

A-2014-2433775



Rosemary Chiavetta, Secretary
Pennsylvania Public Utility Commission
400 North Street
Harrisburg, PA 17120

August 19, 2014

I, Jeff Grygier, hereby state that the facts above set forth are true and correct to the best of my knowledge, information and belief, and that I expect to be able to prove the same at a hearing held in this matter. I understand that the statements herein are made subject to the penalties of 18 Pa. C.S. § 4904 (relating to unsworn falsification to authorities).

A handwritten signature in black ink, appearing to read "Jeff Grygier".

Jeff Grygier
CFO
Marathon Power LLC
868 39th Street
Brooklyn, NY 11232

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PA PUBLIC UTILITY COMMISSION
SECRETARY'S BUREAU

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Jerry Drenis
868 39th Street
Brooklyn, NY 11232
718-435-2200

Overall role is to provide strategic direction to companies that I have co-founded/own and manage to ensure high level of customer service, continued profitable growth, and maintain high level of employee satisfaction.

Experience:

1995 - Present:

President and Co-Founder – Marathon Energy Corporation

Marathon Energy Corporation is a successful energy company that supplies heating oil to businesses and residences in the greater NYC market. Conceived the idea and built business over almost 20 years.

- Tens of millions of gallons of fuel oil sold annually
- Designs and offers range of plans depending on customer needs
- Hedging operations for fixed contracts
- Strong credit policies
- Consistently low churn by fostering a culture of putting the customer first
- Employs 30, also with extremely low turnover by fostering a culture of open communication, respect, and ethical behavior
- Serves over 3,000 businesses and homes

President and Co-Founder – MEGA Building Management

MEGA owns and manages residential real estate in the greater NYC market. Conceived the idea and built the business over the last 20 years.

- Owns or manages over 10 multiple dwelling properties with over three hundred tenants
- Leverages the energy businesses to provide heating oil, gas, electricity and energy services to the properties
- Employs 15, also with extremely low turnover by fostering a culture of open communication, respect, and ethical behavior

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2010 - Present:

President and Founder – Marathon Power, LLC

Marathon Power is a successful licensed ESCO serving over 5,000 mostly commercial customers across 13 LDCs in the greater NYC, Long Island, and NJ markets. Conceived the idea and built the business over the last 4 years.

- Serves over 5,000 predominantly commercial customers
- Delivers over 200 GWh of power and 2 Bcf of natural gas annually
- Designs and offers range of plans depending on customer needs
- Hedging operations for fixed contracts
- Consistent industry leading low churn by fostering a culture of putting the customer first
- Employs 15, also with extremely low turnover by fostering a culture of open communication, respect, and ethical behavior.
- Directed hiring of highly qualified staff. Marathon's employees bring almost 100 years of combined ESCO/utility experience
- Retains highly regarded industry consultants and service providers
- Only ESCO that publishes historical price comparisons to utilities on its website

2010 - Present:

President and Founder – Marathon Mechanical, LLC

Marathon Mechanical is a successful heating service and installation contracting company serving over 1,000 mostly commercial customers in the greater NYC, Long Island, and NJ markets. Conceived the idea and built the business over the last 4 years.

- Serves over 1,000 predominantly commercial customers
- Offers oil to oil and oil to gas conversions
- Offers HVAC services
- Offers co-generation products
- Designs and offers range of plans depending on customer needs
- Leverages oil and ESCO businesses to cross-sell products
- Employs 10, with extremely low turnover by fostering a culture of open communication, respect, and ethical behavior

Education:

BS Mechanical Engineering

AS Applied Science

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Jeff Grygier

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Brooklyn, NY 11232

718-435-2200

Experience:

2011-Present

CFO – Marathon Power, LLC

Day to day oversight of finance and administration of the ESCO business as directed by the President – ensuring continued profitable growth, adherence to processes and controls, monitor and assess risk, maintain the Company's strong reputation and competitive position in the market, and assist President with development and implementation of overall short and long term business strategy.

Key initial executive in the building of the company from concept to successful operations with over 5,000 predominantly commercial customers delivering over 200 GWh of power and 2 Bcf of natural gas annually. Assisted President with hiring of staff that possesses almost 100 years of combined ESCO/utility experience and retention of highly regarded industry consultants and service providers.

Areas of responsibility include:

- Legal / Regulatory
- Risk
- Corporate Development
- Operations
- Finance & Administration
- Supply
- Pricing
- Sales / Marketing / Business Development

2009-2011

CFO – Roundbox, Inc.

Management of finance and administration for this developer of mobile broadcast television software.

- Financial models and analysis
- Customer and partner contract structuring
- Legal
- Corporate Development
- Finance & Administration
- Preparation of materials for Board of Directors

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2007-2009

CFO – Snac, Inc.

Management of finance and administration for this developer of mobile widget dashboards.

- Fundraising
- Development of investor presentation materials
- Investor presentations
- *Finance and Administration*

2000-2007

CFO- Global Locate, Inc.

Management of finance and administration, legal and regulatory, and corporate development for this software and semiconductor company that designed GPS products for mobile phones and wireless network operators. One of the first hires that helped the company raise over \$80 million in equity funding, generate over \$70 million in annual revenues, grow to over 75 employees leading to the Company being acquired for hundreds of millions of dollars.

- Fundraising
- Corporate Development
- Finance and administration
- Risk – foreign exchange hedging
- International expansion to Canada, Europe, and Asia
- Legal & Regulatory
- Complex contract structuring for large industry customers and partners
- Complex pricing models for large global industry customers and partners
- Competitive analysis
- *Marketing and business development*
- Preparation of materials for Board of Directors

1996-2000

Omnipoint Corporation – Multiple positions spanning 4 years

CFO Metro NY Region 1998-2000

Director Corporate Financial Reporting & Analysis 1997-1998

Corporate Accounting Manager 1996-1997

Broad range of increasing finance and administration responsibilities as one of the earliest employees in this high growth wireless company that was acquired by what is now T-Mobile for over \$4 billion.

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- 60th employee - company grew to over 2300 employees in 4 years
- Key executive that helped grow revenues from \$0 to over \$750 million annually in 4 years
- Grew from 0 customers to over 1 million
- Successfully managed churn, customer acquisition costs, capital expenditures, net customer adds, quality of network and customer service, and revenue per customer
- Market research and competitive research
- *Generated competitive pricing plans for targeted customer base*
- Developed successful and competitive sales channel programs for direct, indirect, corporate, channel partners
- Expanded into 6 US markets in 4 years with over 100 FCC licenses
- Management of multiple debt covenants
- SEC reporting
- Market expansion analysis including economic studies and business case development leading to commitments to build markets in the hundreds of millions of dollars

Education:

BS Finance

Certified Public Accountant

From: (718) 435-1733
Jerry Drenis
Marathon Energy Corp.
870 39th Street

Origin ID: FBTA



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PA Public Utilities Commission
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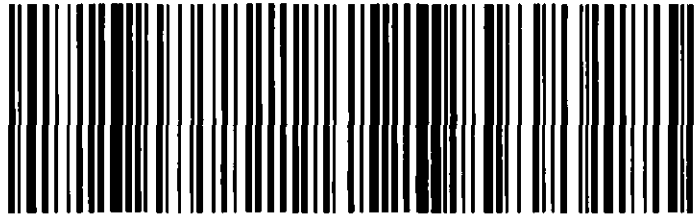
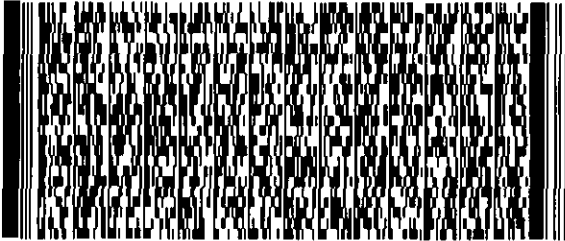
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