



## LDC Forum: Mid-Continent Gas Forum

**Panel Discussion:**  
Where There's A Will, There's a Way –  
Serving Energy Demand by Traditional  
and Non-Traditional Methods

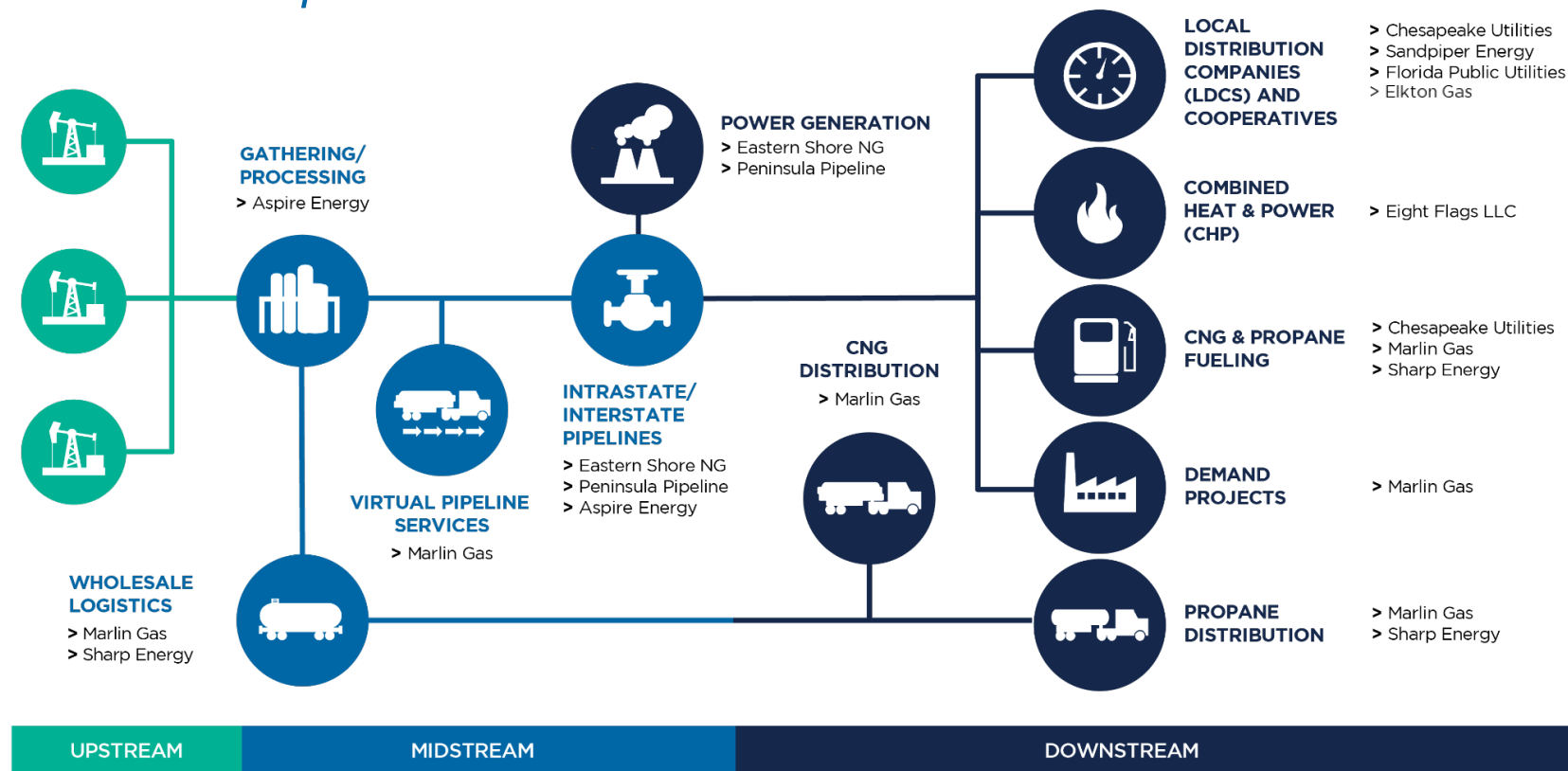
# Our Companies

*Chesapeake Utilities Corporation*



# Growth Across the Energy Value Chain

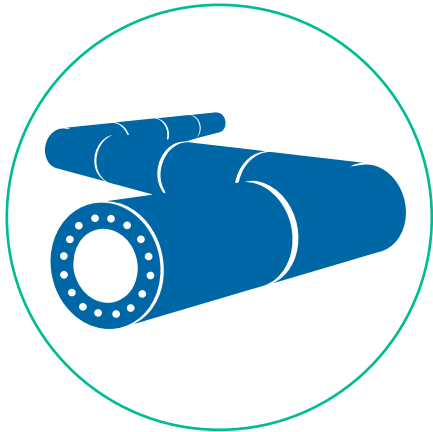
## Chesapeake Utilities Corporation



MARLIN GAS SERVICES (MGS) IS AN INTEGRAL COMPONENT OF THE CHESAPEAKE UTILITIES CORPORATION FAMILY OF BUSINESSES.

# Pipeline Infrastructure Development

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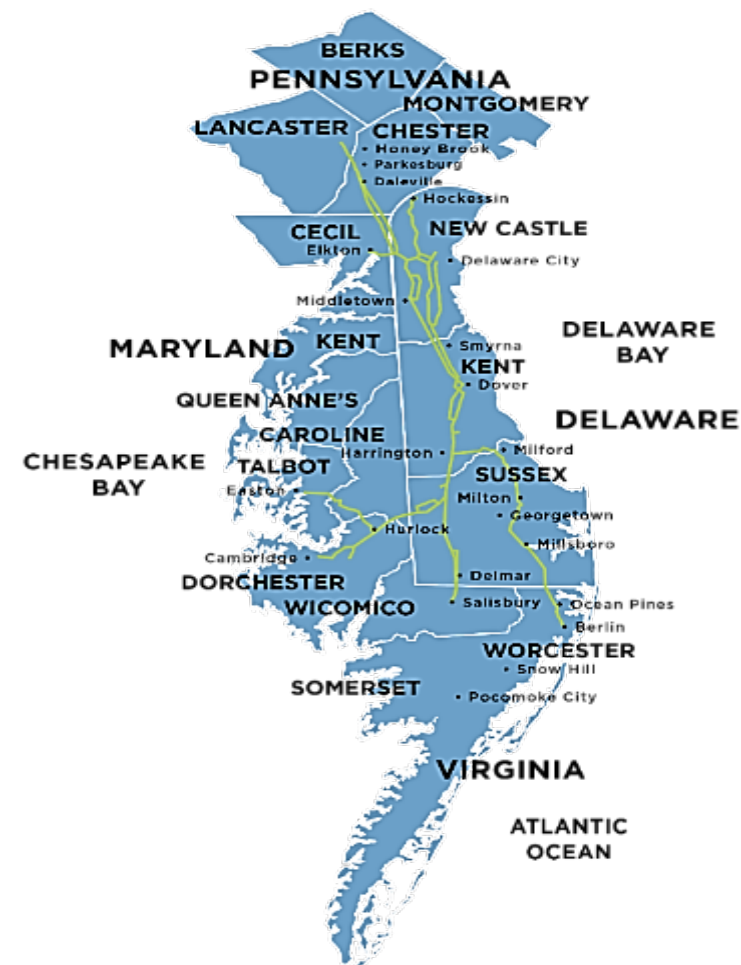
Pipeline development and construction is foundational to Chesapeake Utilities and will continue to play a role in both regulated and unregulated Businesses.

# Pipeline Transmission

## *Eastern Shore Natural Gas*

- FERC regulated interstate pipeline. Upstream interconnections to Transco, Texas Eastern and Columbia Pipelines in Pennsylvania.
- Initial in-service date: 1959
- Over 50 Bcf/year transported to LDCs, electric power generators and industrial customers throughout the region.
- Recipient of 2020 AGA Industry Leader Accident Prevention Award.

501 | Miles of Pipeline (12/31/20)





# Pipeline Transmission

## *Peninsula Pipeline (PPC)*

- Intrastate natural gas transmission company with pipeline facilities in 7 Florida counties.
- First in-service project date: 2009
- Provides transportation service to LDCs, municipal gas systems, and industrial customers.
- Limited FPSC regulation.

129 | Miles of Pipeline (12/31/20)

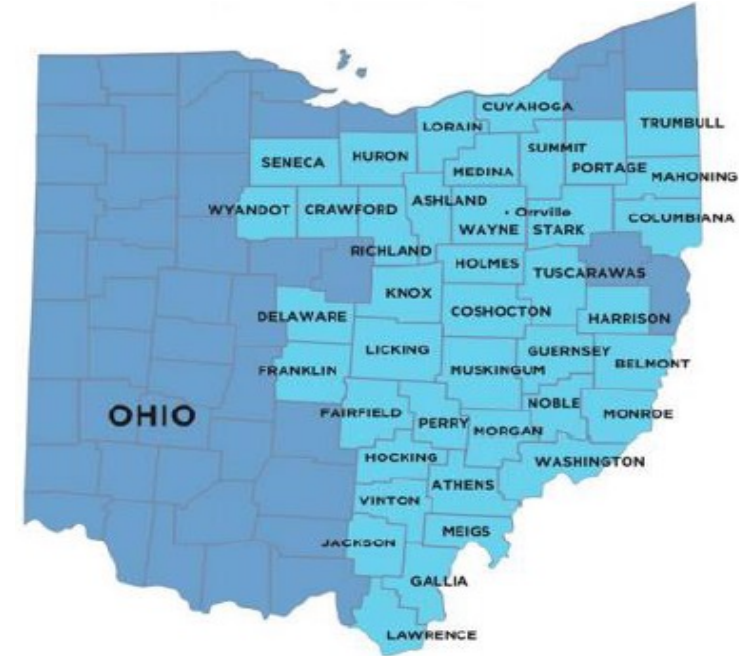


# Pipeline Transmission

## *Aspire Energy*

- Natural gas pipeline infrastructure operating in 40 Ohio counties.
- Purchases, gathers, and processes gas from over 300 producers and sells to LDCs and co-ops.
- Operates and maintains Consumer Gas Cooperative system (~8,000 customers) and Aspire Energy Express intrastate pipeline system (in-service date of first project: 2021)
- Processes and sells natural gas liquids.
- Recipient of 2020 AGA Safety Achievement Award.

2,734 | Miles of Pipeline (12/31/20)



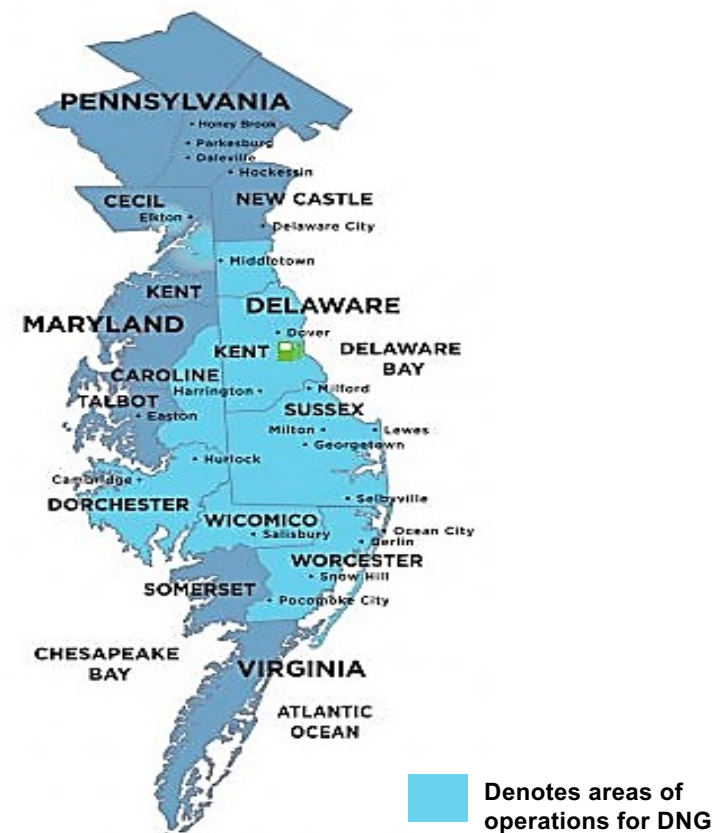
# Natural Gas Distribution

## Delmarva Natural Gas (DNG)

- Regulated LDCs on the Delmarva Peninsula.
- Delaware Division operates south of the Chesapeake and Delaware Canal continuing through the state to the beach areas of Lewes and Rehoboth.
- Maryland Division operates primarily in Salisbury, Cambridge and parts of Cecil County, Maryland.
- Sandpiper Energy is a former underground propane system in and around Ocean City, Maryland, acquired in 2013. 7,600 of 11,000 accounts converted to date.
- In December 2019, we acquired Elkton Gas from South Jersey Industries, which includes 6,000 customers in Cecil County, Maryland.
- Expanding to bring natural gas service to Somerset County, Maryland.

1,900

Miles of Pipeline (12/31/20)





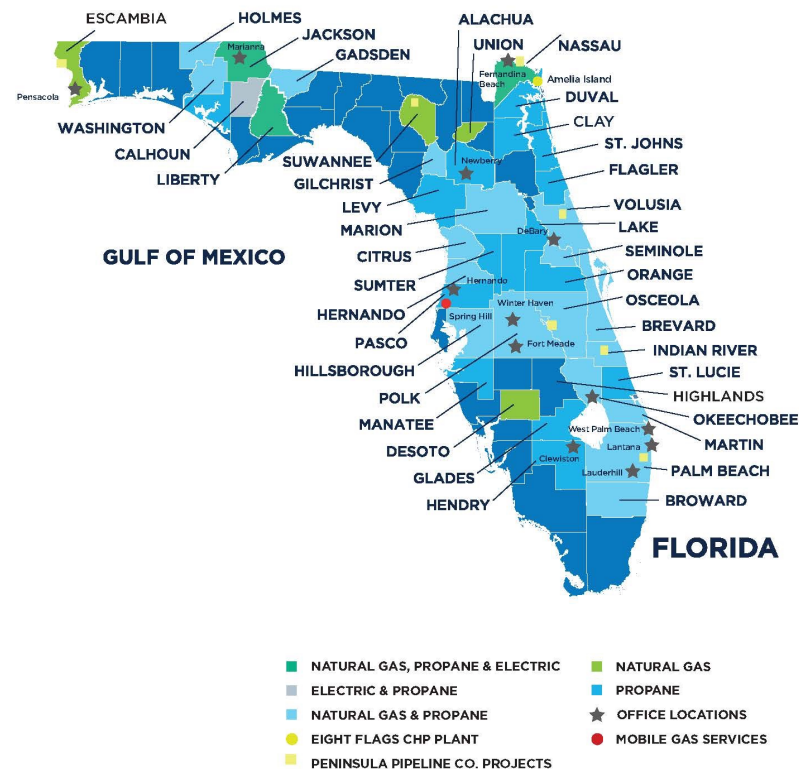
# Natural Gas and Electric Distribution

## Florida Public Utilities (FPU)

- Regulated natural gas LDCs serving 21 Florida counties and 85,000 customers.
- Operating under 4 approved tariffs: FPU; Central Florida Gas; Indiantown Gas; Ft. Meade.
- Regulated electric utility serving 3 Florida counties and 30,000 customers.

**2,900** Miles of Natural Gas Pipeline (12/31/20)

**900** Miles of Electric Distribution (12/31/20)



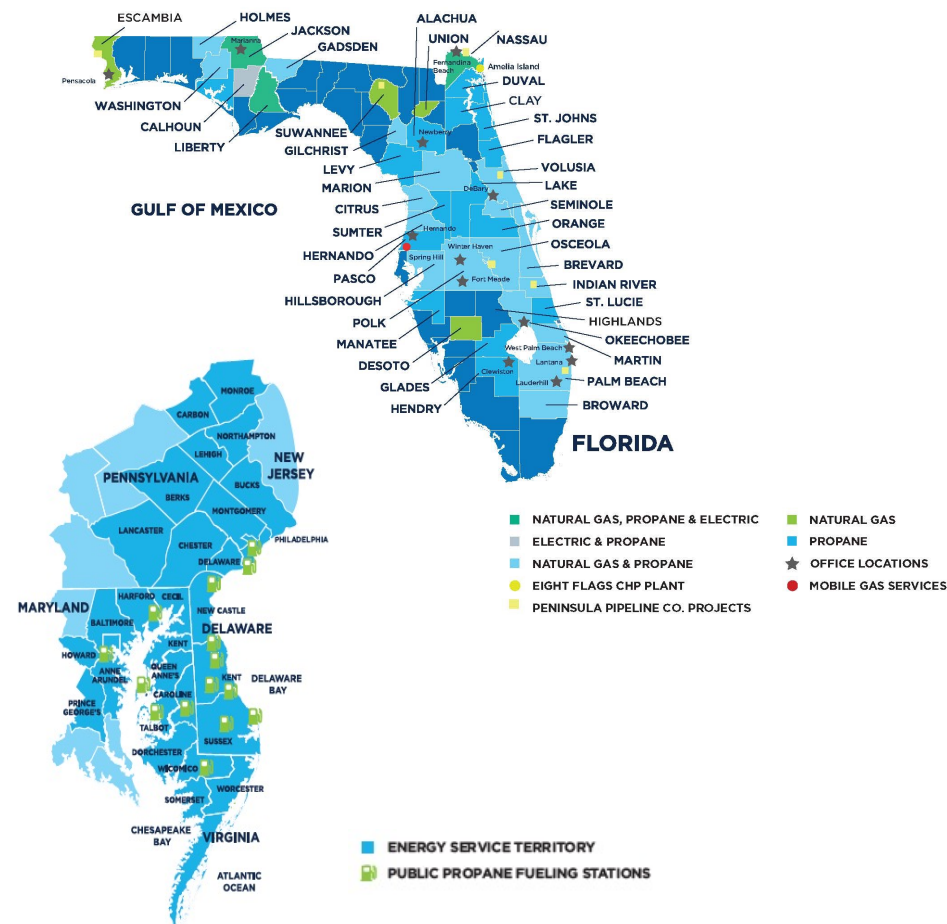
# Retail/Wholesale Propane Distribution

## Sharp Energy and Flo-Gas

- Distributes propane to customers in Delaware, Maryland, Virginia and Pennsylvania (Sharp Energy) and Florida (Flo-Gas).
- In 2019, we integrated the Delmarva and Florida propane operations under common management.
- Voted Best Gas Company on the Delmarva Peninsula for six consecutive years.
- Sharp AutoGas fuels over 1,255 vehicles and is available at 53 propane fueling stations in Delaware, Maryland, Virginia, Pennsylvania and Florida.
- Recent acquisitions include Ohl, Boulden and Western Natural Gas.

**7.6 Million**

Storage Gallons (12/31/20)



# Generation Infrastructure Development

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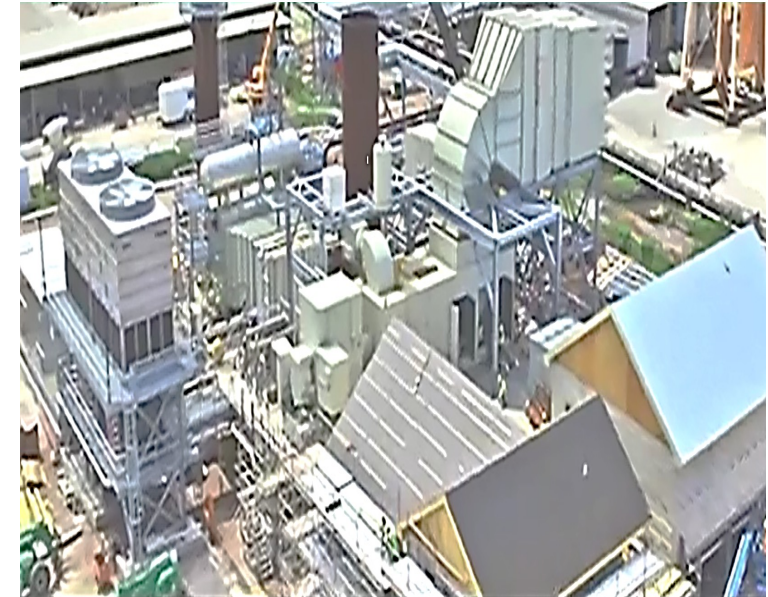


Power Generation, and particularly Solar and Distributed Generation opportunities that require infrastructure and gas supply development are also focus areas.

# CHP

## *Eight Flags Energy*

- A non-regulated 21 MW, FERC certified Combined Heat and Power facility on Amelia Island, Florida.
- Electricity is sold to the FPU Electric system and medium pressure un-fired steam is sold to an industrial customer.
- Industry leading availability of 96%.
- Facility has operated over five years without a safety incident and was named “2016 International CHP of the Year.”
- A second 21 MW CHP facility on Amelia Island is under development by a newly formed CPK subsidiary: Amelia Island Energy.

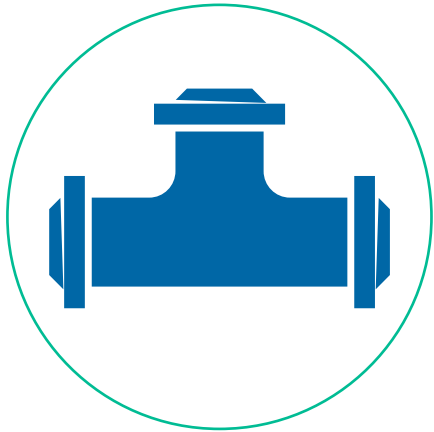


21 | Generation Capacity (MW)



# Alternative Infrastructure Development

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CNG, RNG, and LNG, are opportunities for infrastructure development to supplement, and sometimes as an alternative, to traditional pipeline infrastructure where it is constrained or does not exist.

# CNG/RNG/LNG Transport

## Marlin Gas Services

- Provides compressed natural gas (CNG) transport services primarily providing temporary fuel service for pipeline emergencies and scheduled maintenance and virtual pipeline services until mains are installed.
- Maintains one of the largest US fleets of CNG tube trailers.
- Currently expanding service area and developing RNG and LNG transport services.

Tractor Cabs

CNG Trailers, Compression, and Regulation

LNG Trailers, Storage, and Regas

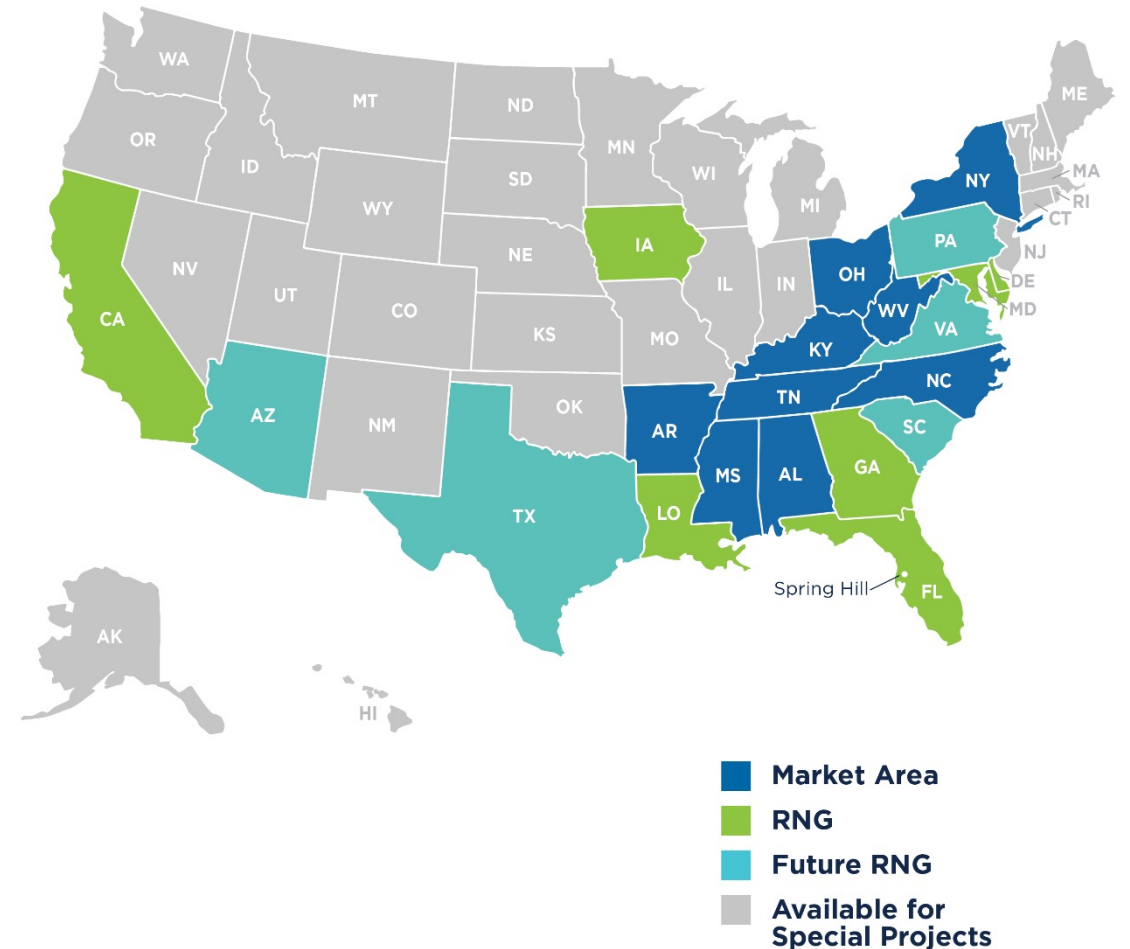


# Marlin Overview

**Marlin Gas Services is one of the country's leading providers of virtual pipeline solutions for gas utilities, pipeline companies, industrial facilities, and other markets across the United States.**

A Florida-based Company, Marlin Gas Services provides custom turnkey solutions – and utilizes customized, proprietary equipment and a highly trained team – to meet the needs of each customer.

Acquired in 2018 by Chesapeake Utilities Corporation, Marlin Gas Services is located in Spring Hill, Florida. Marlin Gas Services provides mobile gas delivery services nationwide, specializing in meeting the specific needs of local gas utilities, pipeline companies, local distribution companies (LDCs), municipal gas companies, intrastate and interstate pipeline companies, large industrial facilities, commercial businesses and other markets.



# Equipment



Utility Scale Portable Compressors – up to 10,000 MCF's a day



Large fleet of Portable City Gates – 175-200 MCF's per hour models



Small fleet of Mini Portable City Gates – 2-3 MCF per hour



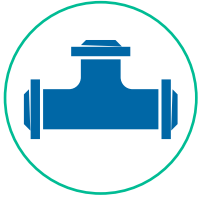
Fleet of High Capacity Composite Trailers – 525 MCF's  
Fleet of Medium Capacity Steel Tube Trailers – 160 MCF's



High Capacity Mini-Composite Trailers – 84 MCF's



# Services Overview



## VIRTUAL PIPELINE SOLUTIONS

We supply mobile virtual pipeline solutions through the compression, transportation and integration of compressed natural gas (CNG), renewable natural gas (RNG) and liquified natural gas (LNG) to meet your needs.



## EMERGENCY SERVICES

We provide 24/7 emergency services to respond to unscheduled pipeline and gas supply interruptions.



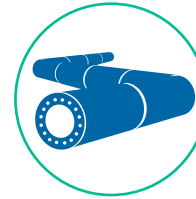
## UTILITY GAS SUPPLY

Mobile fuel solutions for any size gas company whenever pipeline gas is unavailable or can't meet customer requirements.



## TEMPORARY FUEL SUPPLY

We provide temporary fuel supply to utilities, large commercial and industrial customers who have to meet code compliance, pipeline maintenance or other scheduled outages.



## PIPELINE INTEGRITY

Keep your gas flow uninterrupted during pipeline integrity testing.



## INDUSTRIAL SERVICES

On-demand natural gas supply for large industrial markets when supply is unavailable or curtailed.



## PIPELINE EMISSIONS SERVICES

Commercial alternatives to pipeline flaring or blowdowns while mitigating emissions.

# Scale of Services

Up to  
**1000 MCF's**  
Per hour for  
Short-term  
testing



Majority of  
long-term  
temporary jobs  
(up to 1 year)  
**are 10-20  
MCF's a day**



Delivery  
pressure  
**From 7  
inches WC  
to 900 PSIG  
regulated**



Sustainable  
rates for  
multi-day  
projects  
**3000-5000  
MCF's a day**



Provide peaking for  
"weather day"  
events. Remote  
located equipment  
deliverability of  
**1000 MCF's  
per event**



**Satellite  
monitoring**  
Of all job  
sites for  
flow data

# Exceeding the Highest Safety Standards

*Our employees are genuinely committed to continually providing a safer workplace for employees, delivering safe, reliable, and efficient energy solutions to our customers and communities.*



Fully licensed and insured provider of CNG



All of our drivers are OQ tankers, HAZMAT and DOT endorsed



Design, install, and operate every facility to be in full compliance with federal, state, and local laws, rules and regulations



24/7/365 operations support



Integrated emergency response plans



United States Department of Transportation HAZMAT compliant



Complete customer documentation for operational safety and maintenance



24/7/365 process monitoring and via satellite GPS system



Training programs on how to safely use the equipment for your employees and local/state first responders in all communities served



Support for complete Hazard Operations review

# Capabilities

- ✓ **Staging Areas** in different locations are key to reducing costs and entering new markets
  - Spring Hill, FL – anchors Southeast US
  - Dover, DE – Delmarva Peninsula
  - Florabama – under development; potential RNG injection location
- ✓ **Service Offerings**
  - A new “green” service offering – Pipeline Emissions Services
  - Leading transporter of CNG, RNG, LNG
  - Emergency services
    - Provides resiliency to utilities
    - Agile for quick deployment and servicing the customer in need
- ✓ **Virtual “Utility” Capability and Patented Technologies**
  - Compressors
  - Offload Regulator
  - New Switching Gear
  - New Mobile Delivery Point
  - Highly technical and efficiently run operations
- ✓ **Impeccable Safety Record**





# Case Studies

*MGS provides mobile natural gas solutions to gas utilities, pipeline companies and industrial markets across the U.S. These case studies are just a sampling of the many successful virtual pipeline projects completed by MGS.*



## HUTCHINSON ISLAND, GEORGIA

During the week before Christmas, Marlin Gas Services received an emergency call from a southeastern natural gas utility involving a natural gas service shut down to all of Hutchinson Island, across the river from Savannah. We responded rapidly and employing extensive expertise in emergency situations, Marlin Gas Services was able to quickly restore gas service to the customers on Hutchinson Island. Marlin was able to maintain dependable gas delivery to the community for several months until the pipeline was replaced.



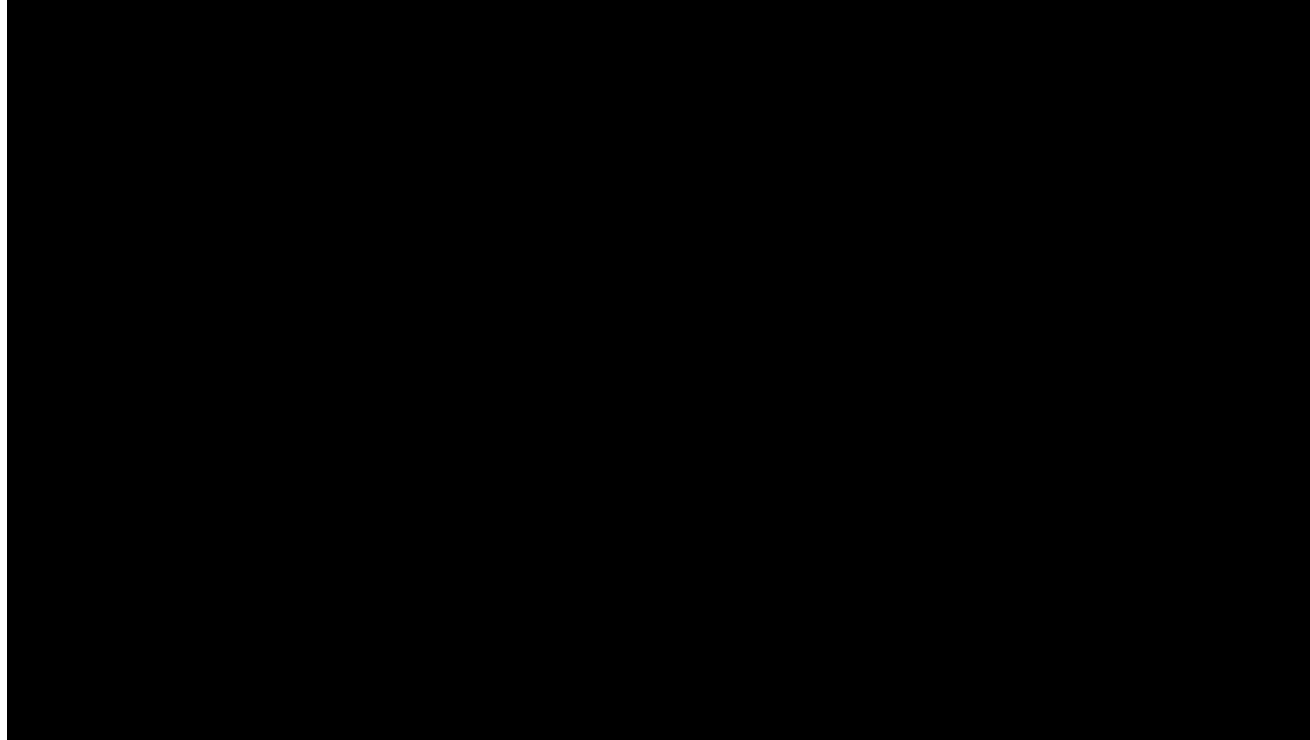
## HOLDEN, LOUISIANA

Marlin Gas Services supported a southeastern natural gas pipeline integrity project, providing constant gas flow to its customer base while the month-long scheduled integrity testing was being conducted. This service ensured continued, uninterrupted gas service to residential and commercial customers for the duration of the testing project.

# Case Studies

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## HOLDEN, LOUISIANA



# Thank You

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## Eric M. Pearson

*Business Development Manager*

*Chesapeake Utilities Corporation*

500 Energy Lane, Suite 200

Dover, Delaware 19901

*[epearson@chpk.com](mailto:epearson@chpk.com)*

(302) 363-3859



For more information, contact Eric Pearson at (302) 363-3859 | [www.marlingas.com](http://www.marlingas.com)