of propane from these and other sources are readily available for purchase by the Company. Supply contracts generally include minimum (not subject to take-or-pay premiums) and maximum purchase provisions.

The Company’s propane distribution operations use trucks and railroad cars to transport propane from refineries, natural gas processing plants or pipeline terminals to the Company’s bulk storage facilities. From these facilities, propane is delivered in portable cylinders or by “bobtail” trucks, owned and operated by the Company, to tanks located at the customer’s premises.

Xeron does not own physical storage facilities or equipment to transport propane; however, it contracts for storage and pipeline capacity to facilitate the sale of propane on a wholesale basis.

#### ***Competition***

The Company’s propane distribution operations compete with several other propane distributors in their service territories, primarily on the basis of service and price, emphasizing reliability of service and responsiveness. Competition is generally from local outlets of national distribution companies and local businesses, because distributors located in close proximity to customers incur lower costs of providing service. Propane competes with electricity as an energy source, because it is typically less expensive than electricity, based on equivalent BTU value. Propane also competes with home heating oil as an energy source. Since natural gas has historically been less expensive than propane, propane is generally not distributed in geographic areas serviced by natural gas pipeline or distribution systems.

Xeron competes against various marketers, many of which have significantly greater resources and are able to obtain price or volumetric advantages over Xeron.

The Company's propane distribution and marketing activities are not subject to any federal or state pricing regulation. Transport operations are subject to regulations concerning the transportation of hazardous materials promulgated under the Federal Motor Carrier Safety Act, which is administered by the United States Department of Transportation and enforced by the various states in which such operations take place. Propane distribution operations are also subject to state safety regulations relating to "hook-up" and placement of propane tanks.

The Company's propane operations are subject to all operating hazards normally associated with the handling, storage and transportation of combustible liquids, such as the risk of personal injury and property damage caused by fire. The Company carries general liability insurance in the amount of \$35 million, but there is no assurance that such insurance will be adequate.

#### ***(i) (c) Advanced Information Services***

##### ***General***

Chesapeake's advanced information services segment consists of BravePoint, Inc. ("BravePoint"), a wholly owned subsidiary of the Company. The Company changed its name from United Systems, Inc. in 2001 to reflect a change in service offerings.

BravePoint is based in Atlanta and primarily provides web-related products and services and support for users of PROGRESS™, a fourth generation computer language and Relational Database Management System. BravePoint offers consulting, staffing, product development, implementation and web-related services for its client base, which includes many large domestic and international corporations.

##### ***Competition***

The advanced information services business faces significant competition from a number of larger competitors having substantially greater resources available to them than does the Company. In addition, changes in the advanced information services business are occurring rapidly, which could adversely impact the markets for the products and services offered by these businesses.

#### ***(i) (d) Water Services***

##### ***General***

The Company owns several businesses involved in water conditioning and treatment and bottled water services. Sam Shannahan Well Co., Inc. (dba Sharp Water, Inc.) and Sharp Water, Inc. are wholly owned subsidiaries of Chesapeake. EcoWater Systems of Michigan, Inc. (dba Douglas Water Conditioning), Carroll Water Systems, Inc., Absolute Water Care, Inc., Sharp Water of Florida, Inc. (dba EcoWater Systems of Stuart), Sharp Water of Minnesota, Inc. (dba EcoWater Systems of Rochester) and Sharp Water of Idaho, Inc. (dba Intermountain Water) are wholly owned subsidiaries of Sharp Water, Inc.

##### ***Competition***

The water operations serve central and southern Delaware; the eastern shore of Virginia; Maryland; central Michigan; Rochester, Minnesota; Boise and Moscow, Idaho and parts of Florida. They face competition from a variety of national and local suppliers of water conditioning and treatment services and bottled water.

#### ***(i) (e) Other Subsidiaries***

Skipjack, Inc. ("Skipjack"), Eastern Shore Real Estate, Inc. and Chesapeake Investment Company are wholly owned subsidiaries of Chesapeake Service Company. Skipjack and Eastern Shore Real Estate, Inc. own and lease office buildings Delaware and Maryland to affiliates of Chesapeake. Chesapeake Investment Company is a Delaware affiliated investment company.

**(ii) Seasonal Nature of Business**

Revenues from the Company's residential and commercial natural gas sales and from its propane distribution activities are affected by seasonal variations, since the majority of these sales are to customers using the fuels for heating purposes. Revenues from these customers are accordingly affected by the mildness or severity of the heating season.

**(iii) Capital Budget**

A discussion of capital expenditures by business segment is included in Item 7 under the heading "Management Discussion and Analysis — Liquidity and Capital Resources."

**(iv) Employees**

As of December 31, 2002, Chesapeake had 582 employees, including 196 in natural gas, 138 in propane, 90 in advanced information services and 127 in water conditioning. The remaining 31 employees are considered general and administrative and include officers of the Company, treasury, accounting, information technology, human resources and other administrative personnel.

**(v) Executive Officers of the Registrant**

Information pertaining to the executive officers of the Company is as follows:

Ralph J. Adkins (age 60) Mr. Adkins is Chairman of the Board of Directors of Chesapeake. He has served as Chairman since 1997. Prior to January 1, 1999, Mr. Adkins served as Chief Executive Officer, a position he had held since 1990. During his tenure with Chesapeake Mr. Adkins has also served as President and Chief Executive Officer, President and Chief Operating Officer, Executive Vice President, Senior Vice President, Vice President and Treasurer of Chesapeake. He has been a director of Chesapeake since 1989.

John R. Schimkaitis (age 55) Mr. Schimkaitis assumed the role of Chief Executive Officer on January 1, 1999. He has served as President since 1997. His present term expires on May 20, 2003. Prior to his new post, Mr. Schimkaitis has also served as President and Chief Operating Officer, Executive Vice President and Chief Operating Officer, Senior Vice President and Chief Financial Officer, Vice President, Treasurer, Assistant Treasurer and Assistant Secretary of Chesapeake. He has been a director of Chesapeake since 1996.

Michael P. McMasters (age 44) Mr. McMasters is Vice President, Chief Financial Officer and Treasurer of Chesapeake Utilities Corporation. He has served as Vice President, Chief Financial Officer and Treasurer since December 1996. He previously served as Vice President of Eastern Shore, Director of Accounting and Rates and Controller. From 1992 to May 1994, Mr. McMasters was employed as Director of Operations Planning for Equitable Gas Company.

Stephen C. Thompson (age 42) Mr. Thompson is Vice President of the Natural Gas Operations as well as Vice President of Chesapeake Utilities Corporation. He has served as Vice President since May 1997. He has served as President, Vice President, Director of Gas Supply and Marketing, Superintendent of Eastern Shore and Regional Manager for the Florida Distribution Operations.

William C. Boyles (age 45) Mr. Boyles is Vice President and Corporate Secretary of Chesapeake Utilities Corporation. Mr. Boyles has served as Corporate Secretary since 1998 and Vice President since 1997. He previously served as Director of Administrative Services, Director of Accounting and Finance, Treasurer, Assistant Treasurer and Treasury Department Manager. Prior to joining Chesapeake, he was employed as a Manager of Financial Analysis at Equitable Bank of Delaware and Group Controller at Irving Trust Company of New York.

## **ITEM 2. PROPERTIES**

### **(a) General**

The Company owns offices and operates facilities in the following locations: Pocomoke, Salisbury, Cambridge and Princess Anne, Maryland; Dover, Seaford, Laurel and Georgetown, Delaware; Winter Haven, Florida; and Fenton, Michigan. Chesapeake rents office space in Dover and Ocean View, Delaware; Jupiter, Lecanto, Venice and Stuart, Florida; Chincoteague and Belle Haven, Virginia; Easton, Salisbury, Westminster, Severna Park and Pocomoke, Maryland; Waterford, Michigan; Houston, Texas; Atlanta, Georgia; Boise and Moscow, Idaho; and Rochester, Minnesota. In general, the properties of the Company are adequate for the uses for which they are employed. Capacity and utilization of the Company's facilities can vary significantly due to the seasonal nature of the natural gas and propane distribution businesses

### **(b) Natural Gas Distribution**

Chesapeake owns over 712 miles of natural gas distribution mains (together with related service lines, meters and regulators) located in its Delaware and Maryland service areas and 547 miles of such mains (and related equipment) in its Central Florida service areas. Chesapeake also owns facilities in Delaware and Maryland for propane-air injection during periods of peak demand. Portions of the properties constituting Chesapeake's distribution system are encumbered pursuant to Chesapeake's First Mortgage Bonds.

### **(c) Natural Gas Transmission**

Eastern Shore owns approximately 304 miles of transmission pipelines extending from three supply interconnects at Parkesburg, Pennsylvania; Daleville, Pennsylvania and Hockessin, Delaware to over seventy-five delivery points in southeastern Pennsylvania, the eastern shore of Maryland and Delaware. Eastern Shore also owns three compressor stations located in Delaware City, Delaware; Daleville, Pennsylvania and Bridgeville, Delaware. The compressor stations are used to increase pressures as necessary to meet system demands.

### **(d) Propane Distribution and Marketing**

The company's Delmarva-based propane distribution operation owns bulk propane storage facilities with an aggregate capacity of approximately 2.2 million gallons at 31 plant facilities in Delaware, Maryland and Virginia, located on real estate they either own or lease. The company's Florida-based propane distribution operation owns three bulk propane storage facilities with a total capacity of 66,000 gallons. Xeron does not own physical storage facilities or equipment to transport propane.

### **(e) Water Services**

The Company owns and operates a resin regeneration facility in Salisbury, Maryland to serve exchange tank and metered water customers and a sales office in Fenton, Michigan. The other water operations operate out of rented facilities.

## **ITEM 3. LEGAL PROCEEDINGS**

### **(a) General**

The Company and its subsidiaries are involved in certain legal actions and claims arising in the normal course of business. The Company is also involved in certain legal and administrative proceedings before various governmental agencies concerning rates. In the opinion of management, the ultimate disposition of these proceedings will not have a material effect on the consolidated financial position of the Company.

### **(b) Environmental**

#### ***Dover Gas Light Site***

In 1984, the State of Delaware notified the Company that they had discovered contamination on a parcel of land it purchased in 1949 from Dover Gas Light Company, a predecessor gas company. The State also asserted that the Company was the responsible party for any clean-up and prospective environmental monitoring of the site. The Delaware

Department of Natural Resources and Environmental Control (“DNREC”) and Chesapeake conducted subsequent investigations and studies beginning in 1984 and 1985. Soil and ground-water contamination associated with the operations of the former manufactured gas plant (“MGP”), the Dover Gas Light Company, were found on the property.

In February 1986, the State of Delaware entered into an agreement (“the 1986 Agreement”) with Chesapeake whereby Chesapeake reimbursed the State for its costs to purchase an alternate property for construction of its Family Court Building and the State agreed to never construct on the property of the former MGP.

In October 1989, the Environmental Protection Agency (“EPA”) listed the Dover Gas Light Site (“site”) on the National Priorities List under the Comprehensive Environmental Response, Compensation and Liability Act (“CERCLA” or “Superfund”). EPA named both the State of Delaware and the Company as potentially responsible parties (“PRPs”) for the site.

The EPA issued a clean-up remedy for the site through a Record of Decision (“ROD”) dated August 16, 1994. The remedial action selected by the EPA in the ROD addressed the ground-water and soil. The ground-water remedy included a combination of hydraulic containment and natural attenuation. The soil remedy included complete excavation of the former MGP property. The ROD estimated the costs of the selected remediation of ground-water and soil at \$2.7 million and \$3.3 million, respectively.

In May 1995, EPA issued an order to the Company under section 106 of CERCLA (the “Order”), which required the Company to implement the remedy described in the ROD. The Order was also issued to General Public Utilities Corporation, Inc. (“GPU”), which both EPA and the Company believe is liable under CERCLA. Other PRPs, including the State of Delaware, were not ordered to perform the ROD. Although notifying EPA of its objections to the Order, the Company agreed to comply. GPU informed EPA that it did not intend to comply with the Order and to this date has not fulfilled its remedial action obligation under the EPA Order.

The Company performed field studies and investigations during 1995 and 1996 to further characterize the extent of contamination at the site. In April 1997, the EPA issued a fact sheet stating that the EPA was considering a modification to the soil remedy that would take into account the site’s future land use restrictions, which prohibited future development on the site. The EPA proposed a soil remediation that included some on-site excavation of contaminated soils and use of institutional controls; EPA estimated the cost of its proposed soil remedy at \$5.7 million. Additionally, the fact sheet acknowledged that the soil remedy described in the ROD would cost \$10.5 million, instead of the \$3.3 million estimated in the ROD, making the overall remedy cost \$13.2 million (\$10.5 million to perform the soil remedy and \$2.7 million to perform the ground-water remediation).

In June 1997, the Company proposed an alternative soil remedy that would take into account the 1986 Agreement between Chesapeake and the State of Delaware restricting future development at the site. On December 16, 1997, the EPA issued a ROD Amendment to modify the soil remedy to include: (1) excavation and off-site thermal treatment of the contents of the former subsurface gas holders; (2) implementation of soil vapor extraction; (3) pavement of the parking lot and (4) use of institutional controls restricting future development on the site. The overall clean-up cost of the site was estimated at \$4.2 million (\$1.5 million for soil remediation and \$2.7 million for ground-water remediation).

During the fourth quarter of 1998, the Company completed the field work associated with the remediation of the gas holders (a major component of the soil remediation). During the first quarter of 1999, the Company submitted reports to the EPA documenting the gas holder remedial activities and requesting closure of the gas holder remedial project. In April 1999, the EPA approved the closure of the gas holder remediation project, certified that all performance standards for the project were met and no additional work was needed for that phase of the soil remediation. The gas holder remediation project was completed at a cost of \$550,000.

During 1999, the Company completed the construction of the soil vapor extraction (“SVE”) system (another major component of the soil remediation) and continued with the ongoing operation of the system at a cost of \$250,000. In 2000, the Company operated the SVE system and during the last quarter of 2000, the Company submitted to the EPA their finding along with a request to discontinue the SVE operations. In March 2001, the EPA approved discontinuation of the SVE system and certified that the performance standards were met. The SVE decommissioning and well abandonment were completed in June of 2001.

The parking lot construction (the remaining component of the soil remediation) was completed in August 2002. It was constructed on the former manufactured gas plant property, which is currently the location of the State of Delaware’s Johnson Victrola Museum. A final inspection of the parking lot was conducted on August 19, 2002 at which time the USEPA and the State of Delaware gave its final approval of the work.

A Remedial Action (“RA”) Report was submitted to the EPA in September 2002 as part of a request to close out the soil remedial program completed on the property. The Remedial Action Report included a summary documentation of the soil remediation (soil vapor extraction, holder remediation and parking lot construction activities) completed on the property. Pending approval of the consent decrees and EPA’s final approval of the RA report, close out of the soil remediation conducted on the property will fulfill Chesapeake’s remedial action obligations for the site.

Discussions regarding an appropriate ground-water remedy for the site have continued. The Company’s independent consultants prepared preliminary cost estimates of two potentially acceptable alternatives to complete the ground-water remediation activities at the site. The costs range from a low of \$390,000 in capital and \$37,000 per year of operating costs for 30 years for natural attenuation to a high of \$3.3 million in capital and \$1.0 million per year in operating costs to operate a pump-and-treat / ground-water containment system. The pump-and-treat / ground-water containment system is intended to contain the MGP contaminants to allow the ground-water outside of the containment area to naturally attenuate. The operating cost estimate for the containment system is dependent upon the actual ground-water quality and flow conditions. The EPA is working with another responsible party to further investigate the viability of monitored natural attenuation as the ground-water remedy.

In March 1995, the Company commenced litigation against the State of Delaware for contribution to the remedial costs being incurred to implement the ROD. In December of 1995, this case was dismissed without prejudice based on a settlement agreement between the parties (the “Settlement”). Under the Settlement, the State agreed to: reaffirm the 1986 Agreement with Chesapeake not to construct on the MGP property and support the Company’s proposal to reduce the soil remedy for the site; contribute \$600,000 toward the cost of implementing the ROD and reimburse the EPA for \$400,000 in oversight costs. The Settlement is contingent upon a formal settlement agreement between EPA and the State of Delaware. Upon satisfaction of all conditions of the Settlement, the litigation will be dismissed with prejudice.

In June 1996, the Company initiated litigation against GPU (now First Energy) for response costs incurred by Chesapeake and a declaratory judgment as to GPU’s liability for future costs at the site. In August 1997, the United States Department of Justice also filed a lawsuit against GPU seeking a Court Order to require GPU to participate in the site clean-up, pay penalties for GPU’s failure to comply with the EPA Order, pay EPA’s past costs and a declaratory judgment as to GPU’s liability for future costs at the site. In November 1998, Chesapeake’s case was consolidated with the United States’ case against GPU. A case management order scheduled the trial for February 2001. In early February 2001, the Company and GPU reached a tentative settlement agreement that is subject to approval of the courts.

In May 2001, Chesapeake, GPU, the State of Delaware and the EPA signed a settlement term sheet reflecting the agreement in principle to settle a lawsuit with respect to the Dover Gas Light site. The terms of the final agreement have been memorialized in two consent decrees and have now been approved by all parties. The consent decrees have been presented by the Department of Justice to its highest level of management for final approval. The consent decrees will then be published for public comment and submitted to a federal judge for approval.

If the agreement in principle receives final approval, Chesapeake will:

- Receive a net payment of \$1.15 million from other parties to the agreement. These proceeds will be passed on to Chesapeake's firm customers, in accordance with the environmental rate rider.
- Receive a release from liability and covenant not to sue from the EPA and the State of Delaware. This will relieve Chesapeake from liability for future remediation at the site, unless previously unknown conditions are discovered at the site, or information previously unknown to EPA is received that indicates the remedial action related to the prior manufactured gas plant is not sufficiently protective. These contingencies are standard, and are required by the United States in all liability settlements.

At December 31, 2001, the Company had accrued \$2.1 million of costs associated with the remediation of the Dover site and had recorded an associated regulatory asset for the same amount. Of that amount, \$1.5 million was for estimated ground-water remediation and \$600,000 was for remaining soil remediation. The \$1.5 million represented the low end of the ground-water remediation estimates prepared by an independent consultant and was used because the Company could not, at that time, predict the remedy the EPA might require.

Upon receiving final court approval of the consent decrees, Chesapeake will reduce both the accrued environmental liability and the associated environmental regulatory asset to the amount required to complete its obligations.

Through December 31, 2002, the Company has incurred approximately \$9.2 million in costs relating to environmental testing and remedial action studies at the Dover site. In 1990, the Company entered into settlement agreements with a number of insurance companies resulting in proceeds to fund actual environmental costs incurred over a five to seven-year period. In 1995, the Delaware Public Service Commission, authorized recovery of all unrecovered environmental costs incurred by a means of a rider (supplement) to base rates, applicable to all firm service customers. The costs, exclusive of carrying costs, would be recovered through a five-year amortization offset by the associated deferred tax benefit. The deferred tax benefit is the carrying cost savings associated with the timing of the deduction of environmental costs for tax purposes as compared to financial reporting purposes. Each year an environmental surcharge rate is calculated to become effective December 1. The surcharge or rider rate is based on the amortization of expenditures through September of the filing year plus amortization of expenses from previous years. The rider makes it unnecessary to file a rate case every year to recover expenses incurred. Through December 31, 2002, the unamortized balance and amount of environmental costs not included in the rider were \$2,243,000 and \$24,000, respectively. With the rider mechanism established, it is management's opinion that these costs and any future costs, net of the deferred income tax benefit, will be recoverable in rates.

#### ***Salisbury Town Gas Light Site***

In cooperation with the Maryland Department of the Environment ("MDE"), the Company completed assessment of the Salisbury manufactured gas plant site, determining that there was localized ground-water contamination. During 1996, the Company completed construction and began Air Sparging and Soil-Vapor Extraction remediation procedures. Chesapeake has been reporting the remediation and monitoring results to the MDE on an ongoing basis since 1996. In February 2002, the MDE granted permission to permanently decommission the air-sparging/soil-vapor extraction system and abandon all of the monitoring wells on-site and off-site, except one being maintained for continued product monitoring and recovery. This work was completed in March 2002. In November 2002, a letter was submitted to the MDE requesting No Further Action ("NFA"). In December 2002, the MDE recommended that the Company submit work plans to MDE and place deed restrictions on the property as conditions prior to receiving an NFA. Once these items are completed, it is expected that MDE will issue an NFA. The Company is currently preparing the necessary work plans for submittal to MDE.

The estimated cost of the remaining remediation is approximately \$21,000 for the final year's operating costs and capital costs to shut down the remediation process at the end of the year. Based on these estimated costs, the Company adjusted both its liability and related regulatory asset to \$21,000 on December 31, 2002, to cover the Company's projected

remediation costs for this site. Through December 31, 2002, the Company has incurred approximately \$2.9 million for remedial actions and environmental studies. Of this amount, approximately \$1.1 million of incurred costs have not been recovered through insurance proceeds or received ratemaking treatment. Chesapeake will apply for the recovery of these and any future costs in the next base rate filing with the Maryland Public Service Commission.

***Winter Haven Coal Gas Site***

Chesapeake has been working with the Florida Department of Environmental Protection (“FDEP”) in assessing a coal gas site in Winter Haven, Florida. In May 1996, the Company filed an Air Sparging and Soil Vapor Extraction Pilot Study Work Plan for the Winter Haven site with the FDEP. The Work Plan described the Company’s proposal to undertake an Air Sparging and Soil Vapor Extraction (“AS/SVE”) pilot study to evaluate the site. After discussions with the FDEP, the Company filed a modified AS/SVE Pilot Study Work Plan, the description of the scope of work to complete the site assessment activities and a report describing a limited sediment investigation performed in 1997. In December 1998, the FDEP approved the AS/SVE Pilot Study Work Plan, which the Company completed during the third quarter of 1999. Chesapeake has reported the results of the Work Plan to the FDEP for further discussion and review. In February 2001, the Company filed a remedial action plan (“RAP”) with the FDEP to address the contamination of the subsurface soil and ground-water in the northern portion of the site. The FDEP approved the RAP on May 4, 2001.

Construction of the AS/SVE system was completed in the fourth quarter of 2002 and the system is now fully operational.

The Company has accrued a liability of \$681,000 as of December 31, 2002 for the Florida site. Through December 31, 2002, the Company has incurred approximately \$319,000 of environmental costs associated with the Florida site. A regulatory asset of \$406,000, representing the uncollected portion of the estimated clean-up costs, had also been recorded.

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

None

## PART II

### ITEM 5. MARKET FOR THE REGISTRANT'S COMMON STOCK AND RELATED SECURITY HOLDER MATTERS

#### (a) Common Stock Price Ranges, Common Stock Dividends and Shareholder Information:

The Company's Common Stock is listed on the New York Stock Exchange under the symbol "CPK." The high, low and closing prices of Chesapeake's Common Stock and dividends declared per share for each calendar quarter during the years 2002 and 2001 were as follows:

Quarter Ended	High	Low	Close	Dividends Declared Per Share
<b>2002</b>				
March 31 .....	\$19.8500 .....	\$18.8000 .....	\$19.2000 .....	\$0.2750
June 30.....	21.9900 .....	18.7500 .....	19.0100 .....	0.2750
September 30 .....	19.8500 .....	17.3900 .....	18.8600 .....	0.2750
December 31 .....	19.1100 .....	16.5000 .....	18.3000 .....	0.2750
<b>2001</b>				
March 31 .....	\$19.1250 .....	\$17.3750 .....	\$18.2000 .....	\$0.2700
June 30.....	19.5500 .....	17.6000 .....	18.8800 .....	0.2750
September 30 .....	19.2000 .....	17.7500 .....	18.3500 .....	0.2750
December 31 .....	19.9000 .....	18.1000 .....	19.8000 .....	0.2750

Indentures to the long-term debt of the Company and its subsidiaries contain various restrictions. The most stringent restrictions state that the Company must maintain equity of at least 40 percent of total capitalization and the times interest earned ratio must be at least 2.5. Additionally, under the terms of the 6.64 percent Senior Note, the Company cannot, until the retirement of the Senior Note, pay any dividends after October 31, 2002 which exceed the sub of \$10 million plus consolidated net income recognized after January 1, 2003. As of December 31, 2002, the amounts available for future dividends under this covenant are \$8.5 million.

At December 31, 2002, there were approximately 2,130 shareholders of record of the Common Stock.

Securities authorized for issuance under equity compensation plans at December 31, 2002 were as follows:

	(a)	(b)	(c)
	Number of securities to be issued upon exercise of outstanding options, warrants and rights	Weighted-average exercise price of outstanding options, warrants and rights	Number of securities remaining available for future issuance under equity compensation plans (excluding securities reflected in column (a))
Equity compensation plans approved by security holders	65,748 (1)	\$19.772	347,656 (2)
Equity compensation plans not approved by security holders	30,000 (3)	\$18.125	0
<b>Total</b>	<b>95,748</b>	<b>\$19.256</b>	<b>347,656</b>

(1) Consists of options to purchase 41,948 shares and stock appreciation rights for 23,800 shares under the 1992 Performance Incentive Plan

(2) Includes 19,800 shares under the 1995 Directors Stock Compensation Plan and 327,856 shares under the 1992 Performance Incentive Plan. The 327,856 shares excludes 8,385 shares issued in February of 2003 related to 2002 performance. The corresponding expense for the 8,385 shares was recognized in 2002.

(3) In 2000 and 2001, the Company entered into agreements with an investment banker to assist in identifying acquisition candidates. Under the agreements, the Company issued warrants to the investment banker to purchase 15,000 shares of Chesapeake stock in 2001 at a price of \$18.25 per share and 15,000 shares in 2000 at a price of \$18.00. The warrants are exercisable during a seven-year period after the date granted.

**ITEM 6. SELECTED FINANCIAL DATA**

<b>For the Years Ended December 31,</b>	<b>2002</b>	<b>2001</b>	<b>2000</b>
<b><u>Operating (in thousands of dollars)</u></b>			
Revenues			
Natural gas distribution and transmission	\$93,546	\$107,937	\$99,736
Propane	24,522	27,613	31,780
Advanced informations systems	12,764	14,104	12,390
Water services	11,731	9,971	7,011
Other & eliminations	(333)	(113)	(131)
<b>Total revenues</b>	<b>\$142,230</b>	<b>\$159,512</b>	<b>\$150,786</b>
Gross margin			
Natural gas distribution and transmission	\$40,866	\$37,355	\$35,384
Propane	14,451	14,574	16,052
Advanced informations systems	6,064	6,719	5,693
Water services	6,920	5,429	3,585
Other & eliminations	(225)	(111)	(130)
<b>Total gross margin</b>	<b>\$68,076</b>	<b>\$63,966</b>	<b>\$60,584</b>
Operating income before taxes			
Natural gas distribution and transmission	\$14,987	\$14,455	\$12,549
Propane	1,052	913	2,135
Advanced informations systems	343	517	336
Water services	(2,786)	(725)	190
Other & eliminations	236	386	816
<b>Total operating income before taxes</b>	<b>\$13,832</b>	<b>\$15,546</b>	<b>\$16,026</b>
<b>Net income from continuing operations</b>	<b>\$5,645</b>	<b>\$6,722</b>	<b>\$7,489</b>
<b><u>Assets (in thousands of dollars)</u></b>			
Gross property, plant and equipment	\$229,128	\$216,903	\$192,940
Net property, plant and equipment	\$154,779	\$150,256	\$131,466
Total assets	\$210,944	\$210,335	\$210,665
Capital expenditures	\$15,040	\$29,186	\$23,056
<b><u>Capitalization (in thousands of dollars)</u></b>			
Stockholders' equity	\$66,690	\$66,850	\$63,972
Long-term debt, net of current maturities	\$73,408	\$48,408	\$50,921
<b>Total capital</b>	<b>\$140,098</b>	<b>\$115,258</b>	<b>\$114,893</b>
Current portion of long-term debt	\$3,938	\$2,686	\$2,665
Short-term debt	\$10,900	\$42,100	\$25,400
<b>Total capitalization and short-term financing</b>	<b>\$154,936</b>	<b>\$160,044</b>	<b>\$142,958</b>

<sup>(1)</sup> The years 1994 and 1993 have not been restated to include the business combinations with Tri-County Gas Company, Inc., Tolan Water Service and Xeron, Inc

1999	1998	1997	1996	1995	1994 <sup>(1)</sup>	1993 <sup>(1)</sup>
\$75,603	\$68,770	\$88,108	\$90,044	\$79,110	\$71,781	\$64,385
25,199	23,377	28,614	36,727	26,806	20,770	16,957
13,531	10,331	7,786	7,230	8,862	8,311	6,755
2,593	1,737	1,550	1,256	1,239	-	-
(14)	(15)	(182)	(243)	(1,662)	(2,290)	(2,224)
\$116,912	\$104,200	\$125,876	\$135,014	\$114,355	\$98,572	\$85,873
\$32,370	\$29,677	\$30,086	\$29,628	\$29,102	\$24,008	\$22,838
14,129	12,091	12,501	17,579	13,235	9,444	8,627
6,575	5,316	4,065	4,554	6,687	8,311	6,755
977	734	737	915	1,017	-	-
(13)	(14)	(91)	(230)	(1,524)	(2,204)	(2,186)
\$54,038	\$47,804	\$47,298	\$52,446	\$48,517	\$39,559	\$36,034
\$10,306	\$8,820	\$9,240	\$9,627	\$10,812	\$7,820	\$7,254
2,622	965	1,137	2,668	2,128	2,288	1,588
1,470	1,316	1,046	1,056	1,061	105	86
(45)	19	113	72	67	-	-
496	485	558	560	(34)	(456)	(628)
\$14,849	\$11,605	\$12,094	\$13,983	\$14,034	\$9,757	\$8,300
\$8,271	\$5,303	\$5,868	\$7,782	\$7,696	\$4,460	\$3,914
\$172,088	\$152,991	\$144,251	\$134,001	\$120,746	\$110,023	\$100,330
\$117,663	\$104,266	\$99,879	\$94,014	\$85,055	\$75,313	\$69,794
\$166,789	\$145,029	\$145,719	\$155,787	\$130,998	\$108,271	\$100,775
\$25,917	\$12,650	\$13,471	\$15,399	\$12,887	\$10,653	\$10,064
\$60,164	\$56,356	\$53,656	\$50,700	\$45,587	\$37,063	\$34,817
\$33,777	\$37,597	\$38,226	\$28,984	\$31,619	\$24,329	\$25,682
\$93,941	\$93,953	\$91,882	\$79,684	\$77,206	\$61,392	\$60,499
\$2,665	\$520	\$1,051	\$3,526	\$1,787	\$1,348	\$1,286
\$23,000	\$11,600	\$7,600	\$12,735	\$5,400	\$8,000	\$8,900
\$119,606	\$106,073	\$100,533	\$95,945	\$84,393	\$70,740	\$70,685

For the Years Ended December 31,	2002	2001	2000
<b>Common Stock Data and Ratios</b>			
Basic earnings per share before change in accounting principle <sup>(2)(3)</sup>	\$1.21	\$1.25	\$1.43
Return on average equity before change in accounting principle	8.5%	10.3%	12.1%
Common equity / total capital	47.6%	58.0%	55.7%
Common equity / total capital and short-term financing	43.0%	41.8%	44.7%
Book value per share	\$12.04	\$12.32	\$12.08
Market price:			
High	\$21.990	\$19.900	\$18.875
Low	\$16.500	\$17.375	\$16.250
Close	\$18.300	\$19.800	\$18.625
Average number of shares outstanding	5,489,424	5,367,433	5,249,439
Shares outstanding end of year	5,537,710	5,424,962	5,297,443
Registered common shareholders	2,130	2,171	2,166
Cash dividends declared per share	\$1.10	\$1.10	\$1.07
Dividend yield (annualized)	6.0%	5.6%	5.7%
Payout ratio before change in accounting principle	90.9%	88.0%	74.8%
<b>Additional Data</b>			
Customers			
Natural gas distribution and transmission	45,133	42,741	40,854
Propane distribution	34,566	35,530	35,563
Volumes			
Natural gas deliveries (in MMCF)	27,935	27,264	30,830
Propane distribution (in thousands of gallons)	21,185	23,080	28,469
Heating degree-days (Delmarva Peninsula)	4,161	4,368	4,730
Propane bulk storage capacity (in thousands of gallons)	2,151	1,958	1,928
Total employees	582	580	542

<sup>(1)</sup> The years 1994 and 1993 have not been restated to include the business combinations with Tri-County Gas Company, Inc., Tolan Water Service and Xeron, Inc.

<sup>(2)</sup> Earnings per share amounts shown prior to 1995 represent primary earnings per share.

<sup>(3)</sup> In 2002, the change in accounting principle reduced earnings per share by \$0.35. In 1993, the change increased earnings per share by \$0.02.

1999	1998	1997	1996	1995	1994 <sup>(1)</sup>	1993 <sup>(1)</sup>
\$1.61	\$1.05	\$1.18	\$1.58	\$1.59	\$1.23	\$1.10
14.2%	9.6%	11.3%	16.2%	18.6%	12.4%	11.5%
64.0%	60.0%	58.4%	63.6%	59.0%	60.4%	57.5%
50.3%	53.1%	53.4%	52.8%	54.0%	52.4%	49.3%
\$11.60	\$11.06	\$10.72	\$10.26	\$9.38	\$10.15	\$9.76
\$19,813	\$20,500	\$21,750	\$18,000	\$15,500	\$15,250	\$17,500
\$14,875	\$16,500	\$16,250	\$15,125	\$12,250	\$12,375	\$13,000
\$18,375	\$18,313	\$20,500	\$16,875	\$14,625	\$12,750	\$15,375
5,144,449	5,060,328	4,972,086	4,912,136	4,836,430	3,628,056	3,551,932
5,186,546	5,093,788	5,004,078	4,939,515	4,860,588	3,653,182	3,575,068
2,212	2,271	2,178	2,213	2,098	1,721	1,743
\$1.03	\$1.00	\$0.97	\$0.93	\$0.90	\$0.88	\$0.86
5.6%	5.5%	4.7%	5.5%	6.2%	6.9%	5.6%
64.0%	95.2%	82.2%	58.9%	56.6%	71.5%	78.2%
39,029	37,128	35,797	34,713	33,530	32,346	31,270
35,267	34,113	33,123	31,961	31,115	22,180	21,622
27,383	21,400	23,297	24,835	29,260	22,728	19,444
27,788	25,979	26,682	29,975	26,184	18,395	17,250
4,082	3,704	4,430	4,717	4,594	4,398	4,705
1,926	1,890	1,866	1,860	1,818	1,230	1,140
522	456	397	338	335	320	326

## Management's Discussion and Analysis

### ITEM 7. MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS

#### Business Description

Chesapeake Utilities Corporation ("Chesapeake" or "the Company") is a diversified utility company engaged in natural gas distribution and transmission, propane distribution and wholesale marketing, advanced information services, water conditioning and treatment and other related businesses.

#### Liquidity and Capital Resources

Chesapeake's capital requirements reflect the capital-intensive nature of its business and are principally attributable to the construction program and the retirement of outstanding debt. The Company relies on cash generated from operations and short-term borrowing to meet normal working capital requirements and to temporarily finance capital expenditures. During 2002, net cash provided by operating activities was \$24.4 million, cash used by investing activities was \$14.1 million and cash used by financing activities was \$9.1 million. Cash provided by operations was up \$8.9 million over 2001 due primarily to a reduction in the underrecovered purchased gas cost balance of \$3.6 million, an increase in accounts payable, partially caused by liabilities for capital improvements totaling \$1.9 million, and an increase of \$1.4 million in depreciation.

The Company completed a private placement of \$30.0 million of long-term debt and drew down the funds on October 31, 2002. The debt has a fixed interest rate of 6.64 percent and is due October 31, 2017. The funds were used to repay short-term borrowing.

As of December 31, 2002 the Board of Directors has authorized the Company to borrow up to \$35.0 million of short-term debt from various banks and trust companies. On December 31, 2002, Chesapeake had four unsecured bank lines of credit with three financial institutions, totaling \$75.0 million, for short-term cash needs to meet seasonal working capital requirements and to temporarily fund portions of its capital expenditures. One of the bank lines, totaling \$15.0 million, is committed. The other three lines are subject to the banks' availability of funds. Prior to the issuance of the \$30.0 million long-term debt on October 31, 2002, the Board had authorized the Company to borrow up to \$55.0 million of short-term debt. The outstanding balances of short-term borrowing at December 31, 2002 and 2001 were \$10.9 million and \$42.1 million, respectively. In 2002, Chesapeake used funds provided by operations to fund capital expenditures and repay debt. In 2001, Chesapeake used funds provided from operations, short-term borrowing and cash on hand to fund capital expenditures.

During 2002, 2001 and 2000, investing activities totaled approximately \$14.1, \$29.2 and \$21.8 million, respectively. The property, plant and equipment expenditures for 2002 were primarily for natural gas distribution (\$8.1 million) and natural gas transmission (\$4.0 million). Natural gas distribution utilized funds to improve facilities and expand facilities to serve new customers. Natural gas transmission spending related primarily to expanding its system. Capital expenditures increased in 2001 over 2000 primarily as a result of Eastern Shore Natural Gas expenditures, totaling \$16.0 million, related to system expansion. Natural gas distribution also spent approximately \$7.2 million in 2001 for expansion of facilities to serve new customers and for improvements of facilities. The purchases of intangibles were related to acquisitions of water companies.

Chesapeake has budgeted \$16.5 million for capital expenditures during 2003. This amount includes \$12.1 million for natural gas distribution and transmission, \$2.3 million for propane distribution and marketing, \$237,000 for advanced information services, \$1.2 million for water services and \$451,000 for other operations. The natural gas distribution and transmission expenditures are for expansion and improvement of facilities. The propane expenditures are to support customer growth and for the replacement of equipment. The advanced information services expenditures are for computer hardware, software and related equipment. Expenditures for water services include expenditures to support customer growth and replace equipment. The other category includes general plant, computer software and hardware. Financing for the 2003 capital expenditure program is expected to be provided

from short-term borrowing and cash provided by operating activities. The capital expenditure program is subject to continuous review and modification. Actual capital requirements may vary from the above estimates due to a number of factors, including acquisition opportunities, changing economic conditions, customer growth in existing areas, regulation, new growth opportunities and availability of capital.

Chesapeake has budgeted \$202,000 for environmental-related expenditures during 2003 and expects to incur additional expenditures in future years (see Note M to the Consolidated Financial Statements). Management does not expect financing of future environmental-related expenditures to have a material adverse effect on the financial position or capital resources of the Company.

### **Capital Structure**

As of December 31, 2002, common equity represented 47.6 percent of total permanent capitalization, compared to 58.0 percent in 2001. Including short-term borrowing and the current portion of long-term debt, the equity component of the Company's capitalization would have been 43.0 percent and 41.8 percent, respectively.

Chesapeake remains committed to maintaining a sound capital structure and strong credit ratings to provide the financial flexibility needed to access the capital markets when required. This commitment, along with adequate and timely rate relief for the Company's regulated operations, is intended to ensure that Chesapeake will be able to attract capital from outside sources at a reasonable cost. The Company believes that the achievement of these objectives will provide benefits to customers and creditors, as well as to the Company's investors.

### **Financing Activities**

During the past two years, the Company has utilized debt and equity financing for the purpose of funding capital expenditures and acquisitions.

As noted above, on October 31, 2002, Chesapeake completed a private placement of \$30.0 million of 6.64 percent Senior Notes due October 31, 2017. The Company used the proceeds to repay short-term debt.

In May 2001, Chesapeake issued a note payable of \$300,000 at 8.5 percent, due April 6, 2006, in conjunction with a real estate purchase. This note was repaid in full on January 6, 2003. In December 2000, Chesapeake completed a private placement of \$20.0 million of 7.83 percent Senior Notes due January 1, 2015. The Company used the proceeds to repay short-term borrowing.

Chesapeake repaid approximately \$3.7 million and \$2.7 million of long-term debt in 2002 and 2001, respectively. Chesapeake issued common stock in connection with its Automatic Dividend Reinvestment and Stock Purchase Plan in the amounts of 49,782 shares in 2002, 43,101 shares in 2001 and 41,056 shares in 2000. Chesapeake also issued shares of common stock totaling 52,740, 54,921 and 52,093 in 2002, 2001 and 2000, respectively, for matching contributions for the Retirement Savings Plan.

## Management's Discussion and Analysis

### Results of Operations

Net income before the change in accounting principle for 2002 was \$5.6 million compared to \$6.7 million for 2001 and \$7.5 million for 2000. Net income, after the change in accounting principle for 2002 was \$3.7 million or \$0.68 per share. Chesapeake adopted Statement of Financial Accounting Standards No. 142 "Goodwill and Other Intangible Assets" in 2002. This resulted in a non-cash charge for goodwill impairment recorded in the first quarter, as the cumulative effect of a change in accounting principle.

#### Net Income & Basic Earnings Per Share Summary

For the Years Ended December 31,	2002	2001	Increase (decrease)	2001	2000	Increase (decrease)
<b>Before change in accounting principle</b>						
Net income *	\$5,645	\$6,722	(\$1,077)	\$6,722	\$7,489	(\$767)
Earnings per share	\$1.03	\$1.25	(\$0.22)	\$1.25	\$1.43	(\$0.18)
<b>After change in accounting principle</b>						
Net income *	\$3,729	\$6,722	(2,993)	\$6,722	\$7,489	(767)
Earnings per share	\$0.68	\$1.25	(\$0.57)	\$1.25	\$1.43	(\$0.18)

\* Dollars in thousands

Pre-tax operating income increased for the natural gas and propane segments, despite temperatures in the Delmarva region that were 5 percent warmer than both the 10-year average and 2001. Those increases were more than offset by declines in the advanced information services, water services and other segments. Advanced information services was adversely affected by a slowdown in the information technology services sector. The decline in water services was primarily the result of a goodwill impairment charge and a restructuring charge.

#### Pre-Tax Operating Income Summary (in thousands)

For the Years Ended December 31,	2002	2001	Increase (decrease)	2001	2000	Increase (decrease)
<b>Business Segment:</b>						
Natural gas distribution & transmission	\$14,987	\$14,455	\$532	\$14,455	\$12,549	\$1,906
Propane	1,052	913	139	913	2,135	(1,222)
Advanced information services	343	517	(174)	517	336	181
Water services	(2,786)	(725)	(2,061)	(725)	190	(915)
Other & eliminations	236	386	(150)	386	816	(430)
<b>Total Pre-tax Operating Income</b>	<b>\$13,832</b>	<b>\$15,546</b>	<b>(\$1,714)</b>	<b>\$15,546</b>	<b>\$16,026</b>	<b>(\$480)</b>

The reduction in earnings in 2001 compared to 2000 was due to declines in the propane segment, water services and other businesses' contribution to earnings, partially offset by increases in natural gas and advanced information services. Propane margins declined due to a 13 percent drop in sales because of warmer temperatures, a reduction in sales to poultry customers and the continuation of competitive pressures in some markets the Company serves on the Delmarva Peninsula. Heating degree-days on the Delmarva Peninsula indicate that temperatures were 8 percent warmer than 2000 and 1 percent warmer than the ten-year average. The margin decrease was partially offset by savings in operating expenses resulting from cost containment measures implemented during 2001. The decrease in water services was due principally to increased overhead related to the development of a management infrastructure and expansion to new locations. The natural gas segment improved over 2000 as a result of enhanced margins in the transmission segment, from a rate increase in Florida and reductions in operating expenses in Delaware and Maryland.

### **Natural Gas Distribution and Transmission**

The natural gas distribution and transmission segment increased pre-tax operating income to \$15.0 million for 2002 compared to \$14.5 million for 2001, an increase of \$532,000.

#### **Natural Gas Distribution and Transmission (in thousands)**

<b>For the Years Ended December 31,</b>	<b>2002</b>	<b>2001</b>	<b>Increase (decrease)</b>	<b>2001</b>	<b>2000</b>	<b>Increase (decrease)</b>
Revenue	\$93,546	\$107,937	(\$14,391)	\$107,937	\$99,736	\$8,201
Cost of gas	52,680	70,582	(17,902)	70,582	64,352	6,230
Gross Margin	40,866	37,355	3,511	37,355	35,384	1,971
Operations & maintenance	16,667	14,730	1,937	14,730	15,312	(582)
Depreciation & amortization	6,429	5,638	791	5,638	5,236	402
Other taxes	2,783	2,532	251	2,532	2,287	245
Pre-tax operating expenses	25,879	22,900	2,979	22,900	22,835	65
<b>Total Pre-tax Operating Income</b>	<b>\$14,987</b>	<b>\$14,455</b>	<b>\$532</b>	<b>\$14,455</b>	<b>\$12,549</b>	<b>\$1,906</b>

Revenue and cost of gas decreased due to lower natural gas commodity costs in 2002 compared to 2001. Commodity cost changes are passed on to the ratepayers through a gas cost recovery or purchased gas cost adjustment in all jurisdictions; therefore, they have no impact on the Company's profitability. Revenue and cost of gas were also down in part because of the unbundling of services that took effect in 2001 for all nonresidential customers of the Florida division and in November 2002 for residential customers. As a result, all Florida customers have switched from sales service, where they purchase both the commodity and transportation service from the Company, to purchasing transportation service only.

Gross margin increased \$3.5 million over the same period in 2001 due to increases in the margins for the transmission operation and the Delaware and Florida distribution operations. Transmission margins were up due to the completion of a major system expansion in November of 2001. The Company expects this system expansion to increase margins by approximately \$2.2 million per year. A second expansion, completed in November 2002, is expected to increase margins by approximately \$500,000 per year. As discussed more fully in the regulatory matters section, the Company's transmission subsidiary, Eastern Shore Natural Gas Company ("Eastern Shore"), reached an agreement with the Federal Energy Regulatory Commission ("FERC") on October 10, 2002. That agreement is expected to lower annual margins by an estimated \$456,000. The new rates took effect December 1, 2002. As a result of these two offsetting factors, management expects transmission margins in 2003 to be approximately equal to 2002. Margins in Delaware and Maryland were adversely impacted by temperatures that were 4.7 percent warmer (207 heating degree-days) than 2001 and 5.2 percent (232 heating degree-days) warmer than the 10-year average. Management estimates that on an annual basis, margins will fluctuate by \$1,730 for each heating degree-day. This decline was more than offset by residential customer growth of 1,838, or 6.5 percent, and a rate increase in Delaware. Chesapeake estimates that for each residential customer added, an additional \$260 per year will be added to earnings before interest, taxes, depreciation and amortization. The margin increases were partially offset by higher operating expenses, primarily administrative and general and depreciation. The increase in depreciation reflects completion of recent capital projects that increased the transmission capacity and various expansion projects in Florida.

Pre-tax operating income increased \$1.9 million from 2000 to 2001. The increase in pre-tax operating income was due to increases contributed by the Company's Florida operation and the natural gas transmission subsidiary. The Florida unit's increase was driven by higher margins due to a rate increase implemented in August 2000 and increased margins from the marketing operation, partially due to the expansion of transportation service in Florida. In addition, the transmission subsidiary's margins increased by approximately \$1.1 million due to an increase in firm transportation services provided to its customers. The transmission subsidiary increased its capacity to provide firm

## Management's Discussion and Analysis

transportation services by expanding its system. While the margins in Delaware and Maryland were down by more than \$700,000 primarily due to warmer weather, cost reduction measures implemented in 2001 enabled the Company to maintain earnings in these two units. The Delaware division also implemented an interim rate increase, subject to refund, on October 1, 2001. Included in the Company's operating expense reduction was a one-time credit adjustment of approximately \$280,000 to establish a regulatory asset for other post-retirement benefits that are being collected through the Company's rates on a "pay-as-you-go" basis in Delaware.

### Propane

Pre-tax operating income for the propane segment increased from \$913,000 in 2001 to \$1.1 million in 2002. Reductions in operating expenses of \$262,000 more than offset a decrease of \$123,000 in gross margin.

Propane (in thousands)						
For the Years Ended December 31,	2002	2001	Increase (decrease)	2001	2000	Increase (decrease)
Revenue	\$24,522	\$27,613	(\$3,091)	\$27,613	\$31,780	(\$4,167)
Cost of sales	10,071	13,039	(2,968)	13,039	15,728	(2,689)
Gross Margin	14,451	14,574	(123)	14,574	16,052	(1,478)
Operations & maintenance	11,053	11,459	(406)	11,459	11,823	(364)
Depreciation & amortization	1,603	1,465	138	1,465	1,446	19
Other taxes	743	737	6	737	648	89
Pre-tax operating expenses	13,399	13,661	(262)	13,661	13,917	(256)
<b>Total Pre-tax Operating Income</b>	<b>\$1,052</b>	<b>\$913</b>	<b>\$139</b>	<b>\$913</b>	<b>\$2,135</b>	<b>(\$1,222)</b>

A retroactive reclassification was made in the third quarter due to a consensus that was reached by the Financial Accounting Standards Board ("FASB") Emerging Issues Task Force ("EITF") in June 2002 to revise Issue No. EITF 02-03 and disallow gross reporting of revenue and cost of sales for energy trading contracts. The Company's propane wholesale marketing operation previously used the gross method for certain energy trading contracts. The requirement that all energy trading contracts be reported net reduced both the revenue and cost of sales by \$96.5 million in 2002 and \$170.8 million in 2001. There was no impact on the gross margin, net income, earnings per share or the financial position of the Company. Propane distribution revenues and costs were lower by \$6.5 million and \$7.6 million, respectively, due to a drop in propane commodity prices and volume decreases. Both increases and decreases in commodity costs, are generally passed on to the distribution customers subject to competitive market conditions.

Propane wholesale marketing margins declined by \$1.1 million in 2002 compared to 2001 and were partially offset by a reduction of \$258,000 in operating expenses. The 2001 results reflected increased opportunities due to the extreme price volatility in the propane wholesale market. The same level of price fluctuations was not experienced in 2002. Additionally, there was a decrease in the number of suitable trading partners due to a decision by some companies to exit energy trading activities and the decreased credit-worthiness of other parties. The 2002 results reflected increased margins of approximately \$650,000 that resulted from a bankrupt vendor defaulting on supply contracts during the first quarter of 2002. The supply was replaced by purchasing from different vendors at a lower cost than the original contract. The propane wholesale marketing operation remains profitable, despite the decline in earnings.

The Delmarva distribution operations experienced an increase of \$624,000 in gross margin. Although volumes sold were down 8 percent, higher margins per gallon and stable wholesale propane prices resulted in increased margin dollars. Volumes were negatively impacted by temperatures that were 4.7 percent warmer than 2001 (207 heating degree-days) and 5.2 percent warmer than the 10-year average (232 heating degree-days), increased competition and lower volume sales to the poultry industry. Management estimates that on an annual basis, margins increase or

decrease by \$1,566 for each heating degree-day colder or warmer than the 10-year average. Operating expenses decreased by \$249,000 resulting from cost containment efforts that began in April 2001 and remain in effect. These efforts have reduced customer accounting, sales and marketing costs. Other costs, such as delivery expenses, decreased due to the lower volumes sold. The pre-tax operating income of the Florida propane operation increased by \$195,000 in 2002. Margins increased \$441,000, but were partially offset by an increase of \$246,000 in operating expenses.

During 2001, the Company's gross margins on the Delmarva Peninsula declined by approximately \$1.7 million compared to 2000, due to a 13 percent decline in bulk and metered sales volumes. Cost containment measures taken during the second quarter of 2001 generated a \$575,000 reduction in operations and maintenance expenses. However, this was not enough to offset the reduced margins on the lower sales volumes. The decline in margins was due to warmer temperatures, a reduction in sales to poultry customers and the continuation of competitive pressures in some of the markets the Company serves on the Peninsula. The decline in sales to poultry customers comprised 32 percent of the decline in margins. The decreases in volume were exacerbated by the decline in wholesale prices over the course of 2001. Declines in wholesale prices, which are generally good for the long-term, negatively impact the Company in the short-term by devaluing its inventories and fixed price supply contracts. During 2001, the Company wrote down inventory totaling \$850,000 due to wholesale price declines. Increased competition also affected volumes sold in 2001. In recent years, several independent dealers entered the propane business with pricing strategies designed to acquire market share. The Company's position as a top distributor in several of the markets that it serves makes it particularly vulnerable to these tactics.

In 2000, the Company started three propane distribution operations in Florida. The operations contributed \$238,000 to gross margin in 2001. Although the margins contributed by the propane marketing operation declined by four percent in 2001 compared to 2000, they were still well above the earnings target established by the Company.

### **Advanced Information Services**

The advanced information services segment provides consulting, custom programming, training, development tools and website development for national and international clients. The advanced information services business earned pre-tax operating income of \$343,000 in 2002 compared to income of \$517,000 for 2001. The decrease is the result of decreased revenue partially offset by decreased operating expenses.

#### **Advanced Information Services (in thousands)**

<b>For the Years Ended December 31,</b>	<b>2002</b>	<b>2001</b>	<b>Increase (decrease)</b>	<b>2001</b>	<b>2000</b>	<b>Increase (decrease)</b>
Revenue	\$12,764	\$14,104	(\$1,340)	\$14,104	\$12,390	\$1,714
Cost of sales	6,700	7,385	(685)	7,385	6,697	688
Gross Margin	6,064	6,719	(655)	6,719	5,693	1,026
Operations & maintenance	4,940	5,361	(421)	5,361	4,575	786
Depreciation & amortization	208	256	(48)	256	280	(24)
Other taxes	573	585	(12)	585	502	83
Pre-tax operating expenses	5,721	6,202	(481)	6,202	5,357	845
<b>Total Pre-tax Operating Income</b>	<b>\$343</b>	<b>\$517</b>	<b>(\$174)</b>	<b>\$517</b>	<b>\$336</b>	<b>\$181</b>

This segment was adversely affected by the nation's economic slowdown as discretionary consulting projects have been postponed or cancelled. This was partially offset by a reduction in operating expenses, principally sales and marketing.

In 2001, the segment's contribution to pre-tax operating income increased \$181,000 over the depressed levels in 2000, to \$517,000. The \$1.7 million increase in revenue was partially offset by the increase in the cost of providing

## Management's Discussion and Analysis

the services and the cost of the marketing program implemented during the first half of the year. Marketing costs during 2001 were approximately \$400,000 over the normal levels the Company expects. WebProEX sales and related consulting contributed approximately \$450,000 of the increase in revenues during 2001.

### Water Services

Water services experienced a pre-tax operating loss of \$2.8 million for 2002 compared to a loss of \$725,000 for 2001. The pre-tax operating loss is primarily due to a \$1.5 million goodwill impairment charge and a restructuring charge of \$138,000. The results for 2002 include a full year of operations for the four water businesses that were purchased between April and July of 2001.

#### Water Services (in thousands)

For the Years Ended December 31,	2002	2001	Increase (decrease)	2001	2000	Increase (decrease)
Revenue	\$11,731	\$9,971	\$1,760	\$9,971	\$7,011	\$2,960
Cost of sales	4,811	4,542	269	4,542	3,426	1,116
Gross Margin	6,920	5,429	1,491	5,429	3,585	1,844
Operations & maintenance	6,938	5,072	1,866	5,072	2,827	2,245
Depreciation & amortization	843	742	101	742	375	367
Goodwill impairment	1,474	-	1,474	-	-	-
Other taxes	451	340	111	340	193	147
Pre-tax operating expenses	9,706	6,154	3,552	6,154	3,395	2,759
<b>Total Pre-tax Operating (Loss) Income</b>	<b>(\$2,786)</b>	<b>(\$725)</b>	<b>(\$2,061)</b>	<b>(\$725)</b>	<b>\$190</b>	<b>(\$915)</b>

The increases in all categories of revenue and expenses reflect the acquisition of the new water businesses. As noted above, pre-tax operating losses increased \$2.1 million primarily due to a non-cash charge of \$1.5 million for goodwill impairment. Statement of Financial Accounting Standards ("SFAS") No. 142 requires an annual assessment of goodwill for possible impairment. The Company's assessment performed in December indicated the charge was necessary. At December 31, 2002, the balance of goodwill related to the water services business was reduced to \$195,000. Results for 2002 were also affected by increased expenses associated with the water corporate infrastructure. In the fourth quarter of 2002, a charge of \$138,000 for restructuring costs and penalties associated with closing a water management office were incurred. This action was taken to reduce future overhead costs associated with the water services business.

Water services' contribution to pre-tax operating income declined by \$915,000 in 2001 compared to 2000. Approximately \$574,000 of the decline is due to the cost of establishing a corporate infrastructure for the group. In addition, the Michigan unit's performance declined by \$218,000 (net of corporate charges). The decrease resulted from a decline in sales and from an increase in depreciation, primarily related to changing out rental equipment. Finally, the two companies acquired in Florida during 2001 experienced a pre-tax loss of \$177,000 (net of corporate charges) during 2001. Transition costs were incurred after the acquisition, primarily the relocation of offices and related expenses.

## Management's Discussion and Analysis

### ***Regulatory Assets and Liabilities***

Chesapeake records certain assets and liabilities in accordance with SFAS No. 71 "Accounting for the Effects of Certain Types of Regulation." Costs are deferred when there is a probable expectation that they will be recovered in future revenues as a result of the regulatory process. At December 31, 2002, Chesapeake had recorded regulatory assets of \$8.9 million, including \$3.0 million for underrecovered purchased gas costs and \$5.1 million for environmental costs. There is also a liability of \$2.8 million for environmental costs. If the Company were required to terminate application of SFAS No. 71, all such deferred amounts would be recognized in the income statement. This would result in a charge to earnings, net of applicable income taxes, that could be material.

### ***Goodwill Impairment***

In accordance with SFAS No. 142, "Goodwill and Other Intangible Assets", Chesapeake no longer amortized goodwill during 2002. Instead, goodwill was tested for impairment upon adoption of SFAS No. 142 on January 1, 2002, and again at the end of the year. These tests are based on subjective measurements, including discounted cash flows of expected future operating results and market valuations of similar businesses. Those tests indicated that the goodwill associated with the water business was impaired and charges totaling \$4.7 million (pre-tax) were recorded. The remaining water goodwill balance was \$195,000 at December 31, 2002.

### ***Environmental***

As more fully described in Note M to the Financial Statements, Chesapeake is currently participating in the investigation, assessment or remediation of three former gas manufacturing plant sites. Amounts have been recorded as environmental liabilities and associated environmental regulatory assets based on estimates of future costs provided by independent consultants. There is uncertainty in these amounts because the Environmental Protection Agency ("EPA") or state authority may not have selected the final remediation methods. Additionally, there is uncertainty due to the outcome of legal remedies sought from other potentially responsible parties. At December 31, 2002, Chesapeake had recorded environmental regulatory assets of \$5.1 million and a liability for environmental costs of \$2.8 million.

### ***Propane Wholesale Marketing Contracts***

Chesapeake's propane wholesale marketing operation enters into forward and futures contracts that are considered derivatives under SFAS No. 133, "Accounting for Derivative Instruments and Hedging Activities." In accordance with the pronouncement, open positions are marked-to-market prices at the end of each reporting period and unrealized gains or losses are recorded in the Statement of Income. The contracts all mature within one year, and are almost exclusively for propane commodities with delivery points of Mt. Belvieu, Texas and Hattiesburg, Mississippi. Management estimates the market valuation based on reference to exchange-traded futures prices, historical differentials and actual trading activity at the end of the reporting period. At December 31, 2002, there was an unrealized gain of \$630,000 compared to an unrealized loss of \$75,000 at December 31, 2001.

### ***Operating Revenues***

Revenues for the natural gas distribution operations of the Company are based on rates approved by the various public service commissions. The natural gas transmission operation revenues are based on rates approved by FERC. Customers' base rates may not be changed without formal approval by these commissions. However, the regulatory authorities have granted the Company's regulated natural gas distribution operations the ability to negotiate rates with customers that have competitive alternatives using approved methodologies. In addition, the natural gas transmission operations can negotiate rates above or below the FERC approved tariff rates. With the exception of the Company's Florida division, the Company recognizes revenues from meters read on a monthly cycle basis. This practice results in unbilled and unrecorded revenue from the cycle date through the end of the month. The Florida division recognizes revenues based on services rendered and records an amount for gas delivered but not yet billed.

Chesapeake's natural gas distribution operations each have a gas cost recovery mechanism that provides for the adjustment of rates charged to customers as gas costs fluctuate. These amounts are collected or refunded through adjustments to rates in subsequent periods.

### Other Operations

Other operations consists of subsidiaries that own real estate leased to other Chesapeake subsidiaries.

Other Operations (in thousands)						
For the Years Ended December 31,	2002	2001	Increase (decrease)	2001	2000	Increase (decrease)
Revenue	\$717	\$783	(\$66)	\$783	\$841	(\$58)
Cost of sales	-	-	-	-	-	-
Gross Margin	717	783	(66)	783	841	(58)
Operations & maintenance	84	108	(24)	108	165	(57)
Depreciation & amortization	233	233	-	233	127	106
Other taxes	57	57	-	57	55	2
Pre-tax operating expenses	374	398	(24)	398	347	51
<b>Total Pre-tax Operating Income</b>	<b>\$343</b>	<b>\$385</b>	<b>(\$42)</b>	<b>\$385</b>	<b>\$494</b>	<b>(\$109)</b>

### Income Taxes

Operating income taxes were lower due to the decrease in operating income and a lowering of the effective federal income tax rate from 35 percent to 34 percent in 2002. Additionally, during 2002 the Company benefited from a change in the tax law that allows tax deductions for dividends paid on Company stock held in Employee Stock Ownership Plans ("ESOP").

Operating income taxes were lower in 2001 than 2000, due to lower operating income and higher interest expense, partially offset by the utilization of a higher effective tax rate in 2001. In 2001, the Company accrued income taxes at a federal tax rate of 35 percent as opposed to a 34 percent rate in 2000.

### Other Income

Non-operating income, net of tax, was \$334,000, \$483,000 and \$361,000 for the years 2002, 2001 and 2000, respectively. This includes interest income, earned primarily on regulatory assets and gains from the sale of plant assets.

### Interest Expense

Interest expense for 2002 decreased approximately \$222,000, or 4 percent, over the same period in 2001. The decrease was due primarily to a reduction in the average interest rate for short-term borrowing from 4.43 percent on an average balance of \$26.9 million in 2001 to 2.35 percent on an average balance of \$29.4 million for the same period in 2002. Interest on long-term debt partially offset the short-term savings, due to an increase in the average balance outstanding from \$52.4 million in 2001 to \$57.1 million in 2002. However, the average long-term interest rate declined from 7.64 percent to 7.19 percent, offsetting a portion of the increase related to higher balances.

Interest expense for 2001 increased over 2000 due to a higher level of long-term debt, partially offset by lower interest rates on short-term borrowing.

### Critical Accounting Policies

Chesapeake's financial condition and results of operations are impacted by the accounting methods, assumptions and estimates used in critical accounting policies. However, because most of Chesapeake's businesses are regulated, the accounting methods used by Chesapeake must comply with the requirements of the regulatory bodies; therefore, the choices are limited. Management believes that the following policies require significant estimates or other judgments of matters that are inherently uncertain. These policies have been discussed with the Audit Committee of Chesapeake.

The Company charges flexible rates to the natural gas distribution's industrial interruptible customers to make them competitive with alternative types of fuel. Based on pricing, these customers can choose natural gas or alternative types of supply. Neither the Company nor the interruptible customer is contractually obligated to deliver or receive natural gas.

The propane distribution operation records revenues on either an "as delivered" or a "metered" basis depending on the customer type. The propane marketing operation records trading activity net, on a mark-to-market basis for open contracts.

The advanced information services, water services and other segments record revenue in the period the products are delivered and/or services are rendered.

### **Regulatory Activities**

The Company's natural gas distribution operations are subject to regulation by the Delaware, Maryland and Florida Public Service Commissions. The natural gas transmission operation is subject to regulation by the FERC.

On August 2, 2001, the Delaware division filed a general rate increase application with the Delaware Public Service Commission ("PSC"). Interim rates, subject to refund, went into effect on October 1, 2001. The PSC approved a settlement agreement for Phase I of the Rate Increase Application in April 2002. Phase I should result in an increase in rates of approximately \$380,000 per year. Phase II of the filing was approved by the Delaware PSC in November 2002. It should result in an additional increase in rates of approximately \$90,000. Phase II also reduces the Company's sensitivity to weather by changing the minimum customer charge and the margin sharing arrangement for interruptible sales, off system sales and capacity release income.

In 1999, the Company requested and received approval from the Delaware PSC to annually adjust its interruptible margin sharing mechanism to address the level of recovery of fixed distribution costs from residential and small commercial heating customers. The annual period ran from August 1 to July 31. During 2000, the weather for the period ending August 31, 2000, was warmer than the threshold, resulting in a reduction in margin sharing. This reduction resulted in a \$417,000 increase in margin for 2000. This mechanism automatically terminated when the Delaware division filed a general rate increase application on August 2, 2001. There was no impact on margins in 2001 due to this mechanism.

On October 31, 2001, Eastern Shore filed a rate change with the FERC pursuant to the requirements of the Stipulation and Agreement dated August 1, 1997. Following settlement conferences held in May 2002, the parties reached a settlement in principle on or about May 23, 2002, to resolve all issues related to its rate case.

The Offer of Settlement and the Stipulation and Agreement were finalized and filed with the FERC on August 2, 2002. The agreement provides that Eastern Shore's rates will be based on a cost of service of \$12.9 million per year. Cost savings estimated at \$456,000 will be passed on to firm transportation customers. Initial comments supporting the settlement agreement were filed by the FERC staff and by Eastern Shore. No adverse comments were filed. The Presiding Judge certified the Offer of Settlement to the FERC as uncontested on August 27, 2002. On October 10, 2002, the FERC issued an Order approving the Offer of Settlement and the Stipulation and Agreement. Settlement rates went into effect on December 1, 2002.

During October 2002, Eastern Shore filed for recovery of gas supply realignment costs associated with the implementation of FERC Order No. 636. The costs totaled \$196,000 (including interest). It is uncertain at this time when the FERC will consider this matter or the ultimate outcome.

## Management's Discussion and Analysis

On March 29, 2002, the Florida division filed tariff revisions with the Florida PSC to complete the unbundling process by requiring all customers, including residential, to migrate to transportation service and authorized the Florida division to exit the merchant function. Transportation services were already available to all nonresidential customers. On November 5, 2002, the Florida PSC approved the Company's request for the first phase of the unbundling process as a pilot program for a minimum two-year period. The Company is implementing the program immediately and must submit an interim report for review by the Florida PSC after one year. As a part of this pilot program, the Company expects to submit several filings over the first six months of 2003 to address transition costs, the disposition of the unrecovered gas cost balances, the implementation of the operational balancing account and the level of base rates.

In January 2000, the Company filed a request for approval of a rate increase with the Florida PSC. Interim rates, subject to refund, went into effect in August 2000. In November 2000, an order was issued approving the rate increase, which became effective in early December 2000.

During the 1999 Maryland General Assembly legislative session, taxation of electric and gas utilities was changed by the passage of The Electric and Gas Utility Tax Reform Act ("Tax Act"). Effective January 1, 2000, the Tax Act altered utility taxation to account for the restructuring of the electric and gas industries by either repealing and/or amending the existing Public Service Company Franchise Tax, Corporate Income Tax and Property Tax. Prior to this Tax Act, the State of Maryland allowed utilities a credit to their income tax liability for Maryland gross receipts taxes paid during the year. The modification eliminates the gross receipts tax credit. The Company requested and received approval from the Maryland Public Service Commission to increase its natural gas delivery service rates by \$83,000 on an annual basis to recover the estimated impact of the Tax Act.

### Environmental Matters

The Company continues to work with federal and state environmental agencies to assess the environmental impact and explore corrective action at four environmental sites (see Note M to the Consolidated Financial Statements). The Company believes that future costs associated with these sites will be recoverable in rates or through sharing arrangements with, or contributions by, other responsible parties.

### Market Risk

Market risk represents the potential loss arising from adverse changes in market rates and prices. Long-term debt is subject to potential losses based on the change in interest rates. The Company's long-term debt consists of first mortgage bonds, senior notes and convertible debentures (see Note H to the Consolidated Financial Statements for annual maturities of consolidated long-term debt). All of Chesapeake's long-term debt is fixed-rate debt and was not entered into for trading purposes. The carrying value of the Company's long-term debt was \$77.3 million at December 31, 2002, as compared to a fair value of \$88.0 million, based mainly on current market prices or discounted cash flows using current rates for similar issues with similar terms and remaining maturities. The Company is exposed to changes in interest rates as a result of financing through its issuance of fixed-rate long-term debt. The Company evaluates whether to refinance existing debt or permanently finance existing short-term borrowing based in part on the fluctuation in interest rates.

The Company's propane distribution business is exposed to market risk as a result of propane storage activities and entering into fixed price contracts for supply. The Company can store up to approximately four million gallons of propane (including leased storage) during the winter season to meet its customers' peak requirements and to serve metered customers. Decreases in the wholesale price of propane may cause the value of stored propane to decline.

The propane marketing operation is a party to natural gas liquids ("NGL") forward contracts, primarily propane contracts, with various third parties. These contracts require that the propane marketing operation purchase or sell NGL at a fixed price at fixed future dates. At expiration, the contracts are settled by the delivery of NGL to the

Company or the counter party or booking out the transaction (booking out is a procedure for financially settling a contract in lieu of the physical delivery of energy). The wholesale propane marketing operation also enters into futures contracts that are traded on the New York Mercantile Exchange. In certain cases, the futures contracts are settled by the payment of a net amount equal to the difference between the current market price of the futures contract and the original contract price.

The forward and futures contracts are entered into for trading and wholesale marketing purposes. The propane marketing operation is subject to commodity price risk on its open positions to the extent that market prices for NGL deviate from fixed contract settlement amounts. Market risk associated with the trading of futures and forward contracts are monitored daily for compliance with Chesapeake's Risk Management Policy, which includes volumetric limits for open positions. To manage exposures to changing market prices, open positions are marked up or down to market prices and reviewed by oversight officials on a daily basis. Additionally, the Risk Management Committee reviews periodic reports on market and credit risk, approves any exceptions to the Risk Management Policy (within the limits established by the Board of Directors) and authorizes the use of any new types of contracts. Quantitative information on the forward and futures contracts at December 31, 2002 and 2001 is shown below.

<b>At December 31, 2002</b>	<b>Quantity in gallons</b>	<b>Estimated Market Prices</b>	<b>Weighted Average Contract Prices</b>
<b>Forward Contracts</b>			
Sale	7,291,200	\$0.5200 — \$0.5700	\$0.5349
Purchase	4,515,000	\$0.5200 — \$0.5700	\$0.5001
<b>Futures Contracts</b>			
Sale	1,764,000	\$0.5200 — \$0.5400	\$0.5449

Estimated market prices and weighted average contract prices are in dollars per gallon  
All contracts expire in 2003.

<b>At December 31, 2001</b>	<b>Quantity in gallons</b>	<b>Estimated Market Prices</b>	<b>Weighted Average Contract Prices</b>
<b>Forward Contracts</b>			
Sale	11,877,600	\$0.3275 — \$0.3375	\$0.3876
Purchase	9,660,000	\$0.3275 — \$0.3375	\$0.4032
<b>Futures Contracts</b>			
Sale	840,000	\$0.3275 — \$0.3300	\$0.3325

Estimated market prices and weighted average contract prices are in dollars per gallon.  
All contracts expired in 2002.

The Company's natural gas distribution operations have entered into agreements with natural gas suppliers to purchase natural gas for resale to their customers. Purchases under these contracts are considered "normal purchases and sales" under SFAS No. 133 and are not marked-to-market.

### **Competition**

The Company's natural gas operations compete with other forms of energy including electricity, oil and propane. The principal competitive factors are price, and to a lesser extent, accessibility. The Company's natural gas distribution operations have several large volume industrial customers that have the capacity to use fuel oil as an alternative to natural gas. When oil prices decline, these interruptible customers convert to oil to satisfy their fuel requirements. Lower levels in interruptible sales occur when oil prices are lower relative to the price of natural gas. Oil prices, as well as the prices of electricity and other fuels are subject to fluctuation for a variety of reasons; therefore, future competitive conditions are not predictable. To address this uncertainty, the Company uses flexible pricing arrangements on both the supply and sales side of its business to maximize sales volumes. As a result of the

## Management's Discussion and Analysis

transmission business' conversion to open access, this business has shifted from providing competitive sales service to providing transportation and contract storage services.

The Company's natural gas distribution operations located in Maryland, Delaware and Florida offer transportation services to certain industrial customers. In 2001, the Florida operation extended transportation service to commercial customers and, in 2002, to residential customers. With transportation service now available on the Company's distribution systems, the Company is competing with third party suppliers to sell gas to industrial customers. The Company's competitors include the interstate transmission company if the distribution customer is located close enough to the transmission company's pipeline to make a connection economically feasible. The customers at risk are usually large volume commercial and industrial customers with the financial resources and capability to bypass the distribution operations in this manner. In certain situations, the distribution operations may adjust services and rates for these customers to retain their business. The Company expects to continue to expand the availability of transportation service to additional classes of distribution customers in the future. The Company established a natural gas sales and supply operation in Florida in 1994 to compete for customers eligible for transportation services.

The Company's propane distribution operations compete with several other propane distributors in their service territories, primarily on the basis of service and price. Competitors include several large national propane distribution companies, as well as an increasing number of local suppliers. Some of these competitors have pricing strategies designed to acquire market share.

The Company's advanced information services segment faces competition from a number of competitors, some of which have greater resources available to them than those of the Company. This segment competes on the basis of technological expertise, reputation and price.

The water services segment faces competition from a variety of national and local suppliers of water conditioning and treatment services and bottled water.

### Inflation

Inflation affects the cost of labor, products and services required for operation, maintenance and capital improvements. While the impact of inflation has remained low in recent years, natural gas and propane prices are subject to rapid fluctuations. Fluctuations in natural gas prices are passed on to customers through the gas cost recovery mechanism in the Company's tariffs. To help cope with the effects of inflation on its capital investments and returns, the Company seeks rate relief from regulatory commissions for regulated operations while monitoring the returns of its unregulated business operations. To compensate for fluctuations in propane gas prices, Chesapeake adjusts its propane selling prices to the extent allowed by the market.

### Recent Pronouncements

See Note A to the Consolidated Financial Statements for information on recent accounting and authoritative pronouncements.

## Cautionary Statement

Chesapeake has made statements in this report that are considered to be forward-looking statements. These statements are not matters of historical fact. Sometimes they contain words such as “believes,” “expects,” “intends,” “plans,” “will,” or “may,” and other similar words of a predictive nature. These statements relate to matters such as customer growth, changes in revenues or margins, capital expenditures, environmental remediation costs, regulatory approvals, market risks associated with the Company’s propane marketing operation, competition and other matters. It is important to understand that these forward-looking statements are not guarantees but are subject to certain risks and uncertainties and other important factors that could cause actual results to differ materially from those in the forward-looking statements. These factors include, among other things:

- the temperature sensitivity of the natural gas and propane businesses;
- the effect of spot and futures market prices of natural gas and propane on the Company’s distribution, wholesale marketing and energy trading businesses;
- the effects of competition on the Company’s unregulated and regulated businesses;
- the effect of changes in federal, state or local regulatory and tax requirements, including deregulation;
- the ability of the Company’s new and planned facilities and acquisitions to generate expected revenues; and
- the Company’s ability to obtain the rate relief and cost recovery requested from utility regulators and the timing of the requested regulatory actions.

## Management's Discussion and Analysis

### ITEM 7A. QUANTITATIVE AND QUALITATIVE DISCLOSURES ABOUT MARKET RISK.

Information concerning quantitative and qualitative disclosure about market risk is included in Item 7 under the heading "Management's Discussion and Analysis — Market Risk."

### ITEM 8. FINANCIAL STATEMENTS AND SUPPLEMENTAL DATA

---

## REPORT OF INDEPENDENT ACCOUNTANTS

---

To the Stockholders of Chesapeake Utilities Corporation:

In our opinion, the consolidated financial statements listed in the index appearing under Item 14(a)(1) of this Form 10-K present fairly, in all material respects, the financial position of Chesapeake Utilities Corporation and its subsidiaries at December 31, 2002 and 2001, and the results of their operations and their cash flows for each of the three years in the period ended December 31, 2002 in conformity with accounting principles generally accepted in the United States of America. In addition, in our opinion, the financial statement schedule listed in the index appearing under Item 14(a)(2) of this Form 10-K presents fairly, in all material respects, the information set forth therein when read in conjunction with the related consolidated financial statements. These financial statements and the financial statement schedule are the responsibility of the Company's management; our responsibility is to express an opinion on these financial statements and financial statement schedule based on our audits. We conducted our audits of these statements in accordance with accounting standards generally accepted in the United States of America, which require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements, assessing the accounting principles used and significant estimates made by management, and evaluating the overall financial statement presentation. We believe that our audits provide a reasonable basis for our opinion.

As discussed in Note F to the Consolidated Financial Statements, the Company adopted Statement of Financial Accounting Standards No. 142, "Goodwill and Other Intangible Assets," in 2002.



PRICEWATERHOUSECOOPERS LLP  
Philadelphia, Pennsylvania  
February 20, 2003

## Consolidated Statements of Income

For the Years Ended December 31,	2002	2001	2000
<b>Operating Revenues</b>	\$142,229,535	\$159,512,240	\$150,785,986
<b>Cost of Sales</b>	74,153,193	95,546,560	90,201,513
<b>Gross Margin</b>	68,076,342	63,965,680	60,584,473
<b>Operating Expenses</b>			
Operations	36,881,267	34,055,855	31,862,975
Maintenance	1,969,562	1,778,760	1,868,260
Depreciation and amortization	9,311,483	8,333,482	7,142,611
Goodwill impairment	1,474,000	0	0
Other taxes	4,607,660	4,251,825	3,684,656
Income taxes	3,462,692	4,027,543	4,387,925
<b>Total operating expenses</b>	57,706,664	52,447,465	48,946,427
<b>Operating Income</b>	10,369,678	11,518,215	11,638,046
<b>Other Income</b>			
Interest income	238,233	456,240	220,462
Other income	282,743	251,491	248,748
Income taxes	(187,462)	(224,731)	(108,667)
<b>Total other income</b>	333,514	483,000	360,543
<b>Income Before Interest Charges</b>	10,703,192	12,001,215	11,998,589
<b>Interest Charges</b>			
Interest on long-term debt	4,103,189	3,998,264	2,628,781
Interest on short-term borrowing	698,578	1,215,528	1,699,402
Amortization of debt expense	89,387	101,183	111,122
Other	166,885	(35,297)	70,083
<b>Total interest charges</b>	5,058,039	5,279,678	4,509,388
Income Before Cumulative Effect of Change in Accounting Principle	5,645,153	6,721,537	7,489,201
Cumulative Effect of Change in Accounting Principle, net of tax	(1,916,000)	0	0
<b>Net Income</b>	\$3,729,153	\$6,721,537	\$7,489,201
<b>Earnings Per Share of Common Stock:</b>			
Basic			
Before effect of change in accounting principle	\$1.03	\$1.25	\$1.43
Effect of change in accounting principle	(0.35)	0.00	0.00
Net Income	\$0.68	\$1.25	\$1.43
Diluted			
Before effect of change in accounting principle	\$1.03	\$1.24	\$1.40
Effect of change in accounting principle	(0.35)	0.00	0.00
Net Income	\$0.68	\$1.24	\$1.40

The accompanying notes are an integral parts of the financial statements.

## Consolidated Balance Sheets

<b>Assets</b>		
<b>At December 31,</b>	<b>2002</b>	<b>2001</b>
<b>Property, Plant and Equipment</b>		
Natural gas distribution and transmission	\$179,487,574	\$168,436,347
Propane	34,479,798	34,695,862
Advanced information services	1,475,060	1,521,144
Water services	4,619,703	3,344,751
Other plant	9,065,440	8,904,691
Total property, plant and equipment	229,127,575	216,902,795
Less: Accumulated depreciation and amortization	(74,348,909)	(66,646,944)
Net property, plant and equipment	154,778,666	150,255,851
<b>Investments</b>	<b>362,855</b>	<b>517,901</b>
<b>Current Assets</b>		
Cash and cash equivalents	2,458,276	1,188,335
Accounts receivable (less allowance for uncollectibles of \$659,628 and \$621,516, respectively)	24,045,853	21,266,309
Materials and supplies, at average cost	995,165	1,106,995
Merchandise inventory, at FIFO	1,193,585	1,610,786
Propane inventory, at average cost	4,028,878	2,518,871
Storage gas prepayments	3,033,772	4,326,416
Underrecovered purchased gas costs	2,968,931	6,519,754
Income taxes receivable	488,339	675,504
Deferred income taxes receivable	417,665	0
Prepaid expenses	2,833,314	1,932,245
Other current assets	755,683	276,781
Total current assets	43,219,461	41,421,996
<b>Deferred Charges and Other Assets</b>		
Environmental regulatory assets	2,527,251	2,677,010
Environmental expenditures	2,557,406	3,189,156
Goodwill, net	869,519	5,543,519
Other intangible assets, net	1,927,622	2,180,764
Other deferred charges	4,701,394	4,548,829
Total deferred charges and other assets	12,583,192	18,139,278
<b>Total Assets</b>	<b>\$210,944,174</b>	<b>\$210,335,026</b>

*The accompanying notes are an integral parts of the financial statements.*

## Capitalization and Liabilities

At December 31,	2002	2001
<b>Capitalization</b>		
Stockholders' equity		
Common Stock, par value \$.4867 per share; (authorized 12,000,000 shares; issued and outstanding 5,537,710 and 5,424,962 shares, for 2002 and 2001, respectively)	\$2,694,935	\$2,640,060
Additional paid-in capital	31,756,983	29,653,992
Retained earnings	32,238,510	34,555,560
<b>Total stockholders' equity</b>	<b>66,690,428</b>	<b>66,849,612</b>
Long-term debt, net of current maturities	73,407,684	48,408,596
<b>Total capitalization</b>	<b>140,098,112</b>	<b>115,258,208</b>
<b>Current Liabilities</b>		
Current portion of long-term debt	3,938,006	2,686,145
Short-term borrowing	10,900,000	42,100,000
Accounts payable	21,141,996	14,551,621
Refunds payable to customers	497,842	971,575
Customer deposits	2,007,983	1,730,354
Accrued interest	699,831	1,758,401
Dividends payable	1,521,982	1,491,832
Deferred income taxes payable	0	848,271
Accrued compensation	1,777,544	1,867,743
Other accrued liabilities	2,052,442	2,006,140
<b>Total current liabilities</b>	<b>44,537,626</b>	<b>70,012,082</b>
<b>Deferred Credits and Other Liabilities</b>		
Deferred income taxes	17,263,501	15,732,842
Deferred income tax credits	547,541	602,357
Environmental liability	2,802,424	3,199,733
Accrued pension costs	1,619,456	1,595,650
Other liabilities	4,075,514	3,934,154
<b>Total deferred credits and other liabilities</b>	<b>26,308,436</b>	<b>25,064,736</b>
<b>Commitments and Contingencies (Notes M and N)</b>		
<b>Total Capitalization and Liabilities</b>	<b>\$210,944,174</b>	<b>\$210,335,026</b>

*The accompanying notes are an integral parts of the financial statements.*

## Consolidated Statements of Cash Flows

For the Years Ended December 31,	2002	2001	2000
<b>Operating Activities</b>			
Net income	\$3,729,153	\$6,721,537	\$7,489,201
Adjustments to reconcile net income to net operating cash:			
Goodwill impairment	4,674,000	0	0
Depreciation and amortization	9,311,483	8,333,482	7,142,611
Depreciation included in other costs	1,111,662	659,576	789,516
Deferred income taxes, net	264,723	508,813	2,922,815
Mark-to-market adjustments	(704,906)	906,551	(689,032)
Employee benefits and compensation	188,616	193,777	297,165
Other, net	34,570	18,298	(759,742)
Changes in assets and liabilities			
Accounts receivable, net	(2,779,544)	16,549,829	(16,745,492)
Inventories, storage gas and materials	311,668	1,117,052	(3,307,421)
Prepaid expenses and other current assets	(196,163)	83,031	217,126
Other deferred charges	(347,671)	(1,725,090)	95,657
Accounts payable, net	6,590,375	(19,103,097)	16,789,600
Refunds payable to customers	(473,733)	(43,553)	235,620
Accrued income taxes	187,165	484,257	(1,085,989)
Accrued interest	(1,058,570)	1,163,226	13,526
Over (under) recovered purchased gas costs	3,550,823	828,533	(6,111,373)
Other	(4,550)	(1,245,624)	1,072,842
Net cash provided by operating activities	24,389,101	15,450,598	8,366,630
<b>Investing Activities</b>			
Property, plant and equipment expenditures, net	(14,705,244)	(27,414,426)	(21,150,059)
Purchase of intangibles	12,427	(2,208,700)	(619,359)
Environmental recoveries, net of expenditures	631,750	437,319	(51,587)
Net cash used by investing activities	(14,061,067)	(29,185,807)	(21,821,005)
<b>Financing Activities</b>			
Common stock dividends, net of amounts reinvested of \$693,583, \$609,793 & \$520,712 in 2002, 2001 & 2000, respectively	(5,322,195)	(5,216,044)	(5,022,313)
Issuance of stock:			
Dividend Reinvestment Plan optional cash	266,638	191,765	197,797
Retirement Savings Plan	1,011,515	1,023,919	916,159
Net (repayments) borrowing under line of credit agreements	(31,200,000)	16,700,000	2,400,000
Proceeds from issuance of long-term debt	29,918,850	300,000	19,887,194
Repayment of long-term debt	(3,732,901)	(2,682,412)	(2,675,319)
Net cash (used) provided by financing activities	(9,058,093)	10,317,228	15,703,518
<b>Net Increase (Decrease) in Cash and Cash Equivalents</b>	<b>1,269,941</b>	<b>(3,417,981)</b>	<b>2,249,143</b>
<b>Cash and Cash Equivalents at Beginning of Period</b>	<b>1,188,335</b>	<b>4,606,316</b>	<b>2,357,173</b>
<b>Cash and Cash Equivalents at End of Period</b>	<b>\$2,458,276</b>	<b>\$1,188,335</b>	<b>\$4,606,316</b>
<b>Supplemental Disclosure of Cash Flow Information</b>			
Cash paid for interest	\$6,255,193	\$4,128,477	\$4,410,230
Cash paid for income taxes	\$2,160,750	\$3,601,400	\$3,212,080

The accompanying notes are an integral parts of the financial statements.

## Consolidated Statements of Stockholders' Equity

For the Years Ended December 31,	2002	2001	2000
<b>Common Stock</b>			
Balance — beginning of year	\$2,640,060	\$2,577,992	\$2,524,018
Dividend Reinvestment Plan	24,229	20,977	19,983
Retirement Savings Plan	25,669	26,730	25,353
Conversion of debentures	2,199	3,117	5,173
Performance shares and options exercised	2,778	11,244	3,465
Balance — end of year	2,694,935	2,640,060	2,577,992
<b>Additional Paid-in Capital</b>			
Balance — beginning of year	29,653,992	27,672,005	25,782,824
Dividend Reinvestment Plan	936,268	780,582	698,526
Retirement Savings Plan	985,846	997,187	890,806
Conversion of debentures	74,632	105,639	175,599
Performance shares and options exercised	106,245	98,579	124,250
Balance — end of year	31,756,983	29,653,992	27,672,005
<b>Retained Earnings</b>			
Balance — beginning of year	34,555,560	33,721,747	31,857,732
Net income	3,729,153	6,721,537	7,489,201
Cash dividends <sup>(1)</sup>	(6,046,203)	(5,887,724)	(5,625,186)
Balance — end of year	32,238,510	34,555,560	33,721,747
<b>Total Stockholders' equity</b>	<b>\$66,690,428</b>	<b>\$66,849,612</b>	<b>\$63,971,744</b>

<sup>(1)</sup> Cash dividends declared per share for 2002, 2001 and 2000 were \$1.10, \$1.10 and \$1.07, respectively

For the Years Ended December 31,	2002	2001	2000
<b>Common Stock shares issued and outstanding <sup>(2)</sup></b>			
Balance — beginning of year	5,424,962	5,297,443	5,186,546
Dividend Reinvestment Plan <sup>(3)</sup>	49,782	43,101	41,056
Sale of stock to the Company's Retirement Savings Plan	52,740	54,921	52,093
Conversion of debentures	4,518	6,395	10,628
Performance shares and options exercised	5,708	23,102	7,120
Balance — end of year <sup>(4)</sup>	5,537,710	5,424,962	5,297,443

<sup>(2)</sup> 12,000,000 shares are authorized at a par value of \$0.4867 per share

<sup>(3)</sup> Includes dividends reinvested and optional cash payments

<sup>(4)</sup> The Company had 37,353, 30,446, and 7,442 shares held in Rabbi Trusts at December 31, 2002, 2001 and 2000, respectively

The accompanying notes are an integral parts of the financial statements.

## Consolidated Statements of Income Taxes

For the Years Ended December 31,	2002	2001	2000
<b>Current Income Tax Expense</b>			
Federal	\$1,628,267	\$3,194,125	\$1,598,184
State	572,545	602,548	264,294
Investment tax credit adjustments, net	(54,816)	(54,815)	(54,815)
<b>Total current income tax expense</b>	<b>2,145,996</b>	<b>3,741,858</b>	<b>1,807,663</b>
<b>Deferred Income Tax Expense <sup>(1)</sup></b>			
Property, plant and equipment	3,742,415	769,264	1,071,852
Deferred gas costs	(1,678,946)	(236,971)	2,404,994
Pensions and other employee benefits	(139,861)	(71,089)	(115,615)
Unbilled revenue	(67,231)	303,136	(736,700)
Goodwill impairment	(1,785,160)	0	0
Environmental expenditures	(404,659)	(142,362)	879
Other <sup>(2)</sup>	553,600	(111,562)	63,519
<b>Total deferred income tax expense</b>	<b>220,158</b>	<b>510,416</b>	<b>2,688,929</b>
<b>Total Income Tax Expense</b>	<b>\$2,366,154</b>	<b>\$4,252,274</b>	<b>\$4,496,592</b>
<b>Reconciliation of Effective Income Tax Rates</b>			
Federal income tax expense <sup>(2)</sup>	\$2,072,404	\$3,840,832	\$4,075,170
State income taxes, net of federal benefit	583,564	492,850	489,831
Other	(289,814)	(81,408)	(68,409)
<b>Total Income Tax Expense</b>	<b>\$2,366,154</b>	<b>\$4,252,274</b>	<b>\$4,496,592</b>
<b>Effective income tax rate</b>	<b>38.8%</b>	<b>38.7%</b>	<b>37.5%</b>
<b>At December 31,</b>	<b>2002</b>	<b>2001</b>	
<b>Deferred Income Taxes</b>			
<b>Deferred income tax liabilities:</b>			
Property, plant and equipment	\$19,568,426	\$15,730,682	
Environmental costs	881,567	1,286,226	
Deferred gas costs	960,321	2,607,170	
Other	1,307,081	935,104	
<b>Total deferred income tax liabilities</b>	<b>22,717,395</b>	<b>20,559,182</b>	
<b>Deferred income tax assets:</b>			
Unbilled revenue	1,554,659	1,487,428	
Pension and other employee benefits	1,505,008	1,464,878	
Goodwill impairment	1,785,160	0	
Self insurance	547,349	535,141	
Other	479,383	490,622	
<b>Total deferred income tax assets</b>	<b>5,871,559</b>	<b>3,978,069</b>	
<b>Deferred Income Taxes Per Consolidated Balance Sheet</b>	<b>\$16,845,836</b>	<b>\$16,581,113</b>	

<sup>(1)</sup> Includes \$107,000, \$102,000 and \$298,000 of deferred state income taxes for the years 2002, 2001 and 2000, respectively.

<sup>(2)</sup> Federal income taxes for the years 2002 and 2000 were recorded at 34%. The year 2001 was recorded at 35%

*The accompanying notes are an integral parts of the financial statements.*

## **A. SUMMARY OF ACCOUNTING POLICIES**

### ***Nature of Business***

Chesapeake Utilities Corporation (“Chesapeake” or “the Company”) is engaged in natural gas distribution to approximately 45,100 customers located in central and southern Delaware, Maryland’s Eastern Shore and Florida. The Company’s natural gas transmission subsidiary operates a pipeline from various points in Pennsylvania and northern Delaware to the Company’s Delaware and Maryland distribution divisions, as well as other utility and industrial customers in Pennsylvania, Delaware and the Eastern Shore of Maryland. The Company’s propane distribution and wholesale marketing segment provides distribution service to approximately 34,600 customers in central and southern Delaware, the Eastern Shore of Maryland, Florida and Virginia, and markets propane to a number of large independent oil and petrochemical companies, resellers and propane distribution companies in the southeastern United States. The advanced information services segment provides consulting, custom programming, training, development tools and website development for national and international clients. The water services segment provides water conditioning and treatment products and services and bottled water.

### ***Principles of Consolidation***

The Consolidated Financial Statements include the accounts of the Company and its wholly owned subsidiaries. The Company does not have any ownership interests in investments accounted for using the equity method or in any special purpose entities. All significant intercompany transactions have been eliminated in consolidation.

### ***System of Accounts***

The natural gas distribution divisions of the Company located in Delaware, Maryland and Florida are subject to regulation by their respective PSCs with respect to their rates for service, maintenance of their accounting records and various other matters. Eastern Shore Natural Gas Company is an open access pipeline and is subject to regulation by the Federal Energy Regulatory Commission. The Company’s financial statements are prepared in accordance with generally accepted accounting principles, which give appropriate recognition to the ratemaking and accounting practices and policies of the various commissions. The propane distribution and marketing, advanced information services and water segments are not subject to regulation with respect to rates or maintenance of accounting records.

### ***Property, Plant, Equipment and Depreciation***

Utility property is stated at original cost while the assets of the non-utility segments are recorded at cost. The costs of repairs and minor replacements are charged to income as incurred and the costs of major renewals and betterments are capitalized. Upon retirement or disposition of utility property, the recorded cost of removal, net of salvage value, is charged to accumulated depreciation. Upon retirement or disposition of non-utility property, the gain or loss, net of salvage value, is charged to income. The provision for depreciation is computed using the straight-line method at rates that amortize the unrecovered cost of depreciable property over the estimated remaining useful life of the asset. Depreciation and amortization expenses are provided at an annual rate for each segment. Average rates for the past three years were 4 percent for natural gas distribution and transmission, 6 percent for propane distribution and marketing, 16 percent for advanced information services, 15 percent for water services and 9 percent for general plant.

### ***Cash and Cash Equivalents***

The Company’s policy is to invest cash in excess of operating requirements in overnight income producing accounts. Such amounts are stated at cost, which approximates market value. Investments with an original maturity of three months or less are considered cash equivalents.

## Notes to Consolidated Financial Statements

### ***Inventories***

The Company uses the average cost method to value propane and materials and supplies inventory. The appliance inventory is valued at first-in first-out ("FIFO"). If the market prices drop below cost, inventory balances are adjusted to market values.

### ***Environmental Regulatory Assets, Liabilities and Expenditures***

Environmental regulatory assets represent amounts related to environmental liabilities for which cash expenditures have not been made. As expenditures are incurred, the environmental liability is reduced along with the environmental regulatory asset. These amounts, awaiting ratemaking treatment, are recorded to either environmental expenditures as an asset or accumulated depreciation as cost of removal. Environmental expenditures are amortized and/or recovered through a rider to base rates in accordance with the ratemaking treatment granted in each jurisdiction.

### ***Goodwill and Other Intangible Assets***

Goodwill and other intangible assets are associated with the acquisition of non-utility companies. In accordance with SFAS No. 142, goodwill is not amortized, but is tested for impairment on an annual basis. Other intangible assets are amortized on a straight-line basis over their estimated economic useful lives.

### ***Other Deferred Charges***

Other deferred charges include discount, premium and issuance costs associated with long-term debt and rate case expenses. Debt costs are deferred, then amortized over the original lives of the respective debt issuances. Gains and losses on the reacquisition of debt are amortized over the remaining lives of the original issuances. Rate case expenses are deferred, then amortized over periods approved by the applicable regulatory authorities.

### ***Income Taxes and Investment Tax Credit Adjustments***

The Company files a consolidated federal income tax return. Income tax expense allocated to the Company's subsidiaries is based upon their respective taxable incomes and tax credits.

Deferred tax assets and liabilities are recorded for the tax effect of temporary differences between the financial statements and tax bases of assets and liabilities and are measured using current effective income tax rates. The portions of the Company's deferred tax liabilities applicable to utility operations, which have not been reflected in current service rates, represent income taxes recoverable through future rates. Investment tax credits on utility property have been deferred and are allocated to income ratably over the lives of the subject property.

### ***Financial Instruments***

Xeron, the Company's propane marketing operation, engages in trading activities using forward and futures contracts which have been accounted for using the mark-to-market method of accounting. Under mark-to-market accounting, the Company's trading contracts are recorded at fair value, net of future servicing costs, and changes in market price are recognized as gains or losses in the income statement in the period of change. The resulting unrealized gains and losses are recorded as assets or liabilities, respectively. At December 31, 2002, there was an unrealized gain of \$630,000. At December 31, 2001, there was an unrealized loss of \$75,000. Trading liabilities are recorded in other accrued liabilities. Trading assets are recorded in prepaid expenses and other current assets.

The Company's natural gas and propane distribution operations have entered into agreements with natural gas and propane suppliers to purchase gas for resale to their customers. Purchases under these contracts are considered "normal purchases and sales" under SFAS No. 133 and are not marked-to-market.

### ***Earnings Per Share***

The calculations of both basic and diluted earnings per share are presented below. In 2002, the impact of assuming the conversion of debentures would have been anti-dilutive; therefore, it was not included in the calculation.

Additionally, in both 2002 and 2001, the effect of assuming the exercise of the outstanding stock options would have been anti-dilutive; therefore, it was not included in the calculations.

<b>For the Years Ended December 31,</b>	<b>2002</b>	<b>2001</b>	<b>2000</b>
<b>Calculation of Basic Earnings Per Share before</b>			
<b>Cumulative Effect of Change in Accounting Principle:</b>			
Net income before cumulative effect of change in accounting principle	\$5,645,153	\$6,721,537	\$7,489,201
Weighted average shares outstanding	5,489,424	5,367,433	5,249,439
<b>Basic Earnings Per Share before Cumulative Effect of change in Accounting Principle</b>	<b>\$1.03</b>	<b>\$1.25</b>	<b>\$1.43</b>
<b>Calculation of Diluted Earnings Per Share before</b>			
<b>Cumulative Effect of Change in Accounting Principle:</b>			
<b>Reconciliation of Numerator:</b>			
Net income before cumulative effect of change in accounting principle — Basic	\$5,645,153	\$6,721,537	\$7,489,201
Effect of 8.25% Convertible debentures	0	171,725	179,701
Adjusted numerator — Diluted	\$5,645,153	\$6,893,262	\$7,668,902
<b>Reconciliation of Denominator:</b>			
Weighted shares outstanding — Basic	5,489,424	5,367,433	5,249,439
Effect of dilutive securities			
Stock options	0	0	11,484
Warrants	1,649	849	0
8.25% Convertible debentures	0	201,125	209,893
Adjusted denominator — Diluted	5,491,073	5,569,407	5,470,816
<b>Diluted Earnings Per Share before Cumulative Effect of change in Accounting Principle</b>	<b>\$1.03</b>	<b>\$1.24</b>	<b>\$1.40</b>

### **Operating Revenues**

Revenues for the natural gas distribution operations of the Company are based on rates approved by the various public service commissions. The natural gas transmission operation revenues are based on rates approved by FERC. Customers' base rates may not be changed without formal approval by these commissions. However, the regulatory authorities have granted the Company's regulated natural gas distribution operations the ability to negotiate rates with customers that have competitive alternatives using approved methodologies. In addition, the natural gas transmission operation can negotiate rates above or below the FERC-approved tariff rates. With the exception of the Company's Florida division, the Company recognizes revenues from meters read on a monthly cycle basis. This practice results in unbilled and unrecorded revenue from the cycle date through the end of the month. The Florida division recognizes revenues based on services rendered and records an amount for gas delivered but not yet billed.

Chesapeake's natural gas distribution operations each have a gas cost recovery mechanism that provides for the adjustment of rates charged to customers as gas costs fluctuate. These amounts are collected or refunded through adjustments to rates in subsequent periods.

The Company charges flexible rates to the natural gas distribution's industrial interruptible customers to make them competitive with alternative types of fuel. Based on pricing, these customers can choose natural gas or alternative types of supply. Neither the Company nor the interruptible customer is contractually obligated to deliver or receive natural gas.

The propane distribution operation records revenues on either an "as delivered" or a "metered" basis depending on the customer type. The propane marketing operation records trading activity net, on a mark-to-market basis for open contracts.

## Notes to Consolidated Financial Statements

The advanced information services, water services and other segments record revenue in the period the products are delivered and/or services are rendered.

### ***Certain Risks and Uncertainties***

The financial statements are prepared in conformity with generally accepted accounting principles that require management to make estimates in measuring assets and liabilities and related revenues and expenses (see Notes M and N to the Consolidated Financial Statements for significant estimates). These estimates involve judgments with respect to, among other things, various future economic factors that are difficult to predict and are beyond the control of the Company. Therefore, actual results could differ from those estimates.

The Company records certain assets and liabilities in accordance with SFAS No. 71. If the Company were required to terminate application of SFAS No. 71 for its regulated operations, all such deferred amounts would be recognized in the income statement at that time. This would result in a charge to earnings, net of applicable income taxes, which could be material.

### ***FASB Statements and Other Authoritative Pronouncements***

During the third quarter, the Company implemented the provisions of a recent consensus reached by the EITF of the FASB that reconsidered certain provisions in EITF Issue No. 02-03 "Accounting for Contracts Involved in Energy Trading and Risk Management Activities." EITF 02-03 addresses the presentation of revenue and expense associated with energy trading contracts on a gross versus net basis. Previously, the EITF concluded that gross presentation was acceptable. However, during deliberations held in June 2002, a consensus was reached that net presentation should be required. This consensus also indicated that implementation would be effective for the third quarter 2002 reporting cycle and that prior periods should also be reclassified.

Under prior standards, the Company classified certain energy trading contracts entered into by its propane wholesale marketing operations on a gross basis. Recording the energy trading contracts on a net basis did not change the gross margin, net income, earnings per share or the financial position of the Company. For the years ended December 31, 2002 and 2001, both revenues and cost of sales were reduced by \$96.5 million and \$170.8 million, respectively. As stated above, there was no impact on gross margin, net income, earnings per share or the financial position of the Company.

On June 30, 2001, the FASB issued SFAS Nos. 142 and 143. SFAS No. 142, "Goodwill and Other Intangible Assets," eliminates the amortization of goodwill and other acquired intangible assets with indefinite economic useful lives. The pronouncement requires an annual impairment test of goodwill and other intangible assets that are not subject to amortization. SFAS No. 142 is effective for fiscal years beginning after December 15, 2001; however, amortization of goodwill for acquisitions completed after June 30, 2001, was prohibited. This pronouncement was adopted in the first quarter of 2002. See Note F to the Consolidated Financial Statements for a description of its impact on the financial statements and additional disclosures required by the pronouncement.

SFAS No. 143, "Accounting for Asset Retirement Obligations," provides guidance on the accounting for obligations associated with the retirement of long-lived assets. The pronouncement requires a liability to be recognized in the financial statements for retirement obligations meeting specific criteria. Measurement of the initial obligation is to approximate fair value with an equivalent amount recorded as an increase in the value of the capitalized asset. The asset will be depreciable in accordance with normal depreciation policy and the liability will be increased, with a charge to the income statement, until the obligation is settled. SFAS No. 143 is effective for fiscal years beginning after June 15, 2002. The Company's initial review of the impact of adopting SFAS No. 143 has been completed, and it is not expected to have a material impact on the Company's income. The Company may be required to reclassify amounts representing negative salvage value on its utility property out of accumulated depreciation and establish a liability account.

SFAS No. 144, "Accounting for the Impairment or Disposal of Long-Lived Assets," replaces SFAS No. 121. The statement develops one accounting model for long-lived assets to be disposed of by sale and addresses significant implementation issues. SFAS No. 144 was adopted in the first quarter of 2002, as required. Its adoption did not have a material impact on the Company's financial position 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." SFAS No. 145 covers the reporting of gains and losses on extinguishment of debt. This pronouncement is not expected to have a material impact on the Company's financial position or results of operations.

The FASB issued SFAS No. 146, "Accounting for Costs Associated with Exit or Disposal Activities" in June 2002. It requires that a liability for a cost associated with an exit or disposal activity be recognized when a liability is incurred. Under previous guidelines, a liability for an exit cost was recognized at the date of an entity's commitment to an exit plan. Adoption of this pronouncement is not expected to impact the Company's financial position or results of operations.

On October 25, 2002, the EITF rescinded Issue No. 98-10 ("EITF 98-10"), "Accounting for Contracts Involved in Energy Trading and Risk Management Activities." The Company's interpretation of EITF 98-10 is consistent with the current rules that are being applied under SFAS No. 133; therefore, management does not believe that rescinding EITF 98-10 will impact its financial position or results of operations.

The FASB also adopted SFAS No. 147, "Acquisitions of Certain Financial Institutions," and SFAS No. 148, "Accounting for Stock-Based Compensation – Transition and Disclosure," in 2002. These pronouncements had no impact on the Company's financial position or results of operations.

#### ***Restatement and Reclassification of Prior Years' Amounts***

Certain prior years' amounts have been reclassified to conform to the current year's presentation.

## **B. BUSINESS COMBINATIONS**

During 2001, Chesapeake acquired Absolute Water Care, Inc., and selected assets of Aquarius Systems, Inc., EcoWater Systems of Rochester, Intermountain Water, Inc. and Blue Springs Water. In January 2000, Chesapeake acquired Carroll Water Systems, Inc. These companies provide water treatment, water conditioning and bottled water to customers in various geographic regions.

These acquisitions were all accounted for as purchases and the Company's financial results include the results of operations from the dates of acquisition.

## Notes to Consolidated Financial Statements

### C. SEGMENT INFORMATION

The following table presents information about the Company's reportable segments.

For the Years Ended December 31,	2002	2001	2000
<b>Operating Revenues, Unaffiliated Customers</b>			
Natural gas distribution and transmission	\$93,455,546	\$107,824,752	\$99,616,794
Propane distribution and marketing	24,521,931	27,612,578	31,779,593
Advanced information services	12,523,856	14,103,890	12,353,056
Water services	11,720,505	9,971,020	7,010,538
Other	7,697	0	26,005
<b>Total operating revenues, unaffiliated customers</b>	<b>\$142,229,535</b>	<b>\$159,512,240</b>	<b>\$150,785,986</b>
<b>Intersegment Revenues <sup>(1)</sup></b>			
Natural gas distribution and transmission	\$90,730	\$112,006	\$119,480
Advanced information services	239,767	0	36,535
Water services	10,462	0	0
Other	709,759	783,051	814,995
<b>Total intersegment revenues</b>	<b>\$1,050,718</b>	<b>\$895,057</b>	<b>\$971,010</b>
<b>Operating Income Before Income Taxes</b>			
Natural gas distribution and transmission	\$14,986,857	\$14,454,665	\$12,548,996
Propane distribution and marketing	1,051,888	912,819	2,135,001
Advanced information services	343,296	517,427	335,849
Water services	(2,785,761)	(724,557)	190,178
Other & eliminations	236,090	385,404	815,947
<b>Total operating income before income taxes</b>	<b>\$13,832,370</b>	<b>\$15,545,758</b>	<b>\$16,025,971</b>
<b>Depreciation and Amortization</b>			
Natural gas distribution and transmission	\$6,428,683	\$5,638,336	\$5,236,008
Propane distribution and marketing	1,602,655	1,465,215	1,446,063
Advanced information services	208,430	255,760	280,053
Water services	843,155	741,668	375,432
Other & eliminations	228,560	232,503	(194,945)
<b>Total depreciation and amortization</b>	<b>\$9,311,483</b>	<b>\$8,333,482</b>	<b>\$7,142,611</b>
<b>Capital Expenditures</b>			
Natural gas distribution and transmission	\$12,116,993	\$23,185,889	\$17,355,382
Propane distribution and marketing	1,231,199	2,453,081	3,762,630
Advanced information services	99,290	252,159	240,727
Water services	1,203,997	2,892,799	998,672
Other	388,051	401,877	698,318
<b>Total capital expenditures</b>	<b>\$15,039,530</b>	<b>\$29,185,805</b>	<b>\$23,055,729</b>

<sup>(1)</sup> All significant intersegment revenues are billed at market rates and have been eliminated from consolidated revenues

At December 31,	2002	2001	2000
<b>Identifiable Assets</b>			
Natural gas distribution and transmission	\$153,609,232	\$151,872,347	\$139,985,168
Propane distribution and marketing	37,737,882	34,314,633	48,800,935
Advanced information services	2,734,188	2,593,740	2,382,407
Water services	7,197,328	12,001,461	7,724,647
Other	9,665,544	9,552,845	11,771,858
<b>Total identifiable assets</b>	<b>\$210,944,174</b>	<b>\$210,335,026</b>	<b>\$210,665,015</b>

Chesapeake uses the management approach to identify operating segments. Chesapeake organizes its business around differences in products or services and the operating results of each segment are regularly reviewed by the Company's chief operating decision maker in order to make decisions about resources and to assess performance. The segments are evaluated based on their pre-tax operating income.

In 2002, water services began to be reported separately. Also in 2002, the management of the customers served by the Company's underground piped propane operations was transferred to the propane segment from the natural gas distribution and transmission segment. Segment results for all periods shown have been reclassified to reflect these changes.

#### **D. FAIR VALUE OF FINANCIAL INSTRUMENTS**

Various items within the balance sheet are considered to be financial instruments because they are cash or are to be settled in cash. The carrying values of these items generally approximate their fair value (see Note E to the Consolidated Financial Statements for disclosure of fair value of investments). The Company's open forward and futures contracts at December 31, 2002, and December 31, 2001, had a net unrealized gain in fair value of \$630,000 and a net unrealized loss in fair value of \$75,000, respectively, based on market rates. The fair value of the Company's long-term debt is estimated using a discounted cash flow methodology. The Company's long-term debt at December 31, 2002, including current maturities, had an estimated fair value of \$88.0 million as compared to a carrying value of \$77.3 million. At December 31, 2001, the estimated fair value was approximately \$56.9 million as compared to a carrying value of \$51.1 million. These estimates are based on published corporate borrowing rates for debt instruments with similar terms and average maturities.

#### **E. INVESTMENTS**

The investment balances at December 31, 2002 and 2001, consisted primarily of a Rabbi Trust ("the trust") associated with the acquisition of Xeron, Inc. The Company has classified the underlying investments held by the trust as trading securities, which require all gains and losses to be recorded into non-operating income. The trust was established during the acquisition as a retention bonus for an executive of Xeron. The Company has an associated liability recorded which is adjusted, along with non-operating expense, for the gains and losses incurred by the trust.

#### **F. GOODWILL AND OTHER INTANGIBLE ASSETS**

The Company adopted SFAS No. 142 in the first quarter of 2002. Application of the non-amortization provisions resulted in \$154,000 of additional income (\$0.03 per share), after tax, for 2002 compared to 2001. The Company performed a test as of January 1, 2002, for goodwill impairment using the two-step process prescribed in SFAS No. 142. The first step was a screen for potential impairment, using January 1, 2002, as the measurement date. The second step was a measurement of the amount of the goodwill determined to be impaired. The results of the tests indicated that the goodwill associated with the Company's water business was impaired and that the amount of the impairment was \$3.2 million. This was recorded as the cumulative effect of a change in accounting principle. The fair value of the water business was determined using several methods, including discounted cash flow projections and market valuations for recent purchases and sales of similar businesses. These were weighted based on their expected probability. The previous test for impairment of goodwill, prescribed under SFAS No. 121, looked at undiscounted cash flows. The determination that the goodwill associated with the Company's water business was impaired was the result of the more stringent tests required by the new pronouncement. SFAS No. 142 requires that impairment tests be performed annually. At December 31, 2002, the test indicated an additional impairment charge of \$1.5 million was necessary. The unprofitable performance of the Company's water services business was the primary cause of the impairment.

## Notes to Consolidated Financial Statements

The change in the carrying value of goodwill for the year ended December 31, 2002, is as follows:

	Water Businesses	Propane	Total
Balance at January 1, 2002	\$4,869,068	\$674,451	\$5,543,519
Impairment charges	(4,674,000)	0	(4,674,000)
<b>Balance at December 31, 2002</b>	<b>\$195,068</b>	<b>\$674,451</b>	<b>\$869,519</b>

The impact of the non-amortization provision of SFAS No. 142 was as follows:

For the Twelve Months Ended December 31, 2001	Net Income	Basic Earnings Per Share	Diluted Earnings Per Share
Net Income	\$6,721,537	\$1.252	\$1.238
Amortization of goodwill, after tax	153,594	0.029	0.027
<b>Net Income, exclusive of amortization</b>	<b>\$6,875,131</b>	<b>\$1.281</b>	<b>\$1.265</b>

Intangible assets subject to amortization are as follows:

	December, 2002		December 31, 2001	
	Gross Carrying Amount	Accumulated Amortization	Gross Carrying Amount	Accumulated Amortization
Customer Lists	\$1,099,202	\$191,838	\$1,111,651	\$82,141
Non-compete agreements	1,000,000	256,257	1,000,000	140,417
Acquisition costs	379,400	102,885	379,541	87,870
<b>Total</b>	<b>\$2,478,602</b>	<b>\$550,980</b>	<b>\$2,491,192</b>	<b>\$310,428</b>

Amortization of intangible assets was \$241,000 for 2002. For the year ended December 31, 2001, amortization of intangibles, excluding goodwill, was \$132,000. The estimated annual amortization of intangibles for the next five years is: \$224,000 for 2003; \$224,000 for 2004; \$213,000 for 2005; \$213,000 for 2006; and \$213,000 for 2007.

### G. COMMON STOCK AND ADDITIONAL PAID-IN CAPITAL

In 2000 and 2001, the Company entered into agreements with an investment banker to assist in identifying acquisition candidates. Under the agreements, the Company issued warrants to the investment banker to purchase 15,000 shares of Company stock in 2001 at a price of \$18.25 per share and 15,000 shares in 2000 at a price of \$18.00. The warrants are exercisable during a seven-year period after the date granted. The Company has recognized expenses of \$47,500 related to the warrants. No warrants have been exercised.

## H. LONG-TERM DEBT

The outstanding long-term debt, net of current maturities, is as shown below.

<b>At December 31,</b>	<b>2002</b>	<b>2001</b>
First mortgage sinking fund bonds:		
9 37% Series I, due December 15, 2004	<b>\$756,000</b>	\$1,512,000
Uncollateralized senior notes:		
7.97% note, due February 1, 2008	<b>5,000,000</b>	6,000,000
6.91% note, due October 1, 2010	<b>6,363,636</b>	7,272,727
6 85% note, due January 1, 2012	<b>8,000,000</b>	10,000,000
7.83% note, due January 1, 2015	<b>20,000,000</b>	20,000,000
6.64% note, due October 31, 2017	<b>30,000,000</b>	0
Convertible debentures		
8.25% due March 1, 2014	<b>3,281,000</b>	3,358,000
Other debt	<b>7,048</b>	265,869
<b>Total Long-Term Debt</b>	<b>\$73,407,684</b>	<b>\$48,408,596</b>

Annual maturities of consolidated long-term debt for the next five years are as follows  
\$3,938,006 for 2003, \$3,672,138 for 2004; \$2,909,091 for 2005, \$4,909,091 for 2006,  
and \$7,636,364 for 2007

The Company completed the private placement of \$30.0 million of long-term debt due October 31, 2017, and drew down the funds on October 31, 2002. The debt has a fixed interest rate of 6.64 percent. The funds were used to repay short-term borrowing.

The convertible debentures may be converted, at the option of the holder, into shares of the Company's common stock at a conversion price of \$17.01 per share. During 2002 and 2001, debentures totaling \$77,000 and \$109,000, respectively, were converted to stock. The debentures are also redeemable for cash at the option of the holder, subject to an annual non-cumulative maximum limitation of \$200,000. During 2001 debentures totaling \$4,000 were redeemed for cash. None were redeemed in 2002. At the Company's option, the debentures may be redeemed at stated amounts.

Indentures to the long-term debt of the Company and its subsidiaries contain various restrictions. The most stringent restrictions state that the Company must maintain equity of at least 40 percent of total capitalization and the times interest earned ratio must be at least 2.5.

Portions of the Company's natural gas distribution plant assets are subject to a lien under the mortgage pursuant to which the Company's first mortgage sinking fund bonds are issued.

## I. SHORT-TERM BORROWING

As of December 31, 2002, the Board of Directors had authorized the Company to borrow up to \$35.0 million from various banks and trust companies under short-term lines of credit. Prior to the issuance of the \$30.0 million long-term debt on October 31, 2002, the Company had authorization to borrow up to \$55.0 million. As of December 31, 2002, the Company had four unsecured, short-term bank lines of credit totaling \$75.0 million, none of which required compensating balances. Under these lines of credit, the Company had short-term debt outstanding of \$10.9 million and \$42.1 million at December 31, 2002 and 2001, respectively. The annual weighted average interest rates were 2.35 percent for 2002 and 4.43 percent for 2001.

## Notes to Consolidated Financial Statements

### J. LEASE OBLIGATIONS

The Company has entered several operating lease arrangements for office space at various locations, equipment and pipeline facilities. Rent expense related to these leases was \$1.1 million, \$827,000 and \$652,000 for 2002, 2001 and 2000, respectively. Future minimum payments under the Company's current lease agreements are \$854,000, \$746,000, \$586,000, \$522,000 and \$143,000 for the years of 2003 through 2007, respectively; and \$677,000 thereafter, totaling \$3.5 million.

### K. EMPLOYEE BENEFIT PLANS

#### Pension Plan

In December 1998, the Company restructured its employee benefit plans to be competitive with those in similar industries. Chesapeake offered participants of the defined benefit plan the option to remain in the plan or receive a one-time payout and enroll in an enhanced retirement savings plan. Chesapeake closed the defined benefit plan to new participants, effective December 31, 1998. Benefits under the plan are based on each participant's years of service and highest average compensation. The Company's funding policy provides that payments to the trustee shall be equal to the minimum funding requirements of the Employee Retirement Income Security Act of 1974.

The following schedule sets forth the funded status of the pension plan at December 31, 2002 and 2001:

<b>At December 31,</b>	<b>2002</b>	<b>2001</b>
<b>Change in benefit obligation:</b>		
Benefit obligation — beginning of year	\$10,120,364	\$8,826,534
Service cost	319,230	347,955
Interest cost	672,392	646,205
Change in discount rate	372,918	659,629
Actuarial (gain) loss	(307,100)	47,068
Benefits paid	(395,814)	(407,027)
Benefit obligation — end of year	10,781,990	10,120,364
<b>Change in plan assets:</b>		
Fair value of plan assets — beginning of year	11,745,574	11,738,984
Actual return on plan assets	(1,911,035)	413,617
Benefits paid	(395,814)	(407,027)
Fair value of plan assets — end of year	9,438,725	11,745,574
<b>Funded Status</b>	<b>(1,343,265)</b>	<b>1,625,210</b>
<b>Unrecognized transition obligation</b>	<b>(50,955)</b>	<b>(66,059)</b>
<b>Unrecognized prior service cost</b>	<b>(48,356)</b>	<b>(53,055)</b>
<b>Unrecognized net loss (gain)</b>	<b>659,522</b>	<b>(2,413,816)</b>
<b>Accrued pension cost</b>	<b>(\$783,054)</b>	<b>(\$907,720)</b>
<b>Assumptions:</b>		
Discount rate	6.75%	7.00%
Rate of compensation increase	5.00%	4.75%
Expected return on plan assets	8.50%	8.50%

Net periodic pension costs for the defined benefit pension plan for 2002, 2001 and 2000 include the components as shown below:

For the Years Ended December 31,	2002	2001	2000
<b>Components of net periodic pension cost:</b>			
Service cost	\$319,230	\$347,955	\$354,031
Interest cost	672,392	646,205	605,185
Expected return on assets	(980,915)	(981,882)	(859,245)
Amortization of			
Transition assets	(15,104)	(15,104)	(15,104)
Prior service cost	(4,699)	(4,699)	(4,699)
Actuarial gain	(115,570)	(195,029)	(141,533)
<b>Net periodic pension benefit</b>	<b>(\$124,666)</b>	<b>(\$202,554)</b>	<b>(\$61,365)</b>

The Company sponsors an unfunded executive excess benefit plan. The accrued benefit obligation and accrued pension costs were \$1.2 million and \$840,000, respectively, as of December 31, 2002, and \$1.2 million and \$687,000, respectively, at December 31, 2001.

### Retirement Savings Plan

The Company sponsors a 401(k) Retirement Savings Plan, which provides participants a mechanism for making contributions for retirement savings. Each participant may make pre-tax contributions of up to 15 percent of eligible base compensation, subject to Internal Revenue Service limitations. For participants still covered by the defined benefit pension plan, the Company makes a contribution matching 60 percent or 100 percent of each participant's pre-tax contributions based on the participant's years of service, not to exceed six percent of the participant's eligible compensation for the plan year.

Effective January 1, 1999, the Company began offering an enhanced 401(k) plan to all new employees, as well as existing employees that elected to no longer participate in the defined benefit plan. The Company makes matching contributions on a basis of up to six percent of each employee's pre-tax compensation for the year. The match is between 100 percent and 200 percent, based on a combination of the employee's age and years of service. The first 100 percent of the funds are matched with Chesapeake common stock. The remaining match is invested in the Company's 401(k) plan according to each employee's election options. On December 1, 2001, the Company converted the 401(k) fund holding Chesapeake stock to an Employee Stock Ownership Plan.

Effective, January 1, 1999, the Company began offering a non-qualified supplemental employee retirement savings plan open to Company executives over a specific income threshold. Participants receive a cash only matching contribution percentage equivalent to their 401(k) match level. All contributions and matched funds earn interest income monthly. This plan is not funded externally.

The Company's contributions to the 401(k) plans totaled \$1,409,000, \$1,352,000 and \$1,231,000 for the years ended December 31, 2002, 2001 and 2000, respectively. As of December 31, 2002, there are 220,467 shares reserved to fund future contributions to the Retirement Savings Plan.

### Other Post-Retirement Benefits

The Company sponsors a defined benefit post-retirement health care and life insurance plan that covers substantially all natural gas and corporate employees.

## Notes to Consolidated Financial Statements

Net periodic post-retirement costs for 2002, 2001 and 2000 include the following components:

For the Years Ended December 31,	2002	2001	2000
<b>Components of net periodic post-retirement cost:</b>			
Service cost	\$2,739	\$887	\$1,803
Interest cost	68,437	49,799	57,584
Amortization of			
Transition obligation	27,859	27,859	27,859
Actuarial (gain) loss	12,109	(1,717)	-
Net periodic post-retirement cost	111,144	76,828	87,246
Amounts amortized	-	-	25,028
<b>Total post-retirement cost</b>	<b>\$111,144</b>	<b>\$76,828</b>	<b>\$112,274</b>

The following schedule sets forth the status of the post-retirement health care and life insurance plan:

At December 31,	2002	2001
<b>Change in benefit obligation:</b>		
Benefit obligation — beginning of year	\$723,926	\$832,535
Retirees	123,134	(58,485)
Fully-eligible active employees	140,786	(24,453)
Other active	66,104	(25,671)
Benefit obligation — end of year	\$1,053,950	\$723,926
<b>Funded Status</b>	<b>(\$1,053,950)</b>	<b>(\$723,926)</b>
<b>Unrecognized transition obligation</b>	<b>105,859</b>	<b>133,718</b>
<b>Unrecognized net loss (gain)</b>	<b>304,827</b>	<b>(73,737)</b>
<b>Accrued post-retirement cost</b>	<b>(\$643,264)</b>	<b>(\$663,945)</b>
<b>Assumptions:</b>		
Discount rate	6.75%	7.00%

The health care inflation rate for 2002 is assumed to be 12 percent for medical and 16 percent for prescription drugs. These rates are projected to gradually decrease to ultimate rates of 5 and 6 percent, respectively, by the year 2009. A one percentage point increase in the health care inflation rate from the assumed rate would increase the accumulated post-retirement benefit obligation by approximately \$114,000 as of January 1, 2003, and would increase the aggregate of the service cost and interest cost components of the net periodic post-retirement benefit cost for 2003 by approximately \$9,000. A one percentage point decrease in the health care inflation rate from the assumed rate would decrease the accumulated post-retirement benefit obligation by approximately \$96,000 as of January 1, 2003, and would decrease the aggregate of the service cost and interest cost components of the net periodic post-retirement benefit cost for 2003 by approximately \$7,000.

### L. EXECUTIVE INCENTIVE PLANS

The Performance Incentive Plan (“the Plan”) adopted in 1992 allows for the granting of stock options, stock appreciation rights and performance shares to certain officers of the Company over a 10-year period. Stock options granted under the Plan entitle participants to purchase shares of the Company’s common stock, exercisable in cumulative installments of up to one-third on each anniversary of the commencement of the award period. The plan also enables participants the right to earn performance shares upon the Company’s achievement of certain performance goals as set forth in the specific agreements and the individual’s achievement of goals set annually for each executive.

The Company executed Stock Option Agreements for a three-year performance period ending December 31, 2000, with certain executive officers. One-half of these options became exercisable over time and the other half became

exercisable if certain performance targets are achieved. In 2000, the Company replaced the third year of this Stock Option Agreement with Stock Appreciation Rights (“SARs”). The SARs are awarded based on performance with a minimum number of SARs established for each participant. During 2001 and 2000, the Company granted 10,650 and 13,150 SARs, respectively, in conjunction with the agreement. Chesapeake currently awards performance shares annually for certain other executive officers. Each year participants are eligible to earn a maximum number of performance shares, based on the Company’s achievement of certain performance goals. The Company recorded compensation expense of \$165,000, \$123,000 and \$118,000 associated with these performance shares in 2002, 2001 and 2000, respectively.

Changes in outstanding options were as shown on the chart below:

	2002		2001		2000	
	Number of shares	Option Price	Number of shares	Option Price	Number of shares	Option Price
Balance — beginning of year	41,948	\$20.50	110,093	\$12.75 — \$20.50	163,637	\$12.75 — \$20.50
Options exercised			(53,220)	\$12.75		
Options expired			(14,925)	\$12.75		
Options forfeited or replaced					(53,544)	\$20.50
Balance — end of year	41,948	\$20.50	41,948	\$20.50	110,093	\$12.75 — \$20.50
Exercisable	41,948	\$20.50	41,948	\$20.50	110,093	\$12.75 — \$20.50

In December 1997, the Company granted stock options to certain executive officers of the Company. SFAS No. 123 requires the disclosure of pro forma net income and earnings per share as if fair value based accounting had been used to account for the stock-based compensation costs. Accordingly, pro forma net income, basic earnings per share and diluted earnings per share for 2000 were \$7,475,885, \$1.42 and \$1.40, respectively. The assumptions used in calculating the pro forma information were: dividend yield, 4.73 percent; expected volatility, 15.53 percent; risk-free interest rate, 5.89 percent; and an expected life of four years. No options have been granted since 1997; therefore, there is no pro forma impact for 2002 or 2001. The weighted average exercise price of outstanding options was \$20.50, \$20.50 and \$15.70 at December 31, 2002, 2001 and 2000, respectively. The options outstanding at December 31, 2002, expire on December 31, 2005. As of December 31, 2002, there were 336,241 shares reserved for issuance under the terms of the Company’s Performance Incentive Plan.

## M. ENVIRONMENTAL COMMITMENTS AND CONTINGENCIES

The Company is currently participating in the investigation, assessment or remediation of three former gas manufacturing plant sites located in different jurisdictions, including the exploration of corrective action options to remove environmental contaminants. The Company has accrued liabilities for the Dover Gas Light, Salisbury Town Gas Light and the Winter Haven Coal Gas sites. The Company is currently in discussions with the Maryland Department of the Environment (“MDE”) regarding a fourth site in Cambridge, Maryland.

In May 2001, Chesapeake, General Public Utilities Corporation, Inc. (now First Energy), the State of Delaware and the United States Environmental Protection Agency (“EPA”) signed a settlement term sheet reflecting the agreement in principle to settle a lawsuit with respect to the Dover Gas Light site. The terms of the final agreement have been memorialized in two consent decrees and have been approved by all parties. The consent decrees have been presented to the Department of Justice to its highest level of management for final approval. The consent decrees will then be published for public comment and submitted to a federal judge for final approval.

If the agreement receives final approval, Chesapeake will:

- Receive a net payment of \$1.15 million from other parties to the agreement. These proceeds will be passed on to Chesapeake’s firm customers, in accordance with the environmental rate rider.

## Notes to Consolidated Financial Statements

- Receive a release from liability and covenant not to sue from the EPA and the State of Delaware. This will relieve Chesapeake from liability for future remediation at the site, unless previously unknown conditions are discovered at the site, or information previously unknown to the EPA is received that indicates the remedial action related to the former manufactured gas plant is not sufficiently protective. These contingencies are standard, and are required by the United States in all liability settlements.

At December 31, 2002, the Company had accrued \$2.1 million (discounted) of costs associated with the remediation of the Dover site and had recorded an associated regulatory asset for the same amount. Of that amount, \$1.5 million was for estimated ground-water remediation and \$600,000 was for remaining soil remediation. The \$1.5 million represented the low end of the ground-water remediation estimates prepared by an independent consultant and was used because the Company could not, at that time, predict the remedy the EPA might require.

Through December 31, 2002, the Company has incurred approximately \$9.2 million in costs relating to environmental testing and remedial action studies at the Dover site. Approximately \$6.9 million has been recovered through December 2002 from other parties or through rates.

Upon receiving final court approval of the consent decrees, Chesapeake will reduce both the accrued environmental liability and the associated environmental regulatory asset to the amount required to complete its obligations.

The second site is the Salisbury Town Gas Light site in Salisbury, Maryland. In cooperation with the MDE, the Company performed remediation that included the following: (1) operation of an air sparging/soil vapor extraction ("AS/SVE") remedial system; (2) monitoring and recovery of product from recovery wells; and (3) monitoring of ground-water quality. In February 2002, the MDE granted permission to permanently decommission the AS/SVE remedial system and abandon nearly all of the monitoring wells on-site and off-site. The Company is currently seeking a No Further Action ("NFA") for the site. The NFA would be conditional upon the Company performing continued product monitoring and recovery at one well location and implementing land use controls. Evaluation of historical sampling results is currently being performed to determine the level of land use controls that will be required by the MDE for the site.

The Company has adjusted the liability with respect to the Salisbury site to \$21,000 at December 31, 2002. The Company had previously accrued \$100,000 as of December 31, 2001. This amount is based on the estimated costs to perform limited product monitoring and recovery efforts and fulfill ongoing reporting requirements. A corresponding regulatory asset has been recorded, reflecting the Company's belief that costs incurred will be recoverable in base rates.

Through December 31, 2002, the Company has incurred approximately \$2.9 million for remedial actions and environmental studies at the Maryland site. Of this amount, approximately \$1.8 million has been recovered through insurance proceeds or ratemaking treatment. The Company will apply for the recovery of these and any future costs in the next base rate filing with the Maryland Public Service Commission.

The third site is located in the state of Florida. In January 2001, the Company filed a remedial action plan ("RAP") with the Florida Department of the Environment ("FDEP"). The RAP was approved by the FDEP on May 4, 2001. The current estimate of remaining costs to complete the RAP is \$681,000 (discounted). Accordingly, at December 31, 2002, the Company accrued a liability of \$681,000. Through December 31, 2002, the Company has incurred approximately \$319,000 of environmental costs associated with the Florida site. A regulatory asset of \$406,000 representing the uncollected portion of the estimated clean up costs has also been recorded. Once the FDEP approves the RAP, the Company will commence with the remediation procedures per the RAP.

It is management's opinion that any unrecovered current costs and any other future costs associated with any of the three sites incurred will be recoverable through future rates or sharing arrangements with other responsible parties.

In August 2002, the Company along with two other parties met with MDE to discuss alleged manufactured gas plant contamination at a property located in Cambridge, Maryland. At that meeting, one of the other parties agreed to perform a remedial investigation of the site. The possible exposure of the Company at this site cannot be determined at this time.

It is management's opinion that any unrecovered current costs and any other future costs associated with any of the three sites incurred will be recoverable through future rates or sharing arrangements with other responsible parties.

## **N. OTHER COMMITMENTS AND CONTINGENCIES**

### **Natural Gas and Propane Supply**

The Company's natural gas and propane distribution operations have entered into contractual commitments for gas from various suppliers. The contracts have various expiration dates. In 2000, the Company entered into a long-term contract with an energy marketing and risk management company to manage a portion of the Company's natural gas transportation and storage capacity. That contract expires on October 31, 2003.

### **Corporate Guarantees**

The Company has issued corporate guarantees to certain vendors of its propane wholesale marketing subsidiary. The guarantees at December 31, 2002, totaled \$4.5 million and expire on various dates in 2003.

### **Other**

The Company is involved in certain legal actions and claims arising in the normal course of business. The Company is also involved in certain legal and administrative proceedings before various governmental agencies concerning rates. In the opinion of management, the ultimate disposition of these proceedings will not have a material effect on the consolidated financial position of the Company.

## Notes to Consolidated Financial Statements

### O. QUARTERLY FINANCIAL DATA (UNAUDITED)

In the opinion of the Company, the quarterly financial information shown below includes all adjustments necessary for a fair presentation of the operations for such periods. Due to the seasonal nature of the Company's business, there are substantial variations in operations reported on a quarterly basis. Due to the adoption of EITF Issue No. 02-03 in the third quarter of 2002, which required reclassification of prior periods, the amounts presented below do not agree to amounts reported in prior Form 10-Q reports.

For the Quarters Ended	March 31	June 30	September 30	December 31
<b>2002</b>				
Operating Revenue	\$45,937,941	\$31,661,191	\$23,528,465	\$41,101,938
Gross Margin	22,339,889	14,526,398	12,331,845	18,878,210
Operating Income	5,906,924	1,701,808	198,372	2,562,574
Before Change in Accounting Principle				
Net Income (Loss)	4,883,478	529,694	(939,165)	1,171,146
Earnings per share:				
Basic	\$0.90	\$0.10	(\$0.17)	\$0.21
Diluted	\$0.87	\$0.10	(\$0.17)	\$0.21
After Change in Accounting Principle				
Net Income	2,967,478	529,694	(939,165)	1,171,146
Earnings per share:				
Basic	\$0.55	\$0.10	(\$0.17)	\$0.21
Diluted	\$0.53	\$0.10	(\$0.17)	\$0.21
<b>2001</b>				
Operating Revenue	\$65,593,008	\$36,990,529	\$24,794,008	\$32,134,695
Gross Margin	23,156,863	13,811,322	11,755,652	15,241,843
Operating Income	6,666,331	1,741,229	562,419	2,548,236
Net Income (Loss)	5,365,469	666,726	(674,966)	1,364,308
Earnings per share:				
Basic	\$1.01	\$0.12	(\$0.13)	\$0.25
Diluted	\$0.98	\$0.12	(\$0.13)	\$0.25

**ITEM 9. CHANGES IN AND DISAGREEMENTS WITH ACCOUNTANTS ON ACCOUNTING AND FINANCIAL DISCLOSURE**

None

**PART III**

**ITEM 10. DIRECTORS AND EXECUTIVE OFFICERS OF THE REGISTRANT**

Information pertaining to the Directors of the Company is incorporated herein by reference to the Proxy Statement, under "Information Regarding the Board of Directors and Nominees" and Section 16(a) Beneficial Ownership Reporting Compliance" to be filed not later than April 30, 2003 in connection with the Company's Annual Meeting to be held on May 20, 2003.

The information required by this item with respect to executive officers is, pursuant to instruction 3 of paragraph (b) of Item 401 of Regulation S-K, set forth in Part I of this Form 10-K under "Executive Officers of the Registrant."

**ITEM 11. EXECUTIVE COMPENSATION**

This information is incorporated herein by reference to the portion of the Proxy Statement captioned "Management Compensation Committee Interlocks and Insider Participation", in the Proxy Statement to be filed not later than April 30, 2003, in connection with the Company's Annual Meeting to be held on May 20, 2003.

**ITEM 12. SECURITY OWNERSHIP OF CERTAIN BENEFICIAL OWNERS AND MANAGEMENT**

This information is incorporated herein by reference to the portion of the Proxy Statement captioned "Beneficial Ownership of the Company's Securities" to be filed not later than April 30, 2003 in connection with the Company's Annual Meeting to be held on May 20, 2003.

**ITEM 13. CERTAIN RELATIONSHIPS AND RELATED TRANSACTIONS**

This information is incorporated herein by reference to the portion of the Proxy Statement captioned "Certain Transactions" to be filed not later than April 30, 2003, in connection with the Company's Annual Meeting to be held on May 20, 2003.

## PART IV

### ITEM 14. FINANCIAL STATEMENTS, FINANCIAL STATEMENT SCHEDULES, EXHIBITS AND REPORTS ON FORM 8-K

#### (a) The following documents are filed as part of this report:

1. Financial Statements:
  - Accountants' Report dated February 20, 2003 of PricewaterhouseCoopers LLP, Independent Accountants
  - Consolidated Statements of Income for each of the three years ended December 31, 2002, 2001 and 2000
  - Consolidated Balance Sheets at December 31, 2002 and December 31, 2001
  - Consolidated Statements of Cash Flows for each of the three years ended December 31, 2002, 2001 and 2000
  - Consolidated Statements of Common Stockholders' Equity for each of the three years ended December 31, 2002, 2001 and 2000
  - Consolidated Statements of Income Taxes for each of the three years ended December 31, 2002, 2001 and 2000
  - Notes to Consolidated Financial Statements
  
2. Financial Statement Schedules — Schedule II - Valuation and Qualifying Accounts

All other schedules are omitted because they are not required, are inapplicable or the information is otherwise shown in the financial statements or notes thereto.

#### (b) Reports on Form 8-K:

On November 6, 2002, the Company filed, under Item 5, that the Company had completed a private placement of \$30 million of long-term Senior Notes payable.

#### (c) Exhibits:

- Exhibit 3(a) Amended Certificate of Incorporation of Chesapeake Utilities Corporation is incorporated herein by reference to Exhibit 3.1 of the Company's Quarterly Report on Form 10-Q for the period ended June 30, 1998, File No. 001-11590.
- Exhibit 3(b) Amended Bylaws of Chesapeake Utilities Corporation, effective August 20, 1999, are incorporated herein by reference to Exhibit 3 of the Company's Registration Statement on Form 8-A, File No. 001-11590, filed August 24, 1999.
- Exhibit 4(a) Form of Indenture between the Company and Boatmen's Trust Company, Trustee, with respect to the 8 1/4% Convertible Debentures is incorporated herein by reference to Exhibit 4.2 of the Company's Registration Statement on Form S-2, Reg. No. 33-26582, filed on January 13, 1989.
- Exhibit 4(b) First Mortgage Sinking Fund Bonds dates December 15, 1989 between the Company and The Prudential Insurance Company of America, with respect to \$8.2 million of 9.37% Series I Mortgage Bonds due December 15, 2004, is not being filed herewith, in accordance with Item 601(b)(4)(iii) of Regulation S-K. The Company hereby agrees to furnish a copy of that agreement to the Commission upon request.
- Exhibit 4(c) Note Agreement dated February 9, 1993, by and between the Company and Massachusetts Mutual Life Insurance Company and MML Pension Insurance Company, with respect to \$10 million of 7.97% Unsecured Senior Notes due February 1, 2008, is incorporated herein by reference to Exhibit 4 to the Company's Annual Report on Form 10-K for the year ended December 31, 1992, File No. 0-593.
- Exhibit 4(d) Note Purchase Agreement entered into by the Company on October 2, 1995, pursuant to which the Company privately placed \$10 million of its 6.91% Senior Notes due in 2010, is not being filed herewith, in accordance with Item 601(b)(4)(iii) of Regulation S-K. The Company hereby agrees to furnish a copy of that agreement to the Commission upon request.

- Exhibit 4(e) Note Purchase Agreement entered into by the Company on December 15, 1997, pursuant to which the Company privately placed \$10 million of its 6.85% Senior Notes due 2012, is not being filed herewith, in accordance with Item 601(b)(4)(iii) of Regulation S-K. The Company hereby agrees to furnish a copy of that agreement to the Commission upon request.
- Exhibit 4(f) Note Purchase Agreement entered into by the Company on December 27, 2000, pursuant to which the Company privately placed \$20 million of its 7.83% Senior Notes due 2015, is not being filed herewith, in accordance with Item 601(b)(4)(iii) of Regulation S-K. The Company hereby agrees to furnish a copy of that agreement to the Commission upon request.
- Exhibit 4(g) Note Agreement entered into by the Company on October 31, 2002, pursuant to which the Company privately placed \$30 million of its 6.64% Senior Notes due 2017, is incorporated herein by reference to Exhibit 2 of the Company's Current Report on Form 8-K, filed November 6, 2002, File No. 001-11590.
- \*Exhibit 10(a) Executive Employment Agreement dated March 26, 1997, by and between Chesapeake Utilities Corporation and each Ralph J. Adkins and John R. Schimkaitis is incorporated herein by reference to Exhibit 10 to the Company's Quarterly Report on Form 10-Q for the period ended June 30, 1997, File No. 001-11590.
- \*Exhibit 10(b) Form of Executive Employment Agreement dated March 1997, by and between Chesapeake Utilities Corporation and each of Michael P. McMasters, William C. Boyles and Stephen C. Thompson, filed herewith.
- \*Exhibit 10(c) Executive Employment Agreement dated January 1, 2003, by and between Chesapeake Utilities Corporation and Ralph J. Adkins filed herewith.
- \*Exhibit 10(d) Form of Performance Share Agreement dated January 1, 1998, pursuant to Chesapeake Utilities Corporation Performance Incentive Plan by and between Chesapeake Utilities Corporation and each of Ralph J. Adkins and John R. Schimkaitis is incorporated herein by reference to Exhibit 10 of the Company's Annual Report on Form 10-K for the year ended December 31, 1997, File No. 001-11590.
- \*Exhibit 10(e) Form of Performance Share Agreement dated January 1, 2002, pursuant to Chesapeake Utilities Corporation Performance Incentive Plan by and between Chesapeake Utilities Corporation and each of Ralph J. Adkins, John R. Schimkaitis, Michael P. McMasters, William C. Boyles and Stephen C. Thompson is incorporated herein by reference to Exhibit 10 of the Company's Annual Report on Form 10-K for the year ended December 31, 2001, File No. 001-11590.
- \*Exhibit 10(f) Form of Performance Share Agreement dated January 1, 2003, pursuant to Chesapeake Utilities Corporation Performance Incentive Plan by and between Chesapeake Utilities Corporation and each of John R. Schimkaitis, Michael P. McMasters, Stephen C. Thompson and William C. Boyles, filed herewith.
- \*Exhibit 10(g) Chesapeake Utilities Corporation Cash Bonus Incentive Plan dated January 1, 1992, is incorporated herein by reference to Exhibit 10 to the Company's Annual Report on Form 10-K for the year ended December 31, 1991, File No. 0-593.
- \*Exhibit 10(h) Chesapeake Utilities Corporation Performance Incentive Plan dated January 1, 1992, is incorporated herein by reference to the Company's Proxy Statement dated April 20, 1992, in connection with the Company's Annual Meeting held on May 19, 1992.
- \*Exhibit 10(i) Form of Stock Appreciation Rights Agreement dated January 1, 2001, pursuant to Chesapeake Utilities Corporation Performance Incentive Plan by and between Chesapeake Utilities Corporation and each of Philip S. Barefoot, William C. Boyles, Thomas A. Geoffroy, James R. Schneider and William P. Schneider is incorporated herein by reference to Exhibit 10 of the Company's Annual Report on Form 10-K for the year ended December 31, 2000, File No. 001-11590.
- \*Exhibit 10(j) Directors Stock Compensation Plan adopted by Chesapeake Utilities Corporation in 1995 is incorporated herein by reference to the Company's Proxy Statement dated April 17, 1995 in connection with the Company's Annual Meeting held in May 1995.

- \*Exhibit 10(k) United Systems, Inc. Executive Appreciation Rights Plan dated December 31, 2000 is incorporated herein by reference to Exhibit 10 of the Company's Annual Report on Form 10-K for the year ended December 31, 2000, File No. 001-11590.
- Exhibit 12 Computation of Ratio of Earning to Fixed Charges, filed herewith.
- Exhibit 21 Subsidiaries of the Registrant, filed herewith.
- Exhibit 23 Consent of Independent Accountants, filed herewith.
- Exhibit 99.1 Certificate of Chief Executive Office of Chesapeake Utilities Corporation pursuant to 18 U.S.C. Section 1350, dated March 28, 2003, filed herewith.
- Exhibit 99.2 Certificate of Chief Financial Officer of Chesapeake Utilities Corporation pursuant to 18 U.S.C. Section 1350, dated March 28, 2003, filed herewith.

\* Management contract or compensatory plan or agreement.

## SIGNATURES

Pursuant to the requirements of Section 13 or 15 (d) of the Securities Exchange Act of 1934, Chesapeake Utilities Corporation has duly caused this report to be signed on its behalf by the undersigned, thereunto duly authorized.

CHESAPEAKE UTILITIES CORPORATION

By: /S/ JOHN R. SCHIMKAITIS  
John R. Schimkaitis  
President and Chief Executive Officer  
Date: March 14, 2003

Pursuant to the requirements of the Securities Exchange Act of 1934, this report has been signed below by the following persons on behalf of the registrant and in the capacities and on the dates indicated.

/S/ RALPH J. ADKINS  
Ralph J. Adkins, Chairman of the Board  
and Director  
Date: March 14, 2003

/S/ JOHN R. SCHIMKAITIS  
John R. Schimkaitis, President,  
Chief Executive Officer and Director  
Date: March 14, 2003

/S/ MICHAEL P. MCMASTERS  
Michael P. McMasters, Vice President,  
Chief Financial Officer and Treasurer  
(Principal Financial and Accounting Officer)  
Date: March 14, 2003

/S/ RICHARD BERNSTEIN  
Richard Bernstein, Director  
Date: March 14, 2003

/S/ THOMAS J. BRESNAN  
Thomas J. Bresnan, Director  
Date: March 14, 2003

/S/ WALTER J. COLEMAN  
Walter J. Coleman, Director  
Date: March 14, 2003

/S/ JOHN W. JARDINE, JR.  
John W. Jardine, Jr., Director  
Date: March 14, 2003

/S/ J. PETER MARTIN  
J. Peter Martin, Director  
Date: March 14, 2003

/S/ JOSEPH E. MOORE, ESQ.  
Joseph E. Moore, Esq., Director  
Date: March 14, 2003

/S/ CALVERT A. MORGAN, JR.  
Calvert A. Morgan, Jr., Director  
Date: March 14, 2003

/S/ RUDOLPH M. PEINS, JR.  
Rudolph M. Peins, Jr., Director  
Date: March 14, 2003

/S/ ROBERT F. RIDER  
Robert F. Rider, Director  
Date: March 14, 2003

## CERTIFICATIONS

I, John R. Schimkaitis, certify that:

1. I have reviewed this annual report on Form 10-K of Chesapeake Utilities Corporation;
2. Based on my knowledge, this 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 report;
3. Based on my knowledge, the financial statements, and other financial information included in this annual 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 annual report;
4. The registrant's other certifying officers 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 annual 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 annual report ("Evaluation Date");
  - c) presented in this annual 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 officers and I have disclosed, based on our most recent evaluation, to the registrant's auditors and the audit committee of the 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 weakness in internal controls;
  - 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 officers and I have indicated in this annual 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: March 28, 2003

/s/ JOHN R. SCHIMKAITIS

John R. Schimkaitis

President and Chief Executive Officer

I, Michael P. McMasters, certify that:

1. I have reviewed this annual report on Form 10-K of Chesapeake Utilities Corporation;
2. Based on my knowledge, this 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 report;
3. Based on my knowledge, the financial statements, and other financial information included in this annual 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 annual report;
4. The registrant's other certifying officers 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 annual 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 annual report ("Evaluation Date");
  - c) presented in this annual 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 officers and I have disclosed, based on our most recent evaluation, to the registrant's auditors and the audit committee of the 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 weakness in internal controls;
  - 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 officers and I have indicated in this annual 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: March 28, 2003

/s/ MICHAEL P. MCMASTERS

Michael P. McMasters

Vice President, Treasurer and Chief Financial Officer

**Chesapeake Utilities Corporation and Subsidiaries**  
**Schedule II**  
**Valuation and Qualifying Accounts**

<b>For the Year Ended December 31,</b>	<b>Balance at Beginning of Year</b>	<b>Additions</b>			<b>Balance at End of Year</b>
		<b>Charged to Income</b>	<b>Other Accounts <sup>(1)</sup></b>	<b>Deductions <sup>(2)</sup></b>	
<b>Reserve Deducted From Related Assets</b>					
<b>Reserve for Uncollectible Accounts</b>					
2002	\$ 621,516	\$ 677,461	\$ 210,735	\$ (850,084)	\$ 659,628
2001	\$ 549,961	\$ 592,590	\$ 488,895	\$ (1,009,930)	\$ 621,516
2000	\$ 475,592	\$ 342,407	\$ 63,741	\$ (331,779)	\$ 549,961

<sup>(1)</sup> Recoveries

<sup>(2)</sup> Uncollectible accounts charged off

**Chesapeake Utilities Corporation and Subsidiaries**  
**Exhibit 12**  
**Ratio of Earnings to Fixed Charges**

<b>For the Years Ended December 31,</b>	<b>2002</b>	<b>2001</b>	<b>2000</b>
<b>Income before change in accounting principle</b>	\$ 5,645,153	\$ 6,721,537	\$ 7,489,201
Add			
Income taxes	3,650,154	4,252,275	4,496,592
Portion of rents representative of interest factor	370,061	275,773	156,680
Interest on indebtedness	4,968,652	5,178,495	4,398,266
Amortization of debt discount and expense	89,387	101,183	111,122
<b>Earnings as adjusted</b>	<b>\$ 14,723,407</b>	<b>\$ 16,529,263</b>	<b>\$ 16,651,861</b>
<b>Fixed Charges</b>			
Portion of rents representative of interest factor	\$ 370,061	\$ 275,773	\$ 156,680
Interest on indebtedness	4,968,652	5,178,495	4,398,266
Amortization of debt discount and expense	89,387	101,183	111,122
<b>Fixed Charges</b>	<b>\$ 5,428,100</b>	<b>\$ 5,555,451</b>	<b>\$ 4,666,068</b>
<b>Ratio of Earnings to Fixed Charges</b>	<b>2.71</b>	<b>2.98</b>	<b>3.57</b>

**Chesapeake Utilities Corporation**  
**Exhibit 21**  
**Subsidiaries of the Registrant**

<u>Subsidiaries</u>	<u>State Incorporated</u>
Eastern Shore Natural Gas Company	Delaware
Sharp Energy, Inc.	Delaware
Chesapeake Service Company	Delaware
Xeron, Inc.	Mississippi
Sam Shannahan Well Company, Inc.	Maryland
Sharp Water, Inc.	Delaware
<u>Subsidiaries of Sharp Energy, Inc.</u>	<u>State Incorporated</u>
Sharpgas, Inc.	Delaware
Tri-County Gas Co., Incorporated	Maryland
<u>Subsidiaries of Chesapeake Service Company</u>	<u>State Incorporated</u>
Skipjack, Inc.	Delaware
BravePoint, Inc.	Georgia
Chesapeake Investment Company	Delaware
Eastern Shore Real Estate, Inc.	Maryland
<u>Subsidiaries of Sharp Water, Inc.</u>	<u>State Incorporated</u>
EcoWater Systems of Michigan, Inc.	Michigan
Carroll Water Systems, Inc.	Maryland
Absolute Water Care, Inc.	Florida
Sharp Water of Florida, Inc.	Delaware
Sharp Water of Idaho, Inc.	Delaware
Sharp Water of Minnesota, Inc.	Delaware

**Certificate of Chief Executive Officer**

**of**

**Chesapeake Utilities Corporation**

**(pursuant to 18 U.S.C. Section 1350)**

I, John R. Schinkaitis, President and Chief Executive Officer of Chesapeake Utilities Corporation, certify that, to the best of my knowledge, the Annual Report on Form 10-K of Chesapeake Utilities Corporation (“Chesapeake”) for the year ended December 31, 2002, filed with the Securities and Exchange Commission on the date hereof (i) fully complies with the requirements of section 13(1) or 15(d) of the Securities Exchange Act of 1934, as amended, and (ii) the information contained therein fairly presents, in all material respects, the financial condition and results of operations of Chesapeake.

/s/ JOHN R. SCHIMKAITIS

John R. Schinkaitis

March 28, 2003

A signed original of this written statement required by Section 906 of the Sarbanes-Oxley Act of 2002 has been provided to Chesapeake Utilities Corporation and will be retained by Chesapeake Utilities Corporation and furnished to the Securities and Exchange Commission or its staff upon request.

**Certificate of Chief Financial Officer**

**of**

**Chesapeake Utilities Corporation**

**(pursuant to 18 U.S.C. Section 1350)**

I, Michael P. McMasters, Vice President, Chief Financial Officer and Treasurer of Chesapeake Utilities Corporation, certify that, to the best of my knowledge, the Annual Report on Form 10-K of Chesapeake Utilities Corporation (“Chesapeake”) for the year ended December 31, 2002, filed with the Securities and Exchange Commission on the date hereof (i) fully complies with the requirements of section 13(1) or 15(d) of the Securities Exchange Act of 1934, as amended, and (ii) the information contained therein fairly presents, in all material respects, the financial condition and results of operations of Chesapeake.

/s/ MICHAEL P. MCMASTERS

Michael P. McMasters

March 28, 2003

A signed original of this written statement required by Section 906 of the Sarbanes-Oxley Act of 2002 has been provided to Chesapeake Utilities Corporation and will be retained by Chesapeake Utilities Corporation and furnished to the Securities and Exchange Commission or its staff upon request.

**CONSENT OF INDEPENDENT ACCOUNTANTS**

---

We hereby consent to the incorporation by reference in the Registration Statement on Form S-3 (Nos. 33-28391 and 33-64671) and Form S-8 (Nos. 333-01175 and 333-94159) of Chesapeake Utilities Corporation of our report dated February 20, 2003 relating to the financial statements and financial statement schedule, which appears in this Form 10-K.

*PricewaterhouseCoopers LLP*

PRICEWATERHOUSECOOPERS LLP  
Philadelphia, Pennsylvania  
March 28, 2003

*Upon written request,  
Chesapeake will provide, free of  
charge, a copy of any exhibit to  
the 2002 Annual Report on  
Form 10-K not included  
in this document.*

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: June 30, 2003

OR

TRANSITION REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934

For the transition period from \_\_\_\_\_ to \_\_\_\_\_

Commission File Number: **001-11590**

**CHESAPEAKE UTILITIES CORPORATION**

(Exact name of registrant as specified in its charter)

**Delaware**

(State or other jurisdiction of  
incorporation or organization)

**51-0064146**

(I.R.S. Employer  
Identification No.)

**909 Silver Lake Boulevard, Dover, Delaware 19904**

(Address of principal executive offices, including Zip Code)

**(302) 734-6799**

(Registrant's Telephone Number, including Area Code)

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 (as defined in Rule 12b-2 of the Exchange Act). Yes  No

Common Stock, par value \$.4867 — 5,609,031 shares outstanding as of June 30, 2003.

## TABLE OF CONTENTS

<i>PART I — FINANCIAL INFORMATION</i> .....	1
<i>ITEM 1. FINANCIAL STATEMENTS</i> .....	1
<i>NOTES TO CONSOLIDATED FINANCIAL STATEMENTS</i> .....	7
1. Quarterly Financial Data.....	7
2. Calculation of Earnings Per Share .....	7
3. Commitments and Contingencies .....	7
Environmental Matters .....	7
Other Commitments and Contingencies .....	9
4. Recent Authoritative Pronouncements on Financial Reporting and Accounting.....	10
5. Adopted Pronouncements .....	10
6. Segment Information .....	10
7. Discontinued Operations.....	11
<i>ITEM 2. MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION</i> <i>AND RESULTS OF OPERATIONS</i> .....	13
Business Description.....	13
<i>FINANCIAL POSITION, LIQUIDITY AND CAPITAL RESOURCES</i> .....	13
<i>RESULTS OF OPERATIONS FOR THE QUARTER ENDED JUNE 30, 2003</i> .....	15
Consolidated Overview .....	15
Natural Gas Distribution and Transmission.....	15
Propane.....	16
Advanced Information Services .....	16
Water Business Operations.....	17
Other Business Operations .....	17
Income Taxes .....	17
Interest Expense.....	18
<i>RESULTS OF OPERATIONS FOR THE SIX MONTHS ENDED JUNE 30, 2003</i> .....	18
Consolidated Overview .....	18
Natural Gas Distribution and Transmission.....	19
Propane.....	19
Advanced Information Services .....	20
Water Business Operations.....	20
Other Business Operations .....	21
Income Taxes .....	21
Interest Expense.....	21
Environmental Matters .....	21
<i>OTHER MATTERS</i> .....	22
Regulatory Matters .....	22
Competition .....	23
Recent Pronouncements .....	24
Inflation .....	25
Cautionary Statement .....	25
<i>ITEM 3. QUANTITATIVE AND QUALITATIVE DISCLOSURES ABOUT MARKET RISK</i> .....	25
<i>ITEM 4. CONTROLS AND PROCEDURES</i> .....	26
<b>PART II — OTHER INFORMATION</b> .....	<b>28</b>
<b>SIGNATURES</b> .....	<b>29</b>

**PART I — FINANCIAL INFORMATION**

**Item 1. Financial Statements**

**Chesapeake Utilities Corporation and Subsidiaries**

**Consolidated Statements of Income (Unaudited)**

<b>For the Three Months Ended June 30,</b>	<b>2003</b>	<b>2002</b>
<b>Operating Revenues</b>	\$34,798,810	\$31,170,089
<b>Cost of Sales</b>	18,962,976	16,944,226
<b>Gross Margin</b>	15,835,834	14,225,863
<b>Operating Expenses</b>		
Operations	8,701,291	8,392,366
Maintenance	437,454	456,916
Depreciation and amortization	2,346,908	2,349,271
Other taxes	1,128,765	1,024,478
<b>Total operating expenses</b>	12,614,418	12,223,031
<b>Operating Income</b>	3,221,416	2,002,832
<b>Other Income</b>	57,772	52,663
<b>Income before Interest Charges</b>	3,279,188	2,055,495
<b>Interest Charges</b>	1,429,005	1,207,417
<b>Income before Income Taxes</b>	1,850,183	848,078
<b>Income Taxes</b>	695,869	281,149
<b>Net Income from Continuing Operations</b>	1,154,314	566,929
<b>Net Income (Loss) from Discontinued Operations, net of tax</b>		
Discontinued operations	(49,573)	(37,235)
Gain on sale	71,575	0
<b>Total Net Income (Loss) from Discontinued Operations</b>	22,002	(37,235)
<b>Net Income</b>	\$1,176,316	\$529,694
<b>Earnings Per Share of Common Stock:</b>		
<b>Basic</b>		
From continuing operations	\$0.21	\$0.10
From discontinued operations	0.00	0.00
<b>Net Income</b>	\$0.21	\$0.10
<b>Diluted</b>		
From continuing operations	\$0.21	\$0.10
From discontinued Operations	0.00	0.00
<b>Net Income</b>	\$0.21	\$0.10
<b>Dividends Declared Per Share of Common Stock:</b>	\$0.275	\$0.275

The accompanying notes are an integral part of these financial statements.

# Chesapeake Utilities Corporation and Subsidiaries

## Consolidated Statements of Income (Unaudited)

For the Six Months Ended June 30,	2003	2002
<b>Operating Revenues</b>	\$100,993,522	\$79,368,545
<b>Cost of Sales</b>	58,915,708	43,060,341
<b>Gross Margin</b>	42,077,814	36,308,204
<b>Operating Expenses</b>		
Operations	18,504,210	17,442,439
Maintenance	860,372	918,623
Depreciation and amortization	4,684,265	4,643,507
Other taxes	2,443,731	2,296,023
<b>Total operating expenses</b>	26,492,578	25,300,592
<b>Operating Income</b>	15,585,236	11,007,612
<b>Other Income</b>	144,424	390,657
<b>Income before Interest Charges</b>	15,729,660	11,398,269
<b>Interest Charges</b>	2,894,855	2,428,517
<b>Income before Income Taxes</b>	12,834,805	8,969,752
<b>Income Taxes</b>	5,011,032	3,474,071
<b>Net Income from Continuing Operations</b>	7,823,773	5,495,681
<b>Net Income (Loss) from Discontinued Operations, net of tax</b>		
Discontinued operations	(91,224)	(82,509)
Gain on sale	71,575	0
<b>Total Net Loss from Discontinued Operations</b>	(19,649)	(82,509)
<b>Cumulative Effect of Change in Accounting Principle, net of tax</b>	0	(1,916,000)
<b>Net Income</b>	\$7,804,124	\$3,497,172
<b>Earnings Per Share of Common Stock:</b>		
<b>Basic</b>		
From continuing operations	\$1.40	\$1.01
From discontinued operations	0.00	(0.02)
Effect of change in accounting principle	0.00	(0.35)
<b>Net Income</b>	\$1.40	\$0.64
<b>Diluted</b>		
From continuing operations	\$1.37	\$0.99
From discontinued operations	0.00	(0.01)
Effect of change in accounting principle	0.00	(0.35)
<b>Net Income</b>	\$1.37	\$0.63
<b>Dividends Declared Per Share of Common Stock:</b>	\$0.550	\$0.550

The accompanying notes are an integral part of these financial statements.

# Chesapeake Utilities Corporation

## Consolidated Statements of Cash Flows

For the Six Months Ended June 30,	2003	2002
<b><i>Operating Activities</i></b>		
Net Income	\$7,804,124	\$3,497,172
Adjustments to reconcile net income to net operating cash:		
Goodwill impairment	0	3,200,000
Depreciation and amortization	4,754,976	4,708,656
Depreciation included in other costs	480,521	665,612
Deferred income taxes, net	957,212	(933,756)
Mark-to-market adjustments	604,430	36,616
Employee benefits and compensation	579,775	166,156
Other	(27,408)	(27,408)
Changes in assets and liabilities:		
Accounts receivable	5,709,082	5,916,085
Inventory, materials, supplies and storage gas	1,187,467	1,409,439
Prepaid expenses and other current assets	393,983	(133,847)
Other deferred charges	394,959	(430,898)
Accounts payable	(8,709,146)	(3,899,224)
Refunds payable to customers	(165,282)	(614,544)
Accrued income taxes	1,773,230	2,461,214
Accrued interest	1,186,664	(68,967)
(Under) over recovered deferred purchased gas costs	(1,053,724)	5,682,150
Other current liabilities	129,025	(751,743)
Net cash provided by operating activities	15,999,888	20,882,713
<b><i>Investing Activities</i></b>		
Property, plant and equipment expenditures, net	(4,607,407)	(5,689,883)
Sale of plant - discontinued operations	395,396	0
Sale of intangibles - discontinued operations	395,100	0
Environmental recoveries, net of expenditures	731,633	465,376
Net cash used by investing activities	(3,085,278)	(5,224,507)
<b><i>Financing Activities</i></b>		
Common stock dividends, net of amounts reinvested	(2,692,803)	(2,653,816)
Issuance of stock:		
Dividend Reinvestment Plan optional cash	166,486	160,539
Retirement Savings Plan	574,632	513,753
Net repayment under line of credit agreements	(9,400,000)	(12,098,844)
Proceeds from issuance of long-term debt	0	60,681
Repayment of long-term debt	(1,647,546)	(1,398,497)
Net cash used by financing activities	(12,999,231)	(15,416,184)
<b><i>Net (Decrease) Increase in Cash and Cash Equivalents</i></b>	<b>(84,621)</b>	<b>242,022</b>
<b><i>Cash and Cash Equivalents — Beginning of Period</i></b>	<b>2,458,276</b>	<b>1,188,335</b>
<b><i>Cash and Cash Equivalents — End of Period</i></b>	<b>\$2,373,655</b>	<b>\$1,430,357</b>

The accompanying notes are an integral part of these financial statements.

## Chesapeake Utilities Corporation and Subsidiaries

### Consolidated Balance Sheets (Unaudited)

Assets	June 30, 2003	December 31, 2002
<b>Property, Plant and Equipment</b>		
Natural gas distribution and transmission	\$182,728,789	\$179,487,574
Propane	35,020,570	34,479,798
Advanced information services	1,488,120	1,475,060
Water services	4,213,771	4,619,703
Other plant	9,019,044	9,065,440
Total property, plant and equipment	232,470,294	229,127,575
Less: Accumulated depreciation and amortization	(65,762,094)	(74,348,909)
Net property, plant and equipment	166,708,200	154,778,666
<b>Investments</b>	323,959	362,855
<b>Current Assets</b>		
Cash and cash equivalents	2,373,655	2,458,276
Accounts receivable (less allowance for uncollectibles of \$973,327 and \$659,628, respectively)	18,336,771	24,045,853
Materials and supplies, at average cost	1,097,315	995,165
Merchandise inventory, at FIFO	1,037,191	1,193,585
Propane inventory, at average cost	2,986,626	4,028,878
Storage gas prepayments	2,942,801	3,033,772
Underrecovered purchased gas costs	4,022,655	2,968,931
Income taxes receivable	0	488,339
Deferred income taxes receivable	1,465,840	417,665
Prepaid expenses	1,834,901	2,833,314
Other current assets	722,415	755,683
Total current assets	36,820,170	43,219,461
<b>Deferred Charges and Other Assets</b>		
Environmental regulatory assets	394,362	2,527,251
Environmental expenditures	1,825,773	2,557,406
Goodwill, net	869,519	869,519
Intangible assets, net	1,441,032	1,927,622
Other deferred charges	4,290,533	4,701,394
Total deferred charges and other assets	8,821,219	12,583,192
<b>Total Assets</b>	\$212,673,548	\$210,944,174

The accompanying notes are an integral part of these financial statements.

<b>Capitalization and Liabilities</b>	<b>June 30, 2003</b>	<b>December 31, 2002</b>
<b>Capitalization</b>		
Stockholders' equity		
Common Stock, par value \$.4867 per share; (authorized 12,000,000 shares; issued and outstanding 5,609,031 and 5,537,710 shares for 2003 & 2002, respectively)	\$2,729,647	\$2,694,935
Additional paid-in capital	33,098,657	31,756,983
Retained earnings	36,967,370	32,238,510
<b>Total stockholders' equity</b>	<b>72,795,674</b>	<b>66,690,428</b>
Long-term debt, net of current maturities	71,912,172	73,407,684
<b>Total capitalization</b>	<b>144,707,846</b>	<b>140,098,112</b>
<b>Current Liabilities</b>		
Current portion of long-term debt	3,672,138	3,938,006
Short-term borrowing	1,500,000	10,900,000
Accounts payable	12,432,850	21,141,996
Refunds payable to customers	332,560	497,842
Customer deposits	1,908,525	2,007,983
Income taxes payable	1,284,891	0
Accrued interest	1,886,495	699,831
Dividends payable	1,541,907	1,521,982
Accrued compensation	2,303,806	1,777,544
Other accrued liabilities	1,746,247	2,052,442
<b>Total current liabilities</b>	<b>28,609,419</b>	<b>44,537,626</b>
<b>Deferred Credits and Other Liabilities</b>		
Deferred income taxes	19,268,888	17,263,501
Deferred investment tax credits	520,133	547,541
Environmental liability	653,631	2,802,424
Accrued pension costs	1,814,037	1,619,456
Accumulated negative salvage value	12,861,530	0
Other liabilities	4,238,064	4,075,514
<b>Total deferred credits and other liabilities</b>	<b>39,356,283</b>	<b>26,308,436</b>
<b>Commitments and Contingencies (Note 3)</b>		
<b>Total Capitalization and Liabilities</b>	<b>\$212,673,548</b>	<b>\$210,944,174</b>

The accompanying notes are an integral part of these financial statements.

This page intentionally left blank.

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

### 1. Quarterly Financial Data

The financial information for Chesapeake Utilities Corporation (the "Company" or "Chesapeake") included herein is unaudited and should be read in conjunction with the Company's Annual Report on Form 10-K. In the opinion of management, this financial information reflects normal recurring adjustments, including the cumulative effect of changes in accounting principles, which are necessary for a fair presentation of the Company's interim results. In accordance with United States Generally Accepted Accounting Principles, the Company's management makes certain estimates and assumptions regarding: 1) reported amounts of assets and liabilities, 2) disclosure of contingent assets and liabilities at the date of the financial statements and 3) reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates. Due to the seasonal nature of the Company's business, there are substantial variations in the results of operations reported on a quarterly basis and, accordingly, results for any particular quarter may not give a true indication of results for the year. Certain amounts in 2002 have been reclassified to conform to the presentation for the current year.

### 2. Calculation of Earnings Per Share

For the Period Ended June 30,	Three Months Ended		Six Months Ended	
	2003	2002	2003	2002
<b>Calculation of Basic Earnings Per Share from Continuing Operations:</b>				
Net Income from continuing operations	\$1,154,314	\$566,929	\$7,823,773	\$5,495,681
Weighted average shares outstanding	5,599,525	5,478,714	5,580,620	5,461,443
<b>Basic Earnings Per Share from Continuing Operations</b>	<b>\$0.21</b>	<b>\$0.10</b>	<b>\$1.40</b>	<b>\$1.01</b>
<b>Calculation of Diluted Earnings Per Share from Continuing Operations:</b>				
<b>Reconciliation of Numerator:</b>				
Net Income from continuing operations — Basic	\$1,154,314	\$566,929	\$7,823,773	\$5,495,681
Effect of 8.25% Convertible debentures *	0	0	80,457	83,168
<b>Adjusted numerator — Diluted</b>	<b>\$1,154,314</b>	<b>\$566,929</b>	<b>\$7,904,230</b>	<b>\$5,578,849</b>
<b>Reconciliation of Denominator:</b>				
Weighted shares outstanding — Basic	5,599,525	5,478,714	5,580,620	5,461,443
Effect of dilutive securities *				
Stock options	852	0	0	0
Warrants	4,359	2,901	3,016	2,376
8.25% Convertible debentures	0	0	190,027	196,429
<b>Adjusted denominator — Diluted</b>	<b>5,604,736</b>	<b>5,481,615</b>	<b>5,773,663</b>	<b>5,660,248</b>
<b>Diluted Earnings Per Share from Continuing Operations</b>	<b>\$0.21</b>	<b>\$0.10</b>	<b>\$1.37</b>	<b>\$0.99</b>

\* Amounts associated with securities resulting in an anti-dilutive effect on earnings per share are not included in this calculation.

### 3. Commitments and Contingencies

#### Environmental Matters

The Company is currently participating in the remediation of three former gas manufacturing plant sites located in three different jurisdictions. The Company has accrued liabilities for these three sites referred to respectively as the Dover Gas Light, Salisbury Town Gas Light and the Winter Haven Coal Gas sites. The Company is currently in discussions with the Maryland Department of the Environment ("MDE") regarding the responsibilities of the Company with respect to a possible fourth site in Cambridge, Maryland.

The Dover Gas Light Site is a former manufactured gas plant site located in Dover, Delaware. In May 2001, the Company, General Public Utilities Corporation, Inc. (now FirstEnergy Corporation), the State of Delaware, the United States Environmental Protection Agency ("USEPA") and the United States

Department of Justice signed a settlement term sheet to settle complaints brought by the Company and the United States in 1996 and 1997, respectively, with respect to the Dover Site. In October 2002, the final Consent Decrees were signed and delivered to the United States Department of Justice ("DOJ"). The Consent Decrees were lodged simultaneously with the United States District Court for the District of Delaware and a notice soliciting public comment for a 30-day period was published in the Federal Register. The public comment period ended April 30, 2003 with no public comments. The DOJ filed an Unopposed Motion for Entry of Consent Decrees on June 26, 2003. The court granted the consent decrees on July 20, 2003. Therefore, during the third quarter of 2003, the Company expects to:

- o Receive a net payment of \$1.15 million from other parties to the settlement. These proceeds will be passed on to the Company's firm customers, in accordance with the environmental rate rider.
- o Receive a release from liability and covenant not to sue from the USEPA and the State of Delaware. This will relieve the Company from liability for future remediation at the site, unless previously unknown conditions are discovered at the site, or information previously unknown to USEPA is received that indicates the remedial action related to the prior manufactured gas plant is not sufficiently protective. The Company understands that these contingencies are standard, and are required by the United States in all liability settlements.

At June 30, 2003 the Company reduced the liability and associated regulatory asset for remediation of the Dover Gas Light site to \$10,000, based on the approval of the consent decrees. That represents the estimated remaining costs related to the site. Previously, the Company had accrued \$2.1 million (discounted) of costs associated with the remediation of the Dover Gas Light site and had recorded an associated regulatory asset for the same amount.

Through June 30, 2003 the Company has incurred approximately \$9.2 million in costs relating to environmental testing and remedial action studies at the Dover Gas Light site. Approximately \$7.6 million has been recovered through June 30, 2003 from other parties or through rates.

The Salisbury Town Gas Light Site is a former manufactured gas plant site located in Salisbury, Maryland. In cooperation with the MDE, the Company performed the following remedial steps: (1) operation of an air sparging/soil vapor extraction ("AS/SVE") remedial system; (2) monitoring and recovery of product from recovery wells; and (3) monitoring of ground-water quality. In March 2002, with MDE's permission, the Company permanently decommissioned the AS/SVE system and discontinued nearly all on-site and off-site monitoring wells. In November 2002, the Company submitted a request for a No Further Action ("NFA") for the site. In December 2002, the MDE recommended that the Company submit work plans to MDE and place deed restrictions on the property as conditions prior to receiving an NFA. The Company has completed the MDE recommended work plans and is in the process of executing the deed restrictions. The Company anticipates submittal of a revised request for the NFA during the third quarter of 2003.

The Company has adjusted the liability with respect to the Salisbury Town Gas Light site to \$14,000 at June 30, 2003. This amount is based on the estimated costs to perform limited product monitoring and recovery efforts and fulfill ongoing reporting requirements. A corresponding regulatory asset has been recorded, reflecting the Company's belief that costs incurred will be recoverable in base rates.

Through June 30, 2003, the Company has incurred approximately \$2.9 million for remedial actions and environmental studies at the Salisbury Town Gas Light site. Of this amount, approximately \$1.8 million has been recovered through insurance proceeds or ratemaking treatment.

The Winter Haven Coal Gas site is located in Winter Haven, Florida. In May 2001, the Florida Department of Environmental Protection ("FDEP") approved a remedial action plan that includes the utilization of the AS/SVE technologies to address ground-water impacts throughout a majority of the site. The AS/SVE

construction was completed in the fourth quarter of 2002 and is now fully operational. The Company is currently negotiating with FDEP on the extent of additional investigation and remediation work required to address surface soil, ground-water and sediment impacts that will not be remediated by the AS/SVE system. The current estimate of costs to complete the remediation activities at the site is approximately \$630,000 (discounted). Accordingly, at June 30, 2003 the Company has accrued a liability of \$630,000. Through June 30, 2003 the Company has incurred approximately \$1.2 million of environmental costs associated with this site. At June 30, 2003 the Company had collected through rates \$259,000 in excess of costs incurred. A regulatory asset of approximately \$371,000 representing the uncollected portion of the estimated cleanup costs has also been recorded.

In August 2002, the Company, along with two other parties, met with MDE to discuss alleged manufactured gas plant contamination at a property located in Cambridge, Maryland. At that meeting, one of the other parties agreed to perform a remedial investigation of the site. The possible exposure of the Company at this site is not known at this time.

It is management's opinion that any un-recovered current costs and any other future costs associated with each of the four sites discussed above will be recoverable through future rates or sharing arrangements with other responsible parties.

#### **Other Commitments and Contingencies**

The Company's natural gas and propane distribution operations have entered into contractual commitments to purchase gas from various suppliers. The contracts have various expiration dates. In 2000, the Company entered into a long-term contract with an energy marketing and risk management company to manage a portion of the Company's natural gas transportation and storage capacity. That contract expires on October 31, 2003. The Company expects to replace the contract with a similar agreement. A vendor has not yet been selected. During the second quarter of 2003, the energy marketing and risk management company described above declared bankruptcy. Chesapeake has been and will continue to monitor its risks related to the bankruptcy, in order to minimize any impact on our operations. The Company is not aware of any adverse financial impact on its business related to the bankruptcy. Should the vendor not be able to fulfill any supply commitments, Chesapeake will contract with other vendors for gas supply.

The Company has issued corporate guarantees to certain vendors of its propane wholesale marketing subsidiary. The guarantees at June 30, 2003 totaled \$4.5 million and expire on various dates through February 2004.

The Company is involved in certain legal actions and claims arising in the normal course of business. The Company is also involved in certain legal and administrative proceedings before various governmental agencies concerning rates. In the opinion of management, the ultimate disposition of these proceedings will not have a material effect on the consolidated financial position of the Company.

Certain assets and liabilities of the Company are accounted for in accordance with Financial Accounting Standards Board Statement of Financial Accounting Standards ("SFAS") No. 71, which, among other matters, provides standards for regulated enterprises for the deferral of costs that will be recovered through future rate increases. If the Company were required to terminate the application of these standards to its regulated operations, all such deferred amounts would be recognized in the income statement at that time. This would result in a charge to earnings, net of applicable income taxes, which could be material.

#### **4. Recent Authoritative Pronouncements on Financial Reporting and Accounting**

The FASB adopted SFAS No. 146, "Accounting for Costs Associated with Exit or Disposal Activities" in June 2002. It requires that a liability for a cost associated with an exit or disposal activity be recognized when a liability is incurred. Under previous guidelines, a liability for an exit cost was recognized at the date of an entity's commitment to an exit plan. Should the Company enter into an exit plan, SFAS No. 146 will be applied prospectively.

FASB Interpretation ("FIN") No. 45, "Guarantor's Accounting and Disclosure Requirements for Guarantees, Including Indirect Guarantees of Indebtedness of Others," was adopted in November 2002. The Company has adopted FIN No. 45. There was no impact on the financial statements; however, the disclosures in the Commitments and Contingencies footnote (Note 3) were expanded to include all required information.

FIN No. 46, "Consolidation of Variable Interest Entities," was adopted in January 2003. Chesapeake does not currently have any investments in variable interest entities and, therefore, FIN No. 46 has not impacted the Company.

The FASB adopted SFAS No. 147, "Acquisitions of Certain Financial Institutions" in October 2002 and SFAS No. 148, "Accounting for Stock-Based Compensation – Transition and Disclosure" in December 2002. Neither pronouncement has an impact on the Company's current operations. If required for future transactions, they will be implemented prospectively.

In April 2003, the FASB issued SFAS No. 149, "Amendment of Statement 133 on Derivative Instruments and Hedging Activities." This statement amends and clarifies financial accounting and reporting for derivative instruments and for hedging activities under FASB Statement No. 133, "Accounting for Derivative Instruments and Hedging Activities" by requiring that contracts with comparable characteristics be accounted for similarly. The Company does not believe that the adoption of SFAS No. 149 will have a material impact on Chesapeake's financial position or results of operations.

SFAS No. 150, "Accounting for Certain Financial Instruments with Characteristics of both Liability and Equity" was issued in May 2003 by the FASB. This statement establishes standards for how an issuer classifies and measures certain financial instruments with characteristics of both liability and equity. It requires that an issuer classify a financial instrument that is within its scope as a liability. Chesapeake does not currently have any financial instruments that would be impacted by this statement. Therefore, adoption of this statement is not expected to have a material impact on the Company's financial position or results of operations.

#### **5. Adopted Pronouncements**

Chesapeake adopted SFAS No. 143, "Accounting for Asset Retirement Obligations," as of January 1, 2003. The Company's regulated operations are allowed by the regulatory bodies to recover the costs of retiring its long-lived assets through the approved depreciation rates. This is sometimes referred to as negative salvage value. Under the pronouncement, the Company was required to record the portion of depreciation that represents negative salvage value as a liability on its financial statements. Previously, it was included in accumulated depreciation. There was no impact on the earnings of the Company. As of January 1, 2003, the liability for accumulated negative salvage value was \$12.1 million and increased during the first six months of 2003 by approximately \$800,000, which was offset by a reduction in accumulated depreciation for the same period of \$12.9 million.

#### **6. Segment Information**

Chesapeake uses the management approach to identify operating segments. Chesapeake organizes its business around differences in products or services and the operating results of each segment are

regularly reviewed by the Company's chief operating decision maker in order to make decisions about resources and to assess performance. The following table presents information about the Company's reportable segments.

For the Period Ended June 30,	Three Months Ended		Six Months Ended	
	2003	2002	2003	2002
<b>Operating Revenues, Unaffiliated Customers</b>				
Natural gas distribution and transmission	\$23,515,929	\$21,164,155	\$63,962,373	\$52,743,111
Propane	5,537,407	4,106,649	25,784,434	15,319,089
Advanced information services	3,185,153	3,362,386	6,418,571	6,421,642
Water services	2,560,321	2,536,899	4,828,144	4,884,703
<b>Total operating revenues, unaffiliated customers</b>	<b>\$34,798,810</b>	<b>\$31,170,089</b>	<b>\$100,993,522</b>	<b>\$79,368,545</b>
<b>Intersegment Revenues <sup>(1)</sup></b>				
Natural gas distribution and transmission	\$61,727	\$17,456	\$101,765	\$34,914
Advanced information services	30,190	0	68,024	0
Water services	1,752	0	4,524	0
Other	175,151	177,440	352,570	362,110
<b>Total intersegment revenues</b>	<b>\$268,820</b>	<b>\$194,896</b>	<b>\$526,883</b>	<b>\$397,024</b>
<b>Operating Income (Loss)</b>				
Natural gas distribution and transmission	\$3,398,944	\$2,918,317	\$10,935,377	\$9,246,110
Propane	(390,032)	(1,086,750)	4,495,450	1,719,283
Advanced information services	164,301	175,954	226,634	103,937
Water services	(45,825)	(89,830)	(248,962)	(237,788)
Other and eliminations	94,028	85,141	176,738	176,070
<b>Total operating income</b>	<b>3,221,416</b>	<b>2,002,832</b>	<b>15,585,237</b>	<b>11,007,612</b>

<sup>(1)</sup> All significant intersegment revenues are billed at market rates and have been eliminated from consolidated revenues.

	June 30, 2003	December 31, 2002
<b>Identifiable Assets</b>		
Natural gas distribution and transmission	\$159,896,909	\$153,609,232
Propane	34,317,059	37,737,882
Advanced information services	2,402,416	2,734,188
Water services	5,979,972	5,719,091
Other	9,725,298	9,665,544
<b>Total identifiable assets</b>	<b>\$212,321,654</b>	<b>\$209,465,937</b>

During the second quarter of 2003, the Company sold the assets of two water businesses. The results reported above reflect only the continuing operations of the Company. The segment reporting information for 2003 and 2002 presented above does not include discontinued operations.

## 7. Discontinued Operations

During the second quarter of 2003, Chesapeake sold the assets of two water service businesses, one based in Venice, Florida and one in Rochester, Minnesota. An after-tax gain of \$72,000 on the disposal of the assets was recognized. The loss from operations of discontinued businesses is shown, net of tax, separately on the income statements. The following table presents the balance sheet accounts for discontinued operations.

## Chesapeake Utilities Corporation - Discontinued Operations

### Balance Sheets (Unaudited)

	June 30, 2003	December 31, 2002
<b>Assets</b>		
<b>Property, Plant and Equipment</b>		
Property, plant and equipment	\$0	\$567,859
Less: Accumulated depreciation and amortization	0	(172,463)
<b>Net property, plant and equipment</b>	<b>0</b>	<b>395,396</b>
<b>Current Assets</b>		
Cash and cash equivalents	96,340	220,283
Accounts receivable (less allowance for uncollectibles of \$7,740 and \$15,800, respectively)	183,642	165,862
Merchandise inventory, at FIFO	0	198,823
Income taxes receivable	60,327	79,376
Deferred income taxes receivable	901	5,530
Prepaid expenses	10,684	17,867
<b>Total current assets</b>	<b>351,894</b>	<b>687,741</b>
<b>Other Assets</b>		
Intangible assets, net	0	395,100
<b>Total other assets</b>	<b>0</b>	<b>395,100</b>
 <b>Total Assets</b>	 <b>\$351,894</b>	 <b>\$1,478,237</b>
	<b>June 30, 2003</b>	<b>December 31, 2002</b>
<b>Stockholder's Equity and Liabilities</b>		
<b>Stockholders' Equity</b>		
Common Stock	\$1,000	\$1,000
Additional paid-in capital	116,548	116,548
Retained earnings	(470,576)	(453,592)
<b>Total stockholders' equity</b>	<b>(353,028)</b>	<b>(336,045)</b>
<b>Current Liabilities</b>		
Accounts payable	11,974	10,928
Due to parent company	636,094	1,693,892
Customer deposits	0	1,140
Other accrued liabilities	24,158	59,913
<b>Total current liabilities</b>	<b>672,226</b>	<b>1,765,873</b>
<b>Deferred Credits and Other Liabilities</b>		
Deferred income taxes	32,696	48,409
<b>Total deferred credits and other liabilities</b>	<b>32,696</b>	<b>48,409</b>
<b>Commitments and Contingencies (Note 3)</b>		
 <b>Total Stockholder's Equity and Liabilities</b>	 <b>\$351,894</b>	 <b>\$1,478,237</b>

## **Item 2. Management's Discussion and Analysis of Financial Condition and Results of Operations**

### **Business Description**

Chesapeake Utilities Corporation (the "Company") is a diversified utility company engaged in natural gas distribution and transmission, propane distribution and marketing, advanced information services and other related businesses.

The Company's strategy is to grow earnings from a stable utility foundation by investing in related businesses and services that provide opportunities for higher, unregulated returns. This growth strategy includes acquisitions and investments in unregulated businesses as well as the continued investment and expansion of the Company's utility operations that provide the stable base of earnings. The Company continually reevaluates its investments to ensure that they are consistent with its strategy and the goal of enhancing shareholder value. The Company's unregulated businesses and services currently include propane distribution and wholesale marketing, advanced information services and water conditioning and treatment.

Chesapeake continues to reassess its water services activities and take actions to improve returns from this business segment. The assets and operations of two businesses were sold in the second quarter. Management continues to look at options for the remaining water businesses.

### **FINANCIAL POSITION, LIQUIDITY AND CAPITAL RESOURCES**

The Company's capital requirements reflect the capital-intensive nature of its business and are principally attributable to the construction program and the retirement of outstanding debt. The Company relies on cash generated by operations and short-term borrowing to meet normal working capital requirements and to temporarily finance capital expenditures. During the first six months of 2003, net cash provided by operating activities, net cash used by investing activities and net cash used by financing activities were approximately \$16.0 million, \$3.1 million and \$13.0 million, respectively.

The Board of Directors has authorized the Company to borrow up to \$35.0 million of short-term debt from various banks and trust companies. As of June 30, 2003, Chesapeake had three unsecured bank lines of credit with two financial institutions, totaling \$65.0 million, for short-term cash needs to meet seasonal working capital requirements and to temporarily fund portions of its capital expenditures. One of the bank lines, totaling \$15.0 million, is committed. The other two lines are subject to the banks' availability of funds. In the first three months of 2003, cash provided by operations was adequate to fund capital expenditures and the reduction in short-term debt outstanding. At June 30, 2003, the debt outstanding under these lines was \$1.5 million, compared to \$10.9 million at December 31, 2002. Additionally, at June 30, 2003 there was an irrevocable letter of credit outstanding for \$250,000 issued to one of the Company's insurance providers. The letter of credit reduced the available borrowing under the short-term lines.

During the six-month periods ended June 30, 2003 and 2002, capital expenditures were approximately \$3.8 million and \$5.7 million, respectively. Chesapeake has budgeted \$16.5 million for capital expenditures during 2003. This amount includes \$12.1 million for natural gas distribution and transmission, \$2.3 million for propane distribution and marketing, \$237,000 for advanced information services and \$451,000 for other operations. The Company had originally budgeted \$1.2 million for water services; however, the sale of assets for two of the water businesses and the possible sale of other water units is now expected to reduce the actual spending below this level. The natural gas distribution and transmission expenditures are for expansion and improvement of facilities. The propane expenditures are to support customer growth and for the replacement of equipment. The advanced information services expenditures are for computer hardware, software and related equipment. Expenditures for water services include expenditures to support customer growth and replace equipment. The other operations budget includes general plant, computer software and hardware expenditures. Financing for the capital expenditure program for the balance of 2003 is expected to be provided from short-term borrowing and cash provided by operating activities. The capital expenditure program is subject to continual review and modification. Actual capital requirements may vary from the above estimates

due to a number of factors including acquisition opportunities, possible divestiture of additional water businesses, changing economic conditions, customer growth in existing areas, regulation, availability of capital and new growth opportunities.

The Company has budgeted \$202,000 for capital expenditures in 2003 related to environmental remediation projects, and expects to make additional expenditures in future years. Management does not expect any such expenditures or financing to have a material adverse effect on the financial position or capital resources of the Company (see Note 3 to the Consolidated Financial Statements).

As of June 30, 2003 common equity represented 50.3 percent of total capitalization, compared to 47.6 percent as of December 31, 2002. Combining short-term financing with total capitalization, the equity component would have been 48.6 percent and 43.0 percent, respectively. The Company remains committed to maintaining a sound capital structure and strong credit ratings in order to provide the financial flexibility needed to access the capital markets when required. This commitment, along with adequate and timely rate relief for the Company's regulated operations, is intended to ensure that the Company will be able to attract capital from outside sources at a reasonable cost.

Interest expense for the first half of 2003 increased approximately \$466,000, or 19 percent, over the same period in 2002. The increase reflects the increase in the average long-term debt balance caused by the placement of \$30.0 million completed in October 2002. The average long-term debt balance in the first half of 2003 was \$76.0 million with an average interest rate of 7.24 percent, compared to \$50.2 million with an average interest rate of 7.61 percent in the first half of 2002. The increase in long-term debt was offset by a reduction in the average short-term borrowing balance, which decreased from \$32.9 million in the first half of 2002 to \$3.8 million in the first half of 2003. The average interest rate for short-term borrowing dropped from 2.37 percent for the first half of 2002 to 1.83 percent in the first half of 2003.

## Results of Operations for the Quarter Ended June 30, 2003

### Consolidated Overview

The Company earned net income from continuing operations of \$1.2 million, or \$0.21 per share, for the second quarter of 2003, an increase of 104 percent compared to net income from continuing operations of \$567,000, or \$0.10 per share for the corresponding period in 2002. The improved results reflect the continued strong performance of the regulated natural gas operations and the performance improvement initiatives undertaken at the propane distribution operations. Results for both the natural gas distribution and propane distribution operations on the Delmarva Peninsula benefited from second quarter temperatures (measured in heating degree days) that were 28 percent colder than the 10-year average and 39 percent colder than the same period in 2002.

During the second quarter of 2003, Chesapeake sold the assets of two water service businesses, one based in Venice, Florida and one in Rochester, Minnesota. An after-tax gain of \$72,000 on the disposal of the assets was recognized, offsetting the loss from operations of discontinued businesses of \$50,000.

For the Three Months Ended June 30,	2003	2002	Change
Operating Income (Loss)			
Natural Gas Distribution & Transmission	\$3,398,944	\$2,918,317	\$480,627
Propane	(390,032)	(1,086,750)	696,718
Advanced Information Services	164,301	175,954	(11,653)
Water Services	(45,825)	(89,830)	44,005
Other & Eliminations	94,028	85,141	8,887
Operating Income	3,221,416	2,002,832	1,218,584
Other Income	57,772	52,663	5,109
Interest Charges	1,429,005	1,207,417	221,588
Income Taxes	695,869	281,149	414,720
Net Income from Continuing Operations	\$1,154,314	\$566,929	\$587,385

### Natural Gas Distribution and Transmission

The natural gas distribution and transmission segment earned operating income of \$3.4 million for the second quarter of 2003 compared to \$2.9 million for the corresponding period last year, an increase of \$481,000.

For the Three Months Ended June 30,	2003	2002	Change
Revenue	\$23,577,656	\$21,181,611	\$2,396,045
Cost of gas	13,411,483	12,038,277	1,373,206
Gross margin	10,166,173	9,143,334	1,022,839
Operations & maintenance	4,389,822	3,944,297	445,525
Depreciation & amortization	1,678,190	1,642,188	36,002
Other taxes	699,217	638,532	60,685
Operating expenses	6,767,229	6,225,017	542,212
Total Operating Income	\$3,398,944	\$2,918,317	\$480,627

Gross margins for the Delaware and Maryland distribution divisions increased \$687,000 from 2002. Temperatures for the quarter were colder than 2002 (174 heating degree-days) and the 10-year average (138 heating degree-days). The Company estimates that, on an annual basis, for each heating degree-day variance from the 10-year average, margins change by \$1,560. An increase in the average number of residential customers also contributed to the increase. Delaware and Maryland experienced an increase of 1,845 residential customers, or 6 percent, in the second quarter of 2003 compared to 2002. The Company estimates that each residential customer added contributes \$360 annually to gross margin and requires an addition cost of \$100 for operations and maintenance expenses.

Gross margins for the Florida distribution operations were also up \$250,000, due to the implementation of transportation services and customer additions. The transmission operation's margins increased by \$15,000.

The margin increases were partially offset by higher operating expenses, primarily operations and maintenance expenses and other taxes that relate to the increased volumes and earnings. Additionally, pension costs, employee costs and depreciation were higher.

### Propane

For the second quarter of 2003, the propane segment experienced a seasonal operating loss of \$390,000 compared to a \$1.1 million loss for the second quarter of 2002. Gross margin increased \$838,000, but was partially offset by increases in operating expenses of \$141,000.

For the Three Months Ended June 30,	2003	2002	Change
Revenue	\$5,537,407	\$4,106,649	\$1,430,758
Cost of sales	2,671,033	2,077,860	593,173
Gross margin	2,866,374	2,028,789	837,585
Operations & maintenance	2,694,718	2,547,657	147,061
Depreciation & amortization	373,461	420,399	(46,938)
Other taxes	188,227	147,483	40,744
Operating expenses	3,256,406	3,115,539	140,867
Total Operating Loss	(\$390,032)	(\$1,086,750)	\$696,718

The margin increase for the propane segment was due primarily to an increase of \$805,000 in the Delmarva distribution operations. Volumes sold in Delmarva for the second quarter increased 509,000 gallons or 19 percent. Temperatures for the quarter were colder than 2002 (174 heating degree-days) and the 10-year average (138 heating degree-days). The Company estimates that on an annual basis, for each heating degree-day variance from the 10-year average, margins change by \$1,678. The margin increase was partially offset by increased operating expenses, primarily related to the higher volumes and billings, including an increase in the reserve for bad debts.

The Company's propane wholesale marketing operation experienced an increase in margins of \$43,000 and a decrease of \$8,000 in operating expenses, leading to an improvement of \$51,000 in operating income.

### Advanced Information Services

The advanced information services business contributed operating income of \$164,000 for the second quarter of 2003 compared to \$176,000 for the second quarter of last year.

For the Three Months Ended June 30,	2003	2002	Change
Revenue	\$3,215,343	\$3,362,386	(\$147,043)
Cost of sales	1,870,909	1,763,137	107,772
Gross margin	1,344,434	1,599,249	(254,815)
Operations & maintenance	997,278	1,234,106	(236,828)
Depreciation & amortization	48,758	52,218	(3,460)
Other taxes	134,097	136,971	(2,874)
Operating expenses	1,180,133	1,423,295	(243,162)
Total Operating Income	\$164,301	\$175,954	(\$11,653)

This segment has been adversely affected by the nation's economic slowdown and the resulting postponement or cancellation of discretionary consulting projects; however, the Company has countered declining revenues by implementing cost reduction measures, including reductions in staffing.

### Water Business Operations

Water services continuing operations experienced an improvement of \$44,000 in operating income (loss). Their operating loss was reduced to \$46,000 for the second quarter of 2003, compared to a loss of \$90,000 for the same period in 2002.

For the Three Months Ended June 30,	2003	2002	Change
Revenue	\$2,562,073	\$2,536,899	\$25,174
Cost of sales	1,023,435	1,064,952	(41,517)
Gross margin	1,538,638	1,471,947	66,691
Operations & maintenance	1,297,225	1,297,988	(763)
Depreciation & amortization	193,420	176,659	16,761
Other taxes	93,818	87,130	6,688
Operating expenses	1,584,463	1,561,777	22,686
Total Operating Loss	(\$45,825)	(\$89,830)	\$44,005

An increase in margins of \$67,000 was partially offset by an increase in operating expenses of \$23,000. During the second quarter of 2003, Chesapeake sold the assets of two water service businesses, one based in Venice, Florida and one in Rochester, Minnesota. The results of the two businesses have been reclassified to discontinued operations. Included in discontinued operations for 2003 is approximately \$18,000 (pre-tax) representing fixed overhead expense allocations that will not result in future savings for the Company.

Chesapeake continues to reassess its water services operations and take actions in an effort to improve returns from this business segment. Further action may include the sale of some or all of the remaining businesses.

### Other Business Operations

Other operations contributed operating income of \$89,000 for the second quarter of 2003 compared to income of \$85,000 for the second quarter of last year. Other operations consist primarily of subsidiaries that own real estate leased to other Company subsidiaries.

For the Three Months Ended June 30,	2003	2002	Change
Revenue	\$175,151	\$177,440	(\$2,289)
Cost of sales	0	0	0
Gross margin	175,151	177,440	(2,289)
Operations & maintenance	12,902	20,131	(7,229)
Depreciation & amortization	59,529	57,807	1,722
Other taxes	13,406	14,361	(955)
Operating expenses	85,837	92,299	(6,462)
Operating Income — Other	89,314	85,141	4,173
Operating Income — Eliminations	4,714	0	4,714
Total Operating Income	\$94,028	\$85,141	\$8,887

### Income Taxes

Income taxes are up for the quarter primarily as a result of the higher earnings. Additionally, the impact of certain permanent differences, such as the tax savings on dividends paid to the Company's Employee Stock Ownership Plan ("ESOP"), has a greater impact on the effective tax rates in periods of lower earnings.

### Interest Expense

Interest for the second quarter of 2003 increased approximately \$222,000, or 18 percent, over the same period in 2002. The increase resulted from the issuance of \$30.0 million of long-term debt in October 2002 at an interest rate of 6.64 percent. The proceeds from this debt issuance were used to repay \$30.0 million of short-term borrowings that were carrying lower rates. The short-term rates fluctuate daily.

The average long-term debt balance in the second quarter of 2003 was \$76.0 million with an average interest rate of 7.22 percent, compared to \$49.9 million with an average interest rate of 7.61 percent in the second quarter of 2002. The average borrowing balance for short-term debt decreased from \$28.1 million in the second quarter of 2002 to \$336,000 in the second quarter of 2003. The average interest rate for short-term borrowing dropped from 2.39 percent in the second quarter of 2002 to 1.89 percent in the second quarter of 2003.

### RESULTS OF OPERATIONS FOR THE SIX MONTHS ENDED JUNE 30, 2003

#### Consolidated Overview

The Company recognized net income from continuing operations of \$7.8 million, or \$1.40 per share, for the first six months of 2003, an increase of \$2.3 million, or \$0.39 per share, compared to the corresponding period in 2002. As indicated in the following table, the higher earnings for the first six months of 2003 reflect significant improvement in the natural gas and propane distribution operations due to colder weather and customer growth.

Chesapeake adopted Financial Accounting Standards Board Statement of Accounting Standards No. 142, "Goodwill and Other Intangible Assets," in the first quarter of 2002. As a result of the change in the goodwill impairment testing methods prescribed by SFAS No. 142, a non-cash charge for goodwill impairment of \$1.9 million, after tax, was recorded as the cumulative effect of a change in accounting principle. After giving effect to this charge and the discontinued operations, earnings per share for the first six months of 2002 were \$0.64.

<b>For the Six Months Ended June 30,</b>	<b>2003</b>	<b>2002</b>	<b>Change</b>
Operating Income (Loss)			
Natural Gas Distribution & Transmission	\$10,935,377	\$9,246,110	\$1,689,267
Propane	4,495,450	1,719,283	2,776,167
Advanced Information Services	226,634	103,937	122,697
Water Services	(248,962)	(237,788)	(11,174)
Other & Eliminations	176,738	176,070	668
Operating Income	15,585,237	11,007,612	4,577,625
Other Income	144,424	390,657	(246,233)
Interest Charges	2,894,855	2,428,517	466,338
Income Taxes	5,011,032	3,474,071	1,536,961
<b>Net Income from Continuing Operations</b>	<b>\$7,823,774</b>	<b>\$5,495,681</b>	<b>\$2,328,093</b>

### Natural Gas Distribution and Transmission

The natural gas distribution and transmission segment earned pre-tax operating income of \$10.9 million for the first six months of 2003 compared to \$9.2 million for the corresponding period last year, an increase of \$1.7 million.

For the Six Months Ended June 30,	2003	2002	Change
Revenue	\$64,064,138	\$52,778,025	\$11,286,113
Cost of gas	39,313,081	30,856,732	8,456,349
Gross margin	24,751,057	21,921,293	2,829,764
Operations & maintenance	8,969,629	8,059,772	909,857
Depreciation & amortization	3,338,335	3,261,288	77,047
Other taxes	1,507,716	1,354,123	153,593
Operating expenses	13,815,680	12,675,183	1,140,497
Total Operating Income	\$10,935,377	\$9,246,110	\$1,689,267

Gross margins for the Delaware and Maryland distribution divisions increased \$2.1 million from 2002. Temperatures for the first half were 30 percent colder than 2002 (743 heating degree-days) and 16 percent colder than the 10-year average (441 heating degree-days). The Company estimates that, on an annual basis, for each heating degree-day variance from the 10-year average, margins change by \$1,560. An increase in the average number of customers also contributed to the increase. Delaware and Maryland experienced an increase of 1,934 in the average number of customers, or 6 percent, in the first half of 2003 compared to 2002. The Company estimates that each residential customer added contributes \$360 annually to gross margin and requires an addition cost of \$100 for operations and maintenance expenses.

Gross margins for the Florida distribution operations were also up \$569,000, due to the implementation of transportation services and customer additions. The transmission operation's margins increased by \$52,000.

The margin increases were partially offset by higher operating expenses, primarily operations and maintenance expenses and other taxes that relate to the increased volumes and earnings. Additionally, pension costs, employee costs and depreciation were higher.

### Propane

For the first six months of 2003, the propane segment contributed operating income of \$4.5 million compared to \$1.7 million for the first six months of 2002. Gross margin increased \$3.3 million, but was partially offset by increases in operating expenses of \$561,000.

For the Six Months Ended June 30,	2003	2002	Change
Revenue	\$25,784,434	\$15,319,089	\$10,465,345
Cost of sales	13,956,129	6,827,985	7,128,144
Gross margin	11,828,305	8,491,104	3,337,201
Operations & maintenance	6,156,924	5,547,189	609,735
Depreciation & amortization	758,365	818,632	(60,267)
Other taxes	417,566	406,000	11,566
Operating expenses	7,332,855	6,771,821	561,034
Total Operating Income	\$4,495,450	\$1,719,283	\$2,776,167

The margin increase for the propane segment was due primarily to an increase of \$2.9 million for the Delmarva distribution operations. Volumes sold for the first half increased 3.1 million gallons or 28 percent. Temperatures for the half were 30 percent colder than 2002 (743 heating degree-days) and 16 percent colder than the 10-year average (441 heating degree-days). The Company estimates that on an annual basis, for

each heating degree-day variance from the 10-year average, margins change by \$1,678. Additionally, the margin per gallon improved by \$0.045 in the first half of 2003 compared to 2002. The margin increase was partially offset by increased operating expenses, primarily related to the higher volumes and revenues, including an increase in the reserve for bad debts. The Florida propane distribution operations experienced an increase in margins of \$266,000 for the half; however, \$192,000 related to a non-recurring service project.

The Company's propane wholesale marketing operation experienced an increase in margins of \$213,000 and an increase of \$2,000 in operating expenses, leading to an improvement of \$211,000 in operating income. This improvement primarily reflects increased trading opportunities in the first quarter of 2003 caused by higher wholesale price volatility.

#### Advanced Information Services

The advanced information services business earned operating income of \$227,000 for the first six months of 2003 compared to income of \$104,000 for the first half of last year. The increase is the result of slightly higher revenue and decreased operating expenses, partially offset by increased cost of sales.

For the Six Months Ended June 30,	2003	2002	Change
Revenue	\$6,486,595	\$6,421,642	\$64,953
Cost of sales	3,762,162	3,381,949	380,213
Gross margin	2,724,433	3,039,693	(315,260)
Operations & maintenance	2,108,123	2,511,708	(403,585)
Depreciation & amortization	98,871	108,588	(9,717)
Other taxes	290,805	315,460	(24,655)
Operating expenses	2,497,799	2,935,756	(437,957)
Total Operating Income	\$226,634	\$103,937	\$122,697

This segment continues to be adversely affected by the nation's economic slowdown as discretionary consulting projects have been postponed or cancelled. However, strong cost containment efforts have reduced operating expenses to offset margin reductions.

#### Water Business Operations

Water services continuing operations experienced an operating loss of \$249,000 for the first half of 2003, compared to an operating loss of \$238,000 for the same period in 2002.

For the Six Months Ended June 30,	2003	2002	Change
Revenue	\$4,832,668	\$4,884,703	(\$52,035)
Cost of sales	1,898,220	1,993,675	(95,455)
Gross margin	2,934,448	2,891,028	43,420
Operations & maintenance	2,600,836	2,596,958	3,878
Depreciation & amortization	382,535	340,755	41,780
Goodwill impairment	0	0	0
Other taxes	200,039	191,103	8,936
Operating expenses	3,183,410	3,128,816	54,594
Total Operating Loss	(\$248,962)	(\$237,788)	(\$11,174)

An increase in margins of \$43,000 was more than offset by an increase in operating expenses of \$55,000. During the second quarter of 2003, Chesapeake sold the assets of two water service businesses, one based in Venice, Florida and one in Rochester, Minnesota. The results of the two businesses have been reclassified to discontinued operations. Included in discontinued operations for 2003 is approximately \$37,000 (pre-tax) representing fixed overhead expense allocations that will not result in future savings for the Company.

Chesapeake continues to reassess its water services operations and take actions in an effort to improve returns from this business segment. These actions may include the sale of some or all of the remaining businesses.

### Other Business Operations

Other operations earned operating income of \$177,000 for the first half of 2003, approximately equal to the first six months of last year. Other operations consist primarily of subsidiaries that own real estate leased to other Company subsidiaries.

For the Six Months Ended June 30,	2003	2002	Change
Revenue	\$352,570	\$362,110	(\$9,540)
Cost of sales	0	0	0
Gross margin	352,570	362,110	(9,540)
Operations & maintenance	40,332	42,458	(2,126)
Depreciation & amortization	119,059	114,245	4,814
Other taxes	27,605	29,337	(1,732)
Operating expenses	186,996	186,040	956
Operating Income — Other	165,574	176,070	(10,496)
Operating Income — Eliminations	11,164	0	11,164
Total Operating Income	\$176,738	\$176,070	\$668

### Income Taxes

Income taxes were higher due to the increase in operating income for the six months ended June 30, 2003; however, the federal income tax rate was consistent year to year.

### Interest Expense

Interest expense for the first half of 2003 increased approximately \$466,000, or 19 percent, over the same period in 2002. The increase reflects the increase in the average long-term debt balance caused by the placement of \$30.0 million completed in October 2002, offset somewhat by a lower average interest rate. The average long-term debt balance in the first half of 2003 was \$76.0 million with an average interest rate of 7.24 percent, compared to \$50.2 million with an average interest rate of 7.61 percent in the first half of 2002. The increase in long-term debt was partially offset by a reduction in the average short-term borrowing balance, which decreased from \$32.9 million in the first half of 2002 to \$3.8 million in the first half of 2003. The average interest rate for short-term borrowing dropped from 2.37 percent for the first half of 2002 to 1.83 percent in the first half of 2003.

### Environmental Matters

The Company continues to work with federal and state environmental agencies to assess the environmental impact and explore options for corrective action at three former gas manufacturing plant sites. The Company believes that future costs associated with these sites will be recoverable in rates or through sharing arrangements with, or contributions by, other responsible parties. The Company is in discussions with the Maryland Department of the Environment regarding a fourth site located in Cambridge, Maryland. The outcome of this matter cannot be determined at this time. See Note 3 to the Consolidated Financial Statements for further information.

## OTHER MATTERS

### Regulatory Matters

The Delaware, Maryland and Florida Public Service Commissions regulate the Company's natural gas distribution operations, while its natural gas transmission operation is regulated by the Federal Energy Regulatory Commission ("FERC").

On August 2, 2001, the Delaware Division filed a general rate increase application. Interim rates, subject to refund, went into effect on October 1, 2001. The Delaware Public Service Commission approved a settlement agreement for Phase I of the Rate Increase Application in April 2002. Phase I should result in an increase in rates of approximately \$380,000 per year (the results for the period after October 1, 2001, when the interim rates went into effect, reflect the impact of this increase). Phase II of the filing was approved by the Delaware Public Service Commission in November 2002. Phase II should result in an additional increase in rates of approximately \$90,000 per year. Phase II also reduces the Company's sensitivity to warmer than normal weather by changing the minimum customer charge and the margin sharing arrangement for interruptible sales, off-system sales and capacity release income.

On October 31, 2001, Eastern Shore Natural Gas Company, the Company's natural gas transmission subsidiary, filed a rate change with the FERC pursuant to the requirements of the Stipulation and Agreement dated August 1, 1997. Following settlement conferences held in May 2002, the parties reached a settlement in principle on or about May 23, 2002 to resolve all issues related to its rate case.

The Offer of Settlement and the Stipulation and Agreement were finalized and filed with the FERC on August 2, 2002. The agreement provides that Eastern Shore's rates will be based on a cost of service of \$12.9 million per year. Cost savings estimated at \$456,000 will be passed on to firm transportation customers. Initial comments supporting the settlement agreement were filed by the FERC staff and by Eastern Shore. No adverse comments were filed. The Presiding Judge certified the Offer of Settlement to the FERC as uncontested on August 27, 2002. On October 10, 2002, the FERC issued an Order approving the Offer of Settlement and the Stipulation and Agreement. Settlement rates went into effect on December 1, 2002.

During October 2002, Eastern Shore filed for recovery of gas supply realignment costs associated with the implementation of FERC Order No. 636. The costs totaled \$196,000 (including interest). It is uncertain at this time when the FERC will consider this matter or the ultimate outcome.

Eastern Shore filed an application with the FERC on March 31, 2003 for authorization to construct and operate new facilities in Pennsylvania and Delaware. The \$8.5 million project is comprised of three phases and is scheduled to be in service on November 1, 2003, November 1, 2004, and November 1, 2005, respectively. Pending FERC approval and assuming completion by the above dates, this project will provide increased firm transportation capacity to four existing customers by a total of 15,100 dekatherms per day, a 14% increase over and above Eastern Shore's current peak day transportation capacity. The requests for additional service by Eastern Shore's existing customers are a reflection of the continued growth in Eastern Shore's market area.

On April 10, 2003, the FERC noticed Eastern Shore's application and established a deadline of May 1, 2003 for interested parties to file interventions and/or protests. No protests were filed. Eastern Shore received and responded to FERC data requests regarding the above matter. As part of Eastern Shore's application, Eastern Shore requested authorization to construct the facilities in three phases with Phase I service beginning on November 1, 2003. The Phase I work includes an upgrade at the metering and regulating station located in Parkesburg, Pennsylvania. Eastern Shore continues to proceed with the necessary project planning that will allow Eastern Shore to meet its customers' requests to serve an additional 3,800 dekatherms per day of natural gas beginning in the 2003/2004 heating season.

Eastern Shore is in the process of developing a new interactive web site to replace its current Electronic

Bulletin Board, as required by the FERC. Completion of this project will allow Eastern Shore to successfully achieve the compliance standards established by the North American Energy Standards Board and will also achieve Eastern Shore's goal of finding new and better ways to service our customers by providing them with an interactive web site capable of managing their natural gas transportation needs on Eastern Shore's pipeline system.

In June 2003, Eastern Shore filed to intervene and participate in FERC Docket No. PA03-12-000, a fact-finding proceeding which was established by the FERC to investigate and determine the causes of electric transmission congestion on the Delmarva Peninsula and seek potential solutions to the problem. Eastern Shore believes natural gas can play a significant role in complementing potential solutions to the problem.

Eastern Shore also continued its active participation in the Delaware Energy Task Force. The Task Force includes seventeen members from various public and private sectors invited by the Governor to respond to the Governor's stated goal to make Delaware "the most energy-efficient state in the country." Participation in this task force is also an opportunity to showcase the advantages of natural gas to an audience focused on the energy needs along the Delmarva Peninsula.

On March 29, 2002, the Florida division filed tariff revisions with the Florida PSC to complete the unbundling process by requiring all customers, including residential, to migrate to transportation service and authorize the Florida division to exit the merchant function. Transportation services were already available to all non-residential customers. On November 5, 2002, the Florida PSC approved the Company's request for the first phase of the unbundling process, as a pilot program, for a minimum two-year period. The Company began implementing the program in November 2002 and must submit an interim report for review by the Florida PSC after one year. As a part of this pilot program, the Company has filed and received Florida PSC approval to address transition costs and the level of base rates. The Company expects to submit additional filings during 2003 regarding the disposition of the unrecovered gas cost balances and the implementation of the operational balancing account mechanism.

### **Competition**

The Company's natural gas operations compete with other forms of energy including electricity, oil and propane. The principal competitive factors are price, and to a lesser extent, accessibility. The Company's natural gas distribution operations have several large volume industrial customers that have the capacity to use fuel oil as an alternative to natural gas. When oil prices decline, these interruptible customers convert to oil to satisfy their fuel requirements. Lower levels in interruptible sales occur when oil prices are lower relative to the price of natural gas. Oil prices, as well as the prices of electricity and other fuels are subject to fluctuation for a variety of reasons; therefore, future competitive conditions are not predictable. To address this uncertainty, the Company uses flexible pricing arrangements on both the supply and sales sides of its business to maximize sales volumes. As a result of the transmission business' conversion to open access, this business has shifted from providing competitive sales service to providing transportation and contract storage services.

The Company's natural gas distribution operations located in Maryland, Delaware and Florida offer transportation services to certain industrial customers. In 2001, the Florida operation extended transportation service to commercial customers and, in 2002 to residential customers. With transportation services now available on the Company's distribution systems, the Company is competing with third party suppliers to sell gas to industrial customers and, in Florida, to commercial customers. (The Company no longer performs the merchant function for gas sales to its residential customers in Florida.) The Company's competitors include the interstate transmission company if the distribution customer is located close enough to the transmission company's pipeline to make a direct connection economically feasible. The customers at risk are usually large volume commercial and industrial customers with the financial resources and capability to bypass the Company's distribution operations in this manner. In certain situations, the Company's distribution operations

may adjust services and rates for these customers to retain their business. The Company expects to continue to expand the availability of transportation services to additional classes of distribution customers in the future. The Company established a natural gas sales and supply operation in Florida in 1994 to compete for customers eligible for transportation services.

The Company's propane distribution operations compete with several other propane distributors in the Company's service territories, primarily on the basis of service and price. Competitors include several large national propane distribution companies, as well as an increasing number of local suppliers. Some of these competitors have pricing strategies designed to acquire market share.

The Company's advanced information services segment faces competition from a number of competitors, many of which have greater resources available to them than those of the Company. This segment competes on the basis of technological expertise, reputation and price.

The water services segment faces competition from a variety of national and local suppliers of water conditioning and treatment services and with bottled water. This segment competes on the basis of marketing expertise, promotions and price.

#### **Recent Pronouncements**

The FASB adopted SFAS No. 146, "Accounting for Costs Associated with Exit or Disposal Activities" in June 2002. It requires that a liability for a cost associated with an exit or disposal activity be recognized when a liability is incurred. Under previous guidelines, a liability for an exit cost was recognized at the date of an entity's commitment to an exit plan. Should the Company enter into an exit plan, SFAS No. 146 will be applied prospectively.

FASB Interpretation ("FIN") No. 45, "Guarantor's Accounting and Disclosure Requirements for Guarantees, Including Indirect Guarantees of Indebtedness of Others," was adopted in November 2002. The Company has adopted FIN No. 45. There was no impact on the financial statements; however, the disclosures in the Commitments and Contingencies footnote (Note 3) were expanded to include all required information.

FIN No. 46, "Consolidation of Variable Interest Entities," was adopted in January 2003. Chesapeake does not currently have any investments in variable interest entities and, therefore, FIN No. 46 has not impacted the Company.

The FASB adopted SFAS No. 147, "Acquisitions of Certain Financial Institutions" in October 2002 and SFAS No. 148, "Accounting for Stock-Based Compensation – Transition and Disclosure" in December 2002. Neither pronouncement has an impact on the Company's current operations. If required for future transactions, they will be implemented prospectively.

In April 2003, the FASB issued SFAS No. 149, "Amendment of Statement 133 on Derivative Instruments and Hedging Activities." This statement amends and clarifies financial accounting and reporting for derivative instruments and for hedging activities under FASB Statement No. 133, "Accounting for Derivative Instruments and Hedging Activities" by requiring that contracts with comparable characteristics be accounted for similarly. The Company does not believe that the adoption of SFAS No. 149 will have a material impact on Chesapeake's financial position or results of operations.

SFAS No. 150, "Accounting for Certain Financial Instruments with Characteristics of both Liability and Equity" was issued in May 2003 by the FASB. This statement establishes standards for how an issuer classifies and measures certain financial instruments with characteristics of both liability and equity. It requires that an issuer classify a financial instrument that is within its scope as a liability. Chesapeake does not currently have any financial instruments that would be impacted by this statement. Therefore, adoption of this statement is not expected to have a material impact on the Company's financial position or results of operations.

## **Inflation**

Inflation affects the cost of labor, products and services required for operations, maintenance and capital improvements. While the impact of inflation has remained low in recent years, natural gas and propane prices are subject to rapid fluctuations. Fluctuations in natural gas prices are passed on to customers through the gas cost recovery mechanism in the Company's tariffs. To help cope with the effects of inflation on its capital investments and returns, the Company seeks rate relief from regulatory commissions for regulated operations while monitoring the returns of its unregulated business operations. To compensate for fluctuations in propane gas prices, the Company adjusts its propane selling prices to the extent allowed by the market.

## **Cautionary Statement**

Chesapeake has made statements in this report that are considered to be forward-looking statements. These statements are not matters of historical fact. Sometimes they contain words such as "believes," "expects," "intends," "plans," "will," or "may," and other similar words of a predictive nature. These statements relate to matters such as the potential sale of the water businesses, customer growth, changes in revenues or margins, capital expenditures, environmental remediation costs, regulatory approvals, market risks associated with the Company's propane wholesale marketing operation, competition, inflation and other matters. It is important to understand that these forward-looking statements are not guarantees, but are subject to certain risks and uncertainties and other important factors that could cause actual results to differ materially from those in the forward-looking statements. These factors include, among other things:

- the temperature sensitivity of the natural gas and propane businesses;
- the effect of spot, forward and futures market prices on the Company's distribution, wholesale marketing and energy trading businesses;
- the effects of competition on the Company's unregulated and regulated businesses;
- the effect of changes in federal, state or local regulatory and tax requirements, including deregulation;
- the effect of accounting changes;
- the effect of compliance with environmental regulations or the remediation of environmental damage;
- the effects of general economic conditions on the Company and its customers;
- the ability of the Company's new and planned facilities and acquisitions to generate expected revenues; and
- the Company's ability to obtain the rate relief and cost recovery requested from utility regulators and the timing of the requested regulatory actions.

## **Item 3. Quantitative and Qualitative Disclosures about Market Risk**

Market risk represents the potential loss arising from adverse changes in market rates and prices. Long-term debt is subject to potential losses based on the change in interest rates. The Company's long-term debt consists primarily of fixed rate senior notes, first mortgage bonds and convertible debentures, none of which was issued for trading purposes. The carrying value of long-term debt at June, 2003 was \$75.6 million, with a fair value of \$82.4 million, based mainly on current market prices or discounted cash flows using current rates for similar issues with similar terms and remaining maturities. The Company is exposed to changes in interest rates due to the use of fixed rate long-term debt to finance the business. Management continually monitors fluctuations in interest rates and debt markets to assess the benefits of changing the mix of long and short-term debt or refinancing existing debt.

The Company's propane distribution business is exposed to market risk as a result of propane storage activities and entering into fixed price contracts for supply. The Company can store up to approximately 4 million gallons (including leased storage) of propane during the winter season to meet its customers' peak requirements and to serve metered customers. Decreases in the wholesale price of propane will cause the value of stored propane to decline. To mitigate the impact of price fluctuations, the Company has adopted a

risk management policy that allows the propane distribution operation to enter into fair value hedges of its inventory. At June 30, 2003, 420,000 gallons of propane were hedged. That amount of propane in inventory was expected to be sold to distribution customers in July 2003 and the hedging instrument matured in July 2003. The hedge was effective and therefore, no net gain or loss was recorded.

The Company's propane wholesale marketing operation is a party to natural gas liquids ("NGL") forward contracts, primarily propane contracts, with various third parties. These contracts require that the propane wholesale marketing operation purchase or sell NGL at a fixed price at fixed future dates. At expiration, the contracts are settled by the delivery of NGL to the Company or the counter party or booking out the transaction. (Booking out is a procedure for financially settling a contract in lieu of the physical delivery of energy.) The propane wholesale marketing operation also enters into futures contracts that are traded on the New York Mercantile Exchange. In certain cases, the futures contracts are settled by the payment or receipt of a net amount equal to the difference between the current market price of the futures contract and the original contract price; however, they may also be settled for physical receipt or delivery of propane.

The forward and futures contracts are entered into for trading and wholesale marketing purposes. The propane marketing business is subject to commodity price risk on its open positions to the extent that market prices for NGL deviate from fixed contract settlement prices. Market risk associated with the trading of futures and forward contracts are monitored daily for compliance with the Company's Risk Management Policy, which includes volumetric limits for open positions. To manage exposures to changing market prices, open positions are marked up or down to market prices and reviewed by oversight officials on a daily basis. Additionally, the Risk Management Committee reviews periodic reports on market and the credit risk of counter-parties, approves any exceptions to the Risk Management Policy (within limits established by the Board of Directors) and authorizes the use of any new types of contracts. Quantitative information on forward and futures contracts at June 30, 2003 is presented in the following table. All of the contracts mature within twelve months.

<b>At June 30, 2003</b>	<b>Quantity in gallons</b>	<b>Estimated Market Prices</b>	<b>Weighted Average Contract Prices</b>
<b>Forward Contracts</b>			
Sale	13,440,000	\$0.5375 — \$0.5625	\$0.5548
Purchase	10,940,000	\$0.5375 — \$0.5625	\$0.5482
<b>Futures Contracts</b>			
Sale	240,000	\$0.5375 — \$0.5625	\$0.5525

Estimated market prices and weighted average contract prices are in dollars per gallon.

#### **Item 4. Controls and Procedures**

##### **Evaluation of Disclosure Controls and Procedures**

The Chief Executive Officer and Chief Financial Officer of the Company, with the participation of other Company officials, have evaluated the Company's "disclosure controls and procedures" (as such term is defined under Rule 13a-14(c) promulgated under the Securities Exchange Act of 1934, as amended) as of June 30, 2003. Based upon their evaluation, the Chief Executive Officer and Chief Financial Officer concluded that the Company's disclosure controls and procedures are effective.

**Changes in Internal Controls**

During the fiscal quarter of the Company ending June 30, 2003, there was no change in the Company's internal control over financial reporting that has materially affected, or is reasonably likely to materially affect, the Company's internal controls over financial reporting.

**PART II — OTHER INFORMATION**

**Item 1. Legal Proceedings**  
See Note 3 to the Consolidated Financial Statements

**Item 2. Changes in Securities and Use of Proceeds**  
None

**Item 3. Defaults upon Senior Securities**  
None

**Item 4. Submission of Matters to a Vote of Security Holders**  
(a) The matters described in Item 4(c) below were submitted to a vote of stockholders at the Annual Meeting of Stockholders on May 20, 2003 in connection with which, proxies were solicited in accordance with Regulation 14A under the Securities Exchange Act of 1934, as amended.  
(b) Not applicable.  
(c) Proposals as submitted in the proxy statement were voted on as follows:  
i. The election of Class I Directors for three-year terms ending in 2006, and until their successors are elected and qualified.

<b>Name</b>	<b>Votes For</b>	<b>Votes Withheld</b>	<b>Shares not Voted</b>
Calvert A. Morgan, Jr.	5,083,263	148,297	344,854
Rudolph M. Peins, Jr.	5,070,928	160,632	344,854
Robert F. Rider	5,068,067	163,493	344,854

**Item 5. Other Information**  
None

**Item 6. Exhibits and Reports on Form 8-K**  
(a) Exhibits:  
• Exhibit 31.1 — Certificate of Chief Executive Officer of Chesapeake Utilities Corporation pursuant to Rule 13a-14(a) under the Securities Exchange Act of 1934, dated August 14, 2003  
• Exhibit 31.2 — Certificate of Chief Financial Officer of Chesapeake Utilities Corporation pursuant to Rule 13a-14(a) under the Securities Exchange Act of 1934, dated August 14, 2003  
• Exhibit 32.1 — Certificate of Chief Executive Officer of Chesapeake Utilities Corporation pursuant to 18 U.S.C. Section 1350, dated August 14, 2003  
• Exhibit 32.2 — Certificate of Chief Financial Officer of Chesapeake Utilities Corporation pursuant to 18 U.S.C. Section 1350, dated August 14, 2003  
(b) Reports on Form 8-K:  
Earnings press release dated August 11, 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.

CHESAPEAKE UTILITIES CORPORATION

/s/ MICHAEL P. MCMASTERS

Michael P. McMasters

Vice President and Chief Financial Officer

Date: August 14, 2003

**CERTIFICATE PURSUANT TO RULE 13A-14(A)  
UNDER THE SECURITIES EXCHANGE ACT OF 1934**

I, John R. Schimkaitis, certify that:

1. I have reviewed this quarterly report on Form 10-Q of Chesapeake Utilities Corporation;
2. Based on my knowledge, this 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 officers and I are responsible for establishing and maintaining disclosure controls and procedures (as defined in Exchange Act Rules 13a-14(e) and 15d-14(e)) for the registrant and we have:
  - a) designed such disclosure controls and procedures, or caused such disclosure controls to be designed under our supervision, 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 and presented in this report our conclusions about the effectiveness of the disclosure controls and procedures as of the end of the period covered by this quarterly report based on such evaluations;
  - c) disclosed in this quarterly report any change in the registrant's internal control over financial reporting that occurred during the registrant's most recent fiscal quarter (the registrant's fourth fiscal quarter in the case of an annual report) that has materially affected, or is reasonably likely to materially affect, the registrant's internal control over financial reporting;
5. The registrant's other certifying officer(s) and I have disclosed, based on our most recent evaluation of internal control over financial reporting, to the registrant's auditors and the audit committee of the registrant's board of directors (or persons performing the equivalent function):
  - a) all significant deficiencies and material weaknesses in the design or operation of internal control over financial reporting which are reasonably likely to adversely affect the registrant's ability to record, process, summarize and report financial information; and
  - b) any fraud, whether or not material, that involves management or other employees who have a significant role in the registrant's internal control over financial reporting; and

Date: August 14, 2003

/s/ JOHN R. SCHIMKAITIS  
John R. Schimkaitis  
President and Chief Executive Officer

**CERTIFICATE PURSUANT TO RULE 13A-14(A)  
UNDER THE SECURITIES EXCHANGE ACT OF 1934**

I, Michael P. McMasters, certify that:

1. I have reviewed this quarterly report on Form 10-Q of Chesapeake Utilities Corporation;
2. Based on my knowledge, this 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 officers and I are responsible for establishing and maintaining disclosure controls and procedures (as defined in Exchange Act Rules 13a-14(e) and 15d-14(e)) for the registrant and we have:
  - c) designed such disclosure controls and procedures, or caused such disclosure controls to be designed under our supervision, 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;
  - d) evaluated the effectiveness of the registrant's disclosure controls and procedures and presented in this report our conclusions about the effectiveness of the disclosure controls and procedures as of the end of the period covered by this quarterly report based on such evaluation ;
  - e) disclosed in this quarterly report any change in the registrant's internal control over financial reporting that occurred during the registrant's most recent fiscal quarter (the registrant's fourth fiscal quarter in the case of an annual report) that has materially affected, or is reasonably likely to materially affect, the registrant's internal control over financial reporting ;
5. The registrant's other certifying officer(s) and I have disclosed, based on our most recent evaluation of internal control over financial reporting, to the registrant's auditors and the audit committee of the registrant's board of directors (or persons performing the equivalent function):
  - a) all significant deficiencies and material weaknesses in the design or operation of internal control over financial reporting which are reasonably likely to adversely affect the registrant's ability to record, process, summarize and report financial information; and
  - b) any fraud, whether or not material, that involves management or other employees who have a significant role in the registrant's internal control over financial reporting; and

Date: August 14, 2003

/S/ MICHAEL P. MCMASTERS  
Michael P. McMasters  
Vice President and Chief Financial Officer

**Certificate of Chief Executive Officer**  
**of**  
**Chesapeake Utilities Corporation**  
**(pursuant to 18 U.S.C. Section 1350)**

I, John R. Schimkaitis, President and Chief Executive Officer, of Chesapeake Utilities Corporation, certify that, to the best of my knowledge, the Quarterly Report on Form 10-Q of Chesapeake Utilities Corporation ("Chesapeake") for the period ended June 30, 2003, filed with the Securities and Exchange Commission on the date hereof (i) fully complies with the requirements of section 13(a) or 15(d) of the Securities Exchange Act of 1934, as amended, and (ii) the information contained therein fairly presents, in all material respects, the financial condition and results of operations of Chesapeake.

/s/ JOHN R. SCHIMKAITIS  
John R. Schimkaitis  
August 14, 2003

A signed original of this written statement required by Section 906 of the Sarbanes-Oxley Act of 2002, or other document authenticating, acknowledging, or otherwise adopting the signature that appears in typed form within the electronic version of this written statement required by Section 906, has been provided to Chesapeake Utilities Corporation and will be retained by Chesapeake Utilities Corporation and furnished to the Securities and Exchange Commission or its staff upon request.

**Certificate of Chief Financial Officer**  
**of**  
**Chesapeake Utilities Corporation**  
**(pursuant to 18 U.S.C. Section 1350)**

I, Michael P. McMasters, Vice President and Chief Financial Officer of Chesapeake Utilities Corporation, certify that, to the best of my knowledge, the Quarterly Report on Form 10-Q of Chesapeake Utilities Corporation ("Chesapeake") for the period ended June 30, 2003, filed with the Securities and Exchange Commission on the date hereof (i) fully complies with the requirements of section 13(a) or 15(d) of the Securities Exchange Act of 1934, as amended, and (ii) the information contained therein fairly presents, in all material respects, the financial condition and results of operations of Chesapeake.

/s/ MICHAEL P. MCMASTERS  
Michael P. McMasters  
August 14, 2003

A signed original of this written statement required by Section 906 of the Sarbanes-Oxley Act of 2002, or other document authenticating, acknowledging, or otherwise adopting the signature that appears in typed form within the electronic version of this written statement required by Section 906, has been provided to Chesapeake Utilities Corporation and will be retained by Chesapeake Utilities Corporation and furnished to the Securities and Exchange Commission or its staff upon request.

CHESAPEAKE UTILITIES CORPORATION  
 2004 SUMMARY OF ESTIMATED CAPITAL EXPENDITURES  
 DISTRIBUTION UTILITY PLANT  
 UNAUDITED

EXHIBIT B

<u>PLANT ACCOUNT NUMBER</u>	<u>DESCRIPTION</u>	<u>TOTAL 2004 CAPITAL ESTIMATED</u>
301	ORGANIZATION	\$0
302	FRANCHISE AND CONSENTS	\$0
303	INTANGIBLE PLANT	\$0
304	LAND AND LAND RIGHTS	\$0
305	STRUCTURES AND IMPROVEMENTS	\$0
311	PROPANE PLANT	\$0
374	LAND AND LAND RIGHTS	\$0
375	STRUCTURES AND IMPROVEMENTS	\$65,000
376	MAINS	\$2,137,900
378	M & R EQUIPMENT - GENERAL	\$75,000
379	M & R EQUIPMENT - CITY GATE	\$140,000
380	SERVICES	\$667,000
381	METERS	\$177,850
382	METER INSTALLATIONS	\$132,000
383	HOUSE REGULATORS	\$105,900
384	REGULATOR INSTALLATIONS	\$0
385	INDUSTRIAL M & R STATION	\$125,000
387	OTHER EQUIPMENT	\$32,344
389	LAND AND LAND RIGHTS	\$0
390	STRUCTURES AND IMPROVEMENTS	\$25,900
391	OFFICE FURNITURE AND EQUIPMENT	\$35,500
392	TRANSPORTATION	\$142,800
393	STORES EQUIPMENT	\$0
394	TOOLS, SHOP, AND GARAGE EQUIP	\$7,000
395	LABORATORY EQUIPMENT	\$0
396	POWER OPERATED EQUIPMENT	\$0
397	COMMUNICATIONS EQUIPMENT	\$60,000
398	MISCELLANEOUS EQUIPMENT	\$5,000
399	OTHER TANGIBLE PROPERTY	\$0
	TOTAL CAPITAL EXPENDITURES	\$3,934,194

SOURCES AND USES OF FUNDS

The proceeds from stock and debt issuances will be used to administer the Company's Retirement Savings Plan, Performance Incentive Plan, Automatic Dividend Reinvestment and Stock Purchase Plan, Convertible Debentures, and Stock Warrant Plan, as well as for other corporate purposes including, but not limited to, working capital, retirement of short-term debt, retirement of long-term debt, capital improvements and/or acquisitions.



STATE OF DELAWARE  
PUBLIC SERVICE COMMISSION  
861 SILVER LAKE BOULEVARD  
CANNON BUILDING, SUITE 100  
DOVER, DELAWARE 19904

TELEPHONE: (302) 739 - 4247  
FAX: (302) 739 - 4849

July 10, 2002

William A. Denman, Esquire  
Parkowski & Guerke  
116 West Water Street  
Post Office Box 598  
Dover, Delaware 19903

Re: In the Matter of the Application of  
Chesapeake Utilities Corporation for  
Approval of the Issuance of Long-  
Term Debt (Filed June 13, 2002) -  
PSC Docket No. 02-186

--

Dear Mr. Denman:

Enclosed are two (2) Certified Copies of Commission Order No.  
5989 in the above-captioned matter, which are self-explanatory.

Very truly yours,

A handwritten signature in cursive script, appearing to read "Karen J. Nickerson".

Karen J. Nickerson  
Secretary

KJN/njs

Enclosures: 2

Certified Mail #001699687457

cc: Gary A. Myers, Esq. (w/encl) ✓  
Jeffrey R. Tietbohl (w/encl) ✓  
Susan B. Neidig (w/encl)  
G. Arthur Padmore (w/encl)

STATE OF DELAWARE

BEFORE THE PUBLIC SERVICE COMMISSION

IN THE MATTER OF THE APPLICATION            )  
OF CHESAPEAKE UTILITIES CORPORATION        )     PSC DOCKET NO. 02-186  
FOR APPROVAL OF THE ISSUANCE OF            )  
LONG-TERM DEBT (FILED JUNE 13, 2002)       )

ORDER NO. 5989

This 9th day of July, 2002, the Commission finds, determines, and Orders the following:

1. On June 13, 2002, Chesapeake Utilities Corporation ("Chesapeake" or "the Company") filed an application seeking approval for the Company to issue (to be privately placed under a marketing agreement) up to \$30 million of unsecured senior notes. Those notes would pay interest not-to-exceed 7 percent per annum on a semi-annual basis and would have maturities ranging up to 15 years, with an average life of 10 years. According to Chesapeake, a portion of the proceeds from this debt would be used to finance Chesapeake's capital requirements related to its regulated utility business (including undertaking capital expenditures previously financed with short-term debt), as well as other corporate purposes.

2. In the same application, Chesapeake also informed the Commission that the Company was considering entering into derivative financial agreements with other financial institutions. The Company would use these derivative instruments, such as "interest rate-swaps," "collars," "caps," and "floors" (collectively referred to here as "Interest Rate Swap Products") to attempt to manage, in the context of fluctuating interest rates, its cost of debt. The Company may utilize

such instruments in relation to both existing and future debt, but subject to a limitation that the notional principal amount of such products, in the aggregate, would not exceed \$30 million. Chesapeake suggested that such derivative transactions would not constitute the actual issuance of securities or debt, as encompassed within 26 Del. C. § 215(a) and, hence, would not require Commission pre-approval. In the event that the Commission would conclude otherwise, Chesapeake asked for Commission approval to pursue such derivatives, subject to the \$30 million cap.

A. Issuance of Unsecured Senior Notes

3. Staff filed a memorandum recommending that the Commission approve the request by Chesapeake to issue up to \$30 million in long-term debt in the form of unsecured senior notes. In addition, the Commission heard presentations by the Company and Staff at its meeting on July 9, 2002.

4. Historically, the Commission has been limited in its authority with respect to utility financing and stock issuance applications pursuant to 26 Del. C. § 215. See Diamond State Tel. Co. v. Public Service Commission, Del. Supr., 367 A.2d 644 (1976) (holding that the future rate impact of the proposed financing transaction is not appropriate consideration in making a determination concerning such section 215 application). Here, based on the application and Staff's memorandum, the Commission determines that the proposed issuance of up to \$30 million in unsecured senior notes for the purposes set forth in the application is in accordance with law, for a proper purpose, and consistent with the public interest. Consequently, the application, as it seeks approval to issue such long-term debt, is granted.

B. Interest Rate Swap Products

5. The Commission has not previously been directly presented with the question of whether a utility must obtain Commission approval under section 215 before entering into, or utilizing, interest rate swap products, either generally or in the context of a particular debt obligation.<sup>1</sup> The Commission will not make such a definitive ruling here. The time limits for action imposed by 26 Del. C. § 215(d) simply do not allow sufficient time for the Commission to ask and answer, with confidence, not only the legal question of whether the wording of section 215 reaches these derivatives, but (maybe more importantly) the policy question of whether a pre-approval process for such derivatives is necessary for the Commission to exercise appropriate regulatory jurisdiction.<sup>2</sup>

6. Rather, here, the Commission will acknowledge that Chesapeake is considering the use of such interest rate swap products as a means to try to manage the cost of its debt obligations. To the extent that Chesapeake seeks some "safe-harbor" for a general right to use those derivatives, it can here rely on the "deemed approved" procedure in 26 Del. C. § 215(d). However, the Commission reserves the right to revisit the need for approval of these instruments at some later time, in some

---

<sup>1</sup>It may be that other utilities have already utilized such derivatives and - having concluded that such type of agreements do not fall within the parameters of section 215 - simply have not made any filing with the Commission.

<sup>2</sup>This policy question would have to be considered in light of the courts' view of the limited authority granted to the Commission in exercising section 215 authority. See Diamond State Tel. Co., 367 A.2d at 647-48. The answer to the policy question may also be informed by the legislative decision to allow a public utility to file a three-year financing plan in lieu of seeking individual contemporaneous approval for each financing transaction. 26 Del. C. § 215(e)(1).

other proceeding. In the meantime, the Commission will direct Chesapeake to file information about particular Interest Rate Swap products which it might actually use. Such information will allow the Commission to gain a better working knowledge of the impact of these instruments. In addition, the action taken here should not be taken to answer other questions related to the use of such derivatives. For example, the Commission reserves the right in some later rate proceeding to determine to whom the benefits, or losses, under these derivative instruments, should flow.

Now, therefore, **IT IS ORDERED:**

1. That, pursuant to 26 Del. C. § 215(a)(2), the application filed by Chesapeake Utilities Corporation in this matter on June 13, 2002, is hereby approved and Chesapeake Utilities Corporation is hereby authorized to issue up to \$30 million in unsecured senior notes with maturity dates of up to 15 years. The proceeds from such debt shall be used for the purposes outlined in its application.

2. That the approval of Chesapeake Utilities Corporation's application shall not be construed as approving any capitalization ratios that result for any purposes or procedures involving ratemaking; nor are the Commission's rules regarding the burden of proving the merits of any related issue waived hereby. Rather, the approval of Chesapeake Utilities Corporation's application is limited to that which is necessary under 26 Del. C. § 215 and shall not be construed as having any rate-making effect in any later rate proceeding.

3. That nothing in this Order shall be construed as a guarantee, warranty, or representation by the State of Delaware or by any agency,

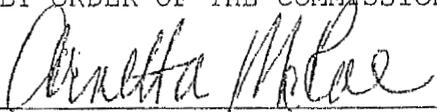
commission, or department hereof, with respect to the indebtedness to be issued pursuant to the application and this Order.

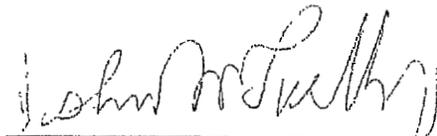
4. That Chesapeake Utilities Corporation shall, within thirty days of the consummation of any debt transactions approved herein, provide the Commission notice, by letter, of the date of consummation, the applicable interest rate, and the maturity dates for the debt instruments. In addition, Chesapeake Utilities Corporation shall, on a semi-annual basis, provide to the Commission the results of covenant calculations given to the note holders.

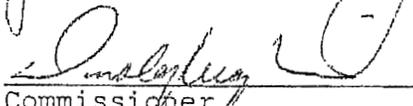
5. That the Commission acknowledges Chesapeake Utilities Corporation's representations that it may choose to enter into, or engage in, interest rate swaps, caps, floors, and collars with financial institutions as more particularly described in the application filed on June 13, 2002. To allow the Commission to gain knowledge about such transactions, Chesapeake Utilities Corporation shall, as soon as the applicable information is available for each particular derivative transaction to be actually entered into, provide the Commission information on the nature of the derivative product, the length of the transaction, and its terms and conditions. Chesapeake Utilities Corporation shall, at the same time, also provide to the Commission market data and other documents reflecting that the derivative product will likely be cost-effective.

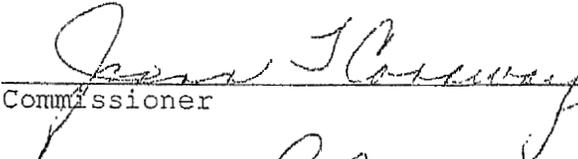
6. That the Commission reserves the jurisdiction and authority to enter such further Orders in this matter as may be deemed necessary or proper.

BY ORDER OF THE COMMISSION:

  
Chair

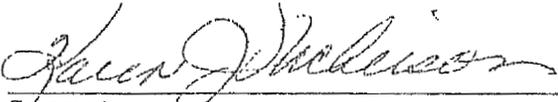
  
\_\_\_\_\_  
Vice Chair

  
\_\_\_\_\_  
Commissioner

  
\_\_\_\_\_  
Commissioner

  
\_\_\_\_\_  
Commissioner

--  
ATTEST:

  
\_\_\_\_\_  
Secretary