

# Community *focus*

## Welcome to the Inaugural Issue of Community Focus



*We are pleased to welcome you to the introductory edition of the Delmarva Power Community Focus newsletter. Our objective is to provide business, government and community leaders with news and information on various ways we're involved in the communities we serve.*

### About Us

Delmarva Power is a wholly owned subsidiary of Pepco Holdings, Inc. (PHI). We provide safe, reliable and affordable energy to about 500,000 electric delivery customers on the Delmarva Peninsula, and about 122,000 natural gas customers in northern Delaware.

Our Government Affairs and Public Policy team builds strategic relationships with external stakeholders to provide information and support for customers and communities.

The diverse roles and responsibilities we have include:

- working with commercial and industrial customers to answer questions about energy use, reliability and business expansion,
- communicating service improvements, energy conservation, and electric and natural gas safety information,
- coordinating with public safety officials through our Emergency Services Partnership Program (ESPP), and
- volunteering our time and talent to assist with community efforts and local needs.

### Our Team

Region President *Gary Stockbridge* (center in photo) leads the team with support from Region Vice Presidents *John J. Allen* (left) and *Glenn Moore* (right).

*Marianne Abdul* serves as the Electric Cooperatives and Municipalities Wholesale Manager. Our Public Affairs Managers and areas of accountability include *Enid Wallace-Simms* – City of Wilmington; *Vince Jacono* – New Castle County, Del., and ESPP Coordinator; *John Denver* – Cecil and Harford Counties, Md; *Cheryl Russell* – Kent County, Del; Queen Anne's, Talbot and Kent Counties, Md.; *John Petito* – Somerset, Wicomico and Dorchester Counties, Md.; *Jim Smith* – Sussex County, Del. and Worcester County, Md.

# Helping The Environment

*At Delmarva Power, we recognize the need to think outside the energy box.*



*And so...we're doing it.*

## Single-Stream Recycling

Delmarva Power makes it easy for employees to recycle at work. In partnership with Waste Management, we've put in place a single-stream recycling initiative, which allows employees to commingle aluminum and metal cans, plastic, glass bottles, newspaper, mixed paper, magazines and junk mail in a single bin for collection.

## Reducing our Carbon Footprint

Delmarva Power and sister companies Atlantic City Electric and Pepco are laying the groundwork to transform our 2,000-vehicle fleet to more eco-friendly technologies.

We have a mix of more than 110 alternatively fueled vehicles, ranging from two 42-foot hybrid electric bucket trucks to 40 hybrid vehicles. All of our fueling facilities only distribute Biodiesel (B20) fuel for vehicles and equipment with a diesel engine.



## Delmarva Power Commits to Wind Power

Given the environmental challenges we face and the ever-rising price of fossil fuels that are used to produce energy, Delmarva Power recognizes the need to invest in clean, reliable and affordable wind power.

And we have. Delmarva Power recently signed four long-term contracts with both on and offshore wind power developers to serve our Delaware customers. These agreements will help Delmarva Power reach Delaware's requirement that 20 percent of our energy supply come from clean, renewable energy sources by 2019.

### Here's a snapshot of our wind commitments:

- Signed 25-year agreement to buy up to 200 megawatts of wind energy from a wind farm located off Delaware's coast. Bluewater Wind, a Delaware corporation, will build the wind facility. The monthly impact to residential customers would be less than \$3.
- Signed 15-year agreement to buy up to 70 megawatts of wind energy from a land-based Pennsylvania wind farm to be built by AES Corporation, an Arlington, Va.-based company. The monthly impact to residential customers would be less than \$1.
- Signed two, 20-year agreements to buy up to 100 megawatts of wind energy from a wind farm located on land in Maryland. Annapolis, Md.-based Synergics Wind Energy will build this wind facility. The monthly impact to residential customers would be less than \$1.

While much controversy surrounded Delmarva Power's desire for wind power that was in the best interests of its customers, we believe the end solution is the right one for all our Delaware customers.

### Here's why:

- We wanted to keep rates as low as possible so we pushed to reduce the size of the offshore project, spread the costs across our entire Delaware customer base, and lower the price.
- We wanted to minimize the risk for our customers so we sought multiple contracts for wind power – located both on land as well as offshore.
- We wanted to start using clean energy early so we now have land-based wind farms likely to deliver as early as 2009.
- We wanted to support economic development and job growth in the region so we reached an agreement with Bluewater Wind.

Delmarva Power is extremely pleased with the result – a true win-win for Delaware, the environment and most importantly our customers.

# In Your Community



Enid Wallace-Simms (left) and George Cook (center) recently discussed energy-saving tips with customers at Christiana Mall, Newark, Del.

## Energy Assistance Summit Scheduled

Delmarva Power and sister companies Atlantic City Electric and Pepco will host more than 150 social service agency representatives from Maryland, Delaware, New Jersey and the District of Columbia at a day-long interactive summit on Wednesday, October 15 at the Sheraton Dover Hotel in Dover, Del.

The meeting offers workshops, exhibits and presentations from low-income advocates that will give service providers tools to assist low-income customers who often struggle to pay their energy bills.

For more information about the conference, contact Public Affairs Manager Enid Wallace-Simms at 302-429-3708, or via e-mail: [enid.wallace-simms@delmarva.com](mailto:enid.wallace-simms@delmarva.com).



## Need a Speaker?

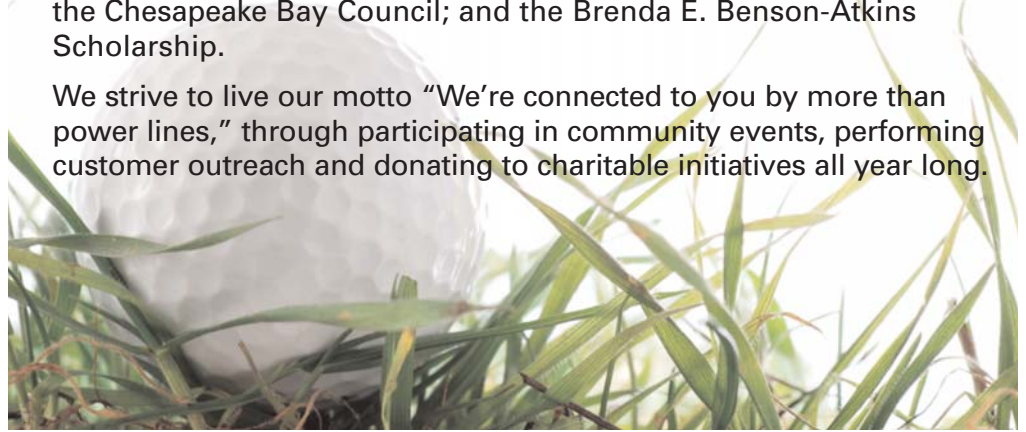
Are you concerned about rising energy costs? Our Speakers Bureau is here to help. We can offer great tips on saving energy and saving money.

Just e-mail [speakersbureau@pepco-holdings.com](mailto:speakersbureau@pepco-holdings.com), or call 800-355-0368 to schedule a speaker today.

## Golf Event Benefits Delmarva Peninsula Organizations

Delmarva Power's 14th annual golf scholarship classic held in May at Cavalier's Country Club in Newark, Del., raised about \$100,000 for Delaware State University; University of Maryland Eastern Shore; Del-Mar-Va Council – Boy Scouts of America; Girl Scouts of the Chesapeake Bay Council; and the Brenda E. Benson-Atkins Scholarship.

We strive to live our motto "We're connected to you by more than power lines," through participating in community events, performing customer outreach and donating to charitable initiatives all year long.



## Utility Hosts Veteran Business Owners

As part of our Supplier Diversity program, Delmarva Power was host to a Veteran's Only Business Seminar this spring at our conference center in Newark, Del.

More than 70 attendees were on hand for the free seminar that provided information on federal contracting opportunities, business benefits and more – to help veterans enhance their entrepreneurship.

U.S. Senator Tom Carper and Scott F. Denniston, Director, Veterans Affairs Office of Small and Disadvantaged Business Utilization, were among the seminar's featured speakers.

The conference was a Delaware Small Business Development Center's (DSBDC) Procurement and Technical Assistance event. The DSBDC helps Delaware entrepreneurs grow and manage their small businesses through varied programs, training and services.



U.S. Senator Tom Carper and Glenn Moore, Delmarva Power Region Vice President, attend the recent Veteran's Only Business Seminar.

## Maryland Honors Safety Partnership Program

The Partnership for a Safer Maryland honored the Emergency Services Partnership Program (ESPP) of Delmarva Power and its sister company, Pepco, with the 2008 Community Safety Award.

The Partnership for a Safer Maryland, formed in 2005, advocates injury and violence prevention; and promotes education and surveillance in the state through collaborative partnerships.

Jane Edwards, Program Manager for the Maryland State Fire Marshal's Office who nominated the utility's ESPP program for the award, remarked, "We appreciate Delmarva Power and Pepco for their outstanding service to the community including their donations of regular and special needs smoke alarms over the past eight years. We see them as our ally in making the state safer."

The ESPP provides resources, supports training and education programs and helps build relationships with public safety and emergency services personnel.

# Diversity Efforts Honored



For the fourth year in a row, *Black Enterprise Magazine* recognized Delmarva Power's parent company, Pepco Holdings, Inc. (PHI), as an industry leader in diversity. The magazine's "40 Best Companies for Diversity" award cited PHI's employee and business practices. *Black Enterprise* based its selection on four key areas: supplier diversity, board of directors, senior management and employee base.

In addition, *DiversityInc Magazine*, a leading national diversity publication, recognized the company as one of the "Top 5 Utilities." Qualifying criteria included CEO commitment, human capital, corporate communications and supplier diversity.

