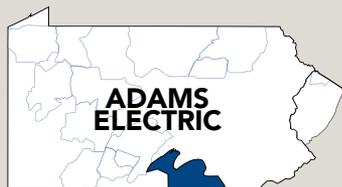




# Adams Electric Cooperative, Inc.

A Touchstone Energy® Cooperative 



One of 14 electric cooperatives serving Pennsylvania and New Jersey

## BOARD OF DIRECTORS

**Glenn E. Bange, President**  
**Nadine M. Hubner, Vice President**  
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**F.L. "Ray" Schwartz**  
**Steve Rasmussen**  
**CEO/General Manager**

## Adams Electric Cooperative, Inc.

1338 Biglerville Road  
 P.O. Box 1055  
 Gettysburg, PA 17325-1055  
 1-800-726-2324

### Gettysburg District

1338 Biglerville Road  
 Gettysburg, PA 17325

### York District

200 Trinity Road  
 York, PA 17408

### Shippensburg District

10 Duncan Road  
 P.O. Box 220  
 Shippensburg, PA 17257

### District Office Hours

Monday through Thursday  
 7 a.m. - 5 p.m.\*

\*By appointment only

Check out [adamsec.coop](http://adamsec.coop)

Like us on Facebook at  
[Facebook.com/AdamsEC](https://www.facebook.com/AdamsEC)

Local Pages Editor: Kami Noel, CCC

*This institution is an equal opportunity provider and employer.*

## From the CEO/General Manager



## WE ARE ... excited for the future

By Steve Rasmussen

IT'S BOTH an honor and a privilege for me to share with our membership that change is coming within the Pennsylvania/New Jersey co-op family. It was recently announced that a great friend to our cooperative program, Steve Brame, will be the next leader of the Pennsylvania Rural Electric Association and Allegheny Electric Cooperative, Inc. (PREA/Allegheny).



Steve Brame

Steve was named the organization's fifth president and CEO following a national search. He officially assumed his new role July 31, and WE ARE thrilled.

Steve joined the cooperative family in 2001 after serving as a senior staffer for then-Lt. Gov. and Gov. Mark Schweiker. He succeeds Frank Betley, who served as president and CEO of the organizations for 25 years and retired July 30.

Most recently, Steve was vice president – public affairs & member services. WE ARE fortunate to have hosted him on-site many times, for both member and employee events, especially regarding political updates for cooperative and rural issues.

Steve said recently he was "truly honored to take on this role." Truth is, WE ARE lucky to have him.

He's confident that in working

cooperatively as an organization, we will continue to find success in the co-op business model. I know he's right. WE ARE better together.

Already a leader in our industry, Steve has worked with the General Assembly as a co-op lobbyist on issues of efficiency and demand-side management efforts, which are recognized under Pennsylvania's landmark Alternative Energy Portfolio Standard Act. He was also instrumental in amending escheats legislation to keep unclaimed property in cooperative communities for the benefit of our members.

Allegheny Board Chair Jay Grove, a director on our own cooperative board, took part in the selection process and said recently the PREA/Allegheny boards were "looking for a leader who understands the needs of our cooperatives and who has the skills and determination to take us into the future..."

CEOs for our Pa./N.J. cooperatives had a collective vote as well. WE ARE confident that Steve will help shape a future for our statewide cooperatives, and even nationally, that puts rural priorities and initiatives at the forefront.

WE ARE surely moving forward with a strong voice for cooperatives with a local leader ready for the role.

Oh, and did I mention Steve's a Penn State graduate and HUGE fan? I may have missed that. ❁

# COMMUNITYconnections

POWERING LOCAL ORGANIZATIONS

## Aero advantage helps co-op members save money

Kami Noel, CCC, *Communications/Member Relations Coordinator*

FROM HUMBLE beginnings just shy of the Great Depression in the late 1920s, Aero Energy has grown by leaps and bounds into the full-service energy and HVAC business it is today.

Originating from an idea on a golf course, Aero Oil was founded by Dave DeTar in 1929. Today, CEO Larry Marshall strives to make Aero Energy the one-stop shop for residential fuels and HVAC services that DeTar began so long ago.

“At the time, the owners chose the name Aero because they knew it would be among the first listings in the phone book,” Marketing Manager Scott Siker says. “If only marketing was that easy today.”

Aero Energy has weathered its share of ups and downs through the years, like any business, changing ownership several times, but in the 1990s a unique opportunity presented itself. The business was on the retail market, and Adams Electric Cooperative happened to be looking to diversify its portfolio to make up for expected rate increases and lost revenue from deregulated electric sales.

Aero was just a diesel and oil provider at the time, and Adams Electric

decided to make the investment in purchasing the business.

“It was a few years later then that Choptank and SMECO [Southern Maryland Electric Cooperative] also bought in at one-third each,” explains Aero’s CFO Wes Warehime. “A few years after that, SMECO had a change of leadership and its share was bought out, partially by an ESOP of Aero Energy employees.”

Currently, Adams Electric and Choptank each own 37.5% of Aero Energy with the ESOP owning the other 25%.

Today, Aero is a full-service heating oil, propane, HVAC, plumbing and electric company with 10 district offices spread across Pennsylvania and Maryland. Adams Electric members receive discounts on residential fuels and HVAC services when they contract with Aero while active members of the cooperative. This includes 10% off HVAC system sales and service (up to \$250 annually). Adams Electric members can also save up to 6 cents per gallon on propane and heating oil purchases.

More than 1,900 members of the co-op hold active accounts with Aero Energy. These members have saved more than \$115,000 combined in 2022 for 2021 purchases. For the life of the program, co-op members have saved nearly \$380,000.

“It’s a pretty massive payout to Adams Electric members,” Siker says. “There’s significant savings to the co-op member who chooses to work with us at Aero Energy.”

It’s important to note that co-op billing and accounts are still separate from Aero billing and accounts. The systems are not fluid, and each business maintains its own records and transactions.



PHOTOS COURTESY OF AERO ENERGY

**A FULL RANGE OF SERVICES:** A small team of service technicians prepares to install exterior lights at a home served by Aero Energy. The company offers this specialty electrical service and others.

Two products help Aero Energy stand out among its competitors in the retail market. The first is a newer offering: tank monitors. These app-based electronics tell consumers when their propane tanks are ready for a refill by monitoring the level of fuel in the tank. A service for automatic-delivery accounts only, the monitor offers two-way communication by alerting Aero that a fuel delivery should be scheduled for the customer.

On the heating oil side of the business, Aero offers a special additive, called ThermoGuard. Not unique to the market, but less common, the additive helps to burn fuel more efficiently, prevent sludge build-up, remove moisture, and prevent frozen fuel lines. It’s also cleaner for the environment.

“We take a lot of pride in our work and in our products,” Siker says. “If you are talking to an employee, you’re also likely talking to an employee-owner, and that translates directly into the work we perform.”

To learn more about Aero Energy, its history, products or services, visit its new website, [aeroenergy.com](http://aeroenergy.com), or to speak with someone directly, call 800-998-4311. ☀



**READY FOR A REFILL:** An Aero Energy propane delivery driver prepares to refill an above-ground propane tank for a customer. Aero is a full-service heating oil, propane, HVAC, plumbing and electric business.

# THE POWER OF PREPARATION

SEVERE WINDS, lightning and even squirrels can temporarily cause the power to go out. We understand power outages of any length can be frustrating. With severe weather events occurring more frequently, it makes sense to be prepared, now more than ever.

During a prolonged power outage or other emergency, this means having enough food, water and supplies to last at least a few days.

In honor of National Preparedness Month in September, Adams Electric wants to remind our members about the power of being prepared. While you don't have to achieve a "doomsday" level of preparedness, there are several practical steps you can take to keep yourself and your family safe.

Even at a modest level, preparation can help reduce stress and lessen the impact of an emergency. We recommend starting with the basics.

Here are general guidelines recommended by the Federal Emergency Management Agency:

- ▶ Assemble a grab-and-go disaster kit. Include items like nonperishable food, water (one gallon per person,

per day), batteries, flashlights, prescription medications, a first-aid kit, a battery-powered radio and phone chargers.

- ▶ Develop a plan for communicating with family and friends (i.e., via text, social media, third party, etc.).
- ▶ Have some extra cash on hand. During a power outage, electronic card readers and cash machines may not work.
- ▶ Store important documents (birth certificates, property deed, etc.) in a safe place away from your home — for example, a bank safe deposit box.
- ▶ Keep neighbors and co-workers apprised of your emergency plans.
- ▶ Fill your car with gas.
- ▶ Organize your supplies so they are together in an easily accessible location family members know about.

## Caring for vulnerable family members

If you have older family members or those with special needs, make sure they have enough medication and supplies for a few days. If they don't live with you, arrange for a neighbor to

check in on them. If a severe weather event is expected, consider having your relative stay with you, if feasible; otherwise, call them daily. If you have an infant or young children, make certain you have ample formula, diapers, medication and other supplies on hand to weather an outage lasting several days or more.

For family members on oxygen or C-PAP machines, make sure you have a backup energy supply, like a standby generator, or be prepared to travel to a local hotel or family members' home for an overnight stay.

## Keeping four-legged family members safe

For families with pets, having a plan in place in the event of a prolonged outage or an emergency will help reduce worry and stress, especially if you need to make a decision during an emergency.

- ▶ Bring pets indoors at the first sign of a storm or other emergency. Pets can become disoriented and frightened during severe weather and may wander off.
- ▶ Microchip your pet and ensure the contact information is up-to-date.
- ▶ Store pet medical records on a USB drive or in an easy-to-remember location.
- ▶ Create an emergency kit for pets (include shelf-safe food, bottled water, medications and other supplies).

At Adams Electric, we care about your safety. Planning ahead for an emergency can give you more confidence to deal with severe weather and potential outages in the future. Other good resources include the co-op's Storm Central page available through [adamsec.coop](http://adamsec.coop), [ready.gov/food](http://ready.gov/food) and [safeelectricity.org](http://safeelectricity.org).

**Keep Food Safe**  
During and After a Power Outage

Refrigerated or frozen foods may not be safe to eat after a power outage. Use these tips to minimize food loss and reduce risk of illness.

**4** Refrigerated food will last four hours. After four hours, place refrigerated foods in a cooler with ice.

**24** OR **48** Food in a half-full freezer will last 24 hours. Food in a full freezer will last 48 hours.

**Food Safety Tips**

1. Keep refrigerator and freezer doors closed as much as possible.
2. Throw out any food with an unusual odor, color or texture.
3. Throw out perishable food in your refrigerator after four hours without power or a cold source (like a cooler with ice).

**When in doubt, throw it out!**

Icons: eggs, milk, fish, cheese.

# NEWSworthy

NOTES FROM AROUNDYOUR COOPERATIVE

## Co-op welcomes McCleaf as member services rep

Jennifer “Jenn” McCleaf of Aspers joined Adams Electric Cooperative Aug. 1 as a member services representative in Gettysburg.

Before coming to Adams, she worked as a relationship director for the Chamber of Gettysburg & Adams County.

McCleaf has an associate of applied science degree from Central Penn College in Summerdale, Pa. ❁



Jennifer McCleaf

## Adams earns ACRE award

IT WAS announced at the Pennsylvania Rural Electric Association’s Summer Meeting in July that Adams Electric won the Harry M. Burrows Action Committee for Rural Electrification Award for 2021.

This is determined by the percentage of ACRE participation in all member categories — directors (and their spouses), employees (and their spouses), members, and cooperative attorneys. Adams last received this honor in 2019 for the 2018 ACRE year.

For ACRE year 2022, the co-op currently has 67 of 74 employees participating, plus full-board and board-

spouse participation.

A call to action took place in July to bring in new members to the Co-op Owners for Political Action (Co-op Owners) program, which is part of ACRE. The announcement went out as a bill insert to residential member accounts and as a direct sign-up on the bill statement. As of Aug. 1,

Adams has 186 Co-op Owners participants, 31 of whom signed up this year.

Adams Electric had been recognized by the National Rural Electric Cooperative Association as a 5-star Co-op for our commitment to Co-ops Vote and the ACRE programs since 2018. ❁



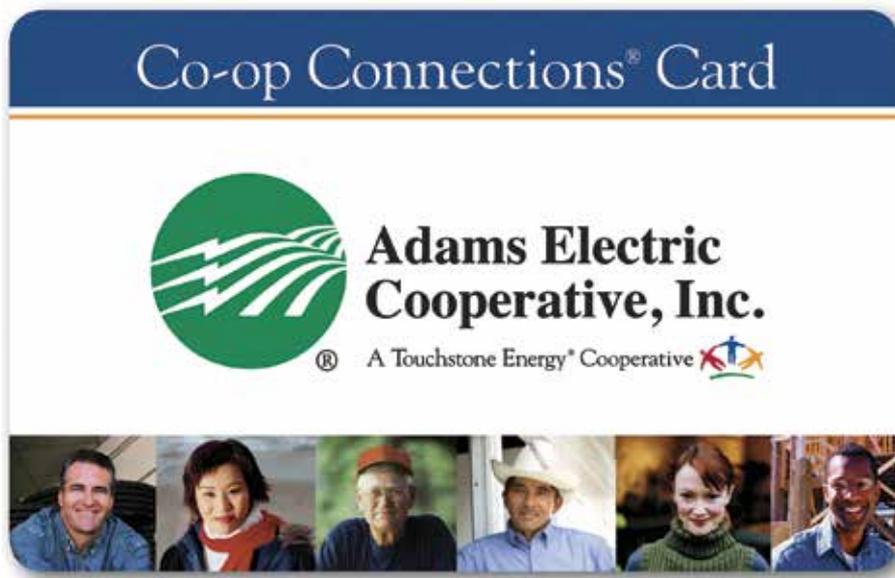
## Get connected

LOOKING out for our members: that’s what being an electric co-op is all about. And one program that always serves to remind our members of this fact and underscores what the “cooperative difference” means is Co-op Connections. With the cost of everything increasing these days, putting savings in our members’ hands is timelier than ever.

Members have saved more than 47% off the retail price for prescriptions when using Co-op Connections, and the card is accepted at more than 60,000 pharmacies nationwide, including 20,000-plus independents and all the major chains. And the full Healthy Savings suite also includes discounts for dental, vision, chiropractic care and diabetic supplies.

The program is accessible by all cooperative members, including those who may not have smartphones or choose not to use the program app. The back of the card contains all the pertinent information a pharmacist needs to quote the lowest price.

Currently, 472 co-ops in 45 states participate in the program. More than 500,000 local and national discounts



are available to program participants via the website, [connections.coop](http://connections.coop), and the smartphone app, Co-op Connections.

If you have questions about the extensive Healthy Savings network, don’t hesitate to contact the co-op at 800-726-2324 or visit [connections.coop/adamsdeals](http://connections.coop/adamsdeals) for program-specific information. This program is not a replacement for insurance. ❁

# Stay safe during storms



Adams Electric  
Cooperative, Inc.  
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**NEVER DRIVE  
NEAR OR OVER  
DOWNED POWER LINES**

**We Credited Adams Electric Cooperative Members  
Over \$115,000 Last Year! Did You Take Advantage?**



## Save With Aero Energy:

- ✓ \$0.06/Gallon Propane
- ✓ \$0.06/Gallon Heating Oil
- ✓ 10% off HVAC System Sales and Service

## Already an Aero Customer?

- ✓ Be sure to refer-a-friend and you'll both earn a \$50 fuel credit!\*

Annual reimbursement account credits will vary.  
Terms and conditions may apply\*

