

**STEVENS & LEE**  
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October 8, 2014

**VIA ELECTRONIC FILING**

Secretary Rosemary Chiavetta  
Pennsylvania Public Utility Commission  
P.O. Box 3265  
Harrisburg, PA 17105-3265

**Re: Application of Residents Energy, LLC for Approval to Offer, Render, Furnish  
or Supply Natural Gas Services  
Docket No. A-2014-2432600**

Dear Secretary Chiavetta:

Enclosed please find Exhibit 4 to Residents Energy, LLC's responses to the data requests issued in connection with the above-referenced matter.

If you have questions, please do not hesitate to contact me.

Very truly yours,

STEVENS & LEE



Michael A. Gruin

Encl.

cc: Stephen Jakab, TUS (via email)

Philadelphia • Reading • Valley Forge • Lehigh Valley • Harrisburg • Lancaster • Scranton  
• Wilkes-Barre • Princeton • Cherry Hill • New York • Wilmington

A PROFESSIONAL CORPORATION

# Exhibit 4

**Geoffrey Rochwarger**

**Chairman and Chief Executive Officer, IDT Energy, Inc., 2004- present**

Geoffrey Rochwarger is an accomplished business leader with extensive executive and board-level experience in the energy services, telecommunications and transportation industries. Geoff serves as Chairman and Chief Executive Officer of IDT Energy, a division of Genie Energy Ltd. (NYSE: GNE).

IDT Energy (IDTE) is the largest independent energy services company (ESCO) serving residential and small business customers in New York State and has a rapidly-growing customer base in New Jersey and Pennsylvania. Customers in these states can select IDTE to provide electricity and natural gas in place of the local utility monopoly supplier – a right energy consumers won when deregulation opened retail energy markets to competition.

Geoff launched IDT Energy in November 2004 while serving as President of IDT Capital, a division of IDT Corporation (formerly the parent of IDT Energy). Geoff, who founded IDT Capital to serve as a business incubator, identified the emerging ESCO industry as a high-potential business opportunity for IDT Corp to build on its experience helping consumers to benefit from telecommunications deregulation. IDT Energy has been profitable since its inception and has grown annual revenues to approximately \$200 million annually. In 2011, IDT Energy was spun-off from IDT Corporation as the retail energy division of Genie Energy.

**Executive Vice President, IDT Telecom, 1995-2004**

While also serving on the IDT Telecom Board of Directors, Geoff was instrumental in launching IDT's pioneering wholesale carrier telecommunications business, a division that has grown into a \$1 billion enterprise. Geoff's responsibilities included IDT Telecom's global expansion. Under his leadership, the company opened regional offices across Europe, Latin America and Asia. Today, IDT Telecom maintains leading positions in the prepaid calling card and wholesale carrier businesses.

Prior to joining IDT Telecom in 1995, Geoff served as the Senior Operations Manager at an international freight forwarding company where he was responsible for oversight of the day-to-day operations.

Geoff earned his BA in Economics and Psychology at Yeshiva University in New York.

**Alan Schwab**

**Chief Operating Officer, IDT Energy, Inc. 2012-present**

As COO, Alan is responsible for the day-to-day operations of the business including sales, operations, compliance, customer service and technology. Under his leadership, IDT Energy has expanded its customer base in the New Jersey, Pennsylvania, Maryland, Washington DC and Illinois markets.

**IDT Telecom (various positions), 1996-2012**

Before joining IDT Energy, Alan excelled in a succession of senior operations positions at IDT beginning at IDT Telecom, which he joined in 1996. As SVP at IDT Telecom, Alan managed the routing, provisioning and switching translations for IDT's global telecommunications network.

Alan subsequently was named COO of IDT Capital, the division of IDT responsible for new business initiatives and incubation. In that capacity, he directed the development of over a dozen successful start-ups, including IDT Energy.

Alan holds an MBA from Barry University

**Terrence P. Stronz**

**CFO of IDT Energy, Inc. – 2012 to present**

**SVP of Finance and Operations, IDT Energy, Inc., 2005 to 2012**

*Terry Stronz is an experienced finance and accounting executive with over 25 years of professional accounting experience. As IDT Energy's CFO Terry is responsible for the Company's financial reporting, budgeting and forecasting, analytical review and financial relationships with suppliers and lenders.*

*Terry has been SVP Finance and Operations of IDT Energy (IDTE) since 2005. In this position, Terry has helped to guide the Company through a period of rapid growth and expansion, from revenues of approximately \$12 million in 2005 to \$200 million today.*

**Chief Financial Officer, North American Energy, Inc. 2002 to 2005**

*CFO for a New York based energy retailer acquired by IDT Energy.*

**Buffamante Whipple Buttafaro, P.C., 1983 to 2002**

*Certified Public Accountant with one of the leading public accounting firms in New York State.*

*At BWB, Terry was responsible for providing high-quality, timely counsel to companies in a range of industries. His consulting practice focused on advising clients with regard to profit enhancement, tax planning, negotiations with taxing authorities and costing systems. In this capacity, Terry's industry focus included oil and gas, steel fabricators and various manufacturing companies. His responsibilities at BWB also included a central role in administration as director of human resources. He also led the firm's office in Jamestown, New York and served on BWB's executive and compensation committees.*

*Terry is a Certified Public Accountant and earned a BA in business administration with a concentration in accounting from Saint Bonaventure University.*

**Wayne Stoughton**

**VP –Customer Services and Regulatory Compliance, IDT Energy, Inc., 2005 to present, North American Energy, Inc. 1998 -2005**

*Wayne Stoughton is an experienced energy executive with over 25 years of industry experience in senior operational positions. Throughout his career, Wayne has been a leading proponent of retail energy deregulation and competition, and has been extensively involved in a wide range of related regulatory and public policy issues.*

*As Vice President of Customer Service at IDT Energy (IDTE), Wayne is responsible for customer acquisition and service. In this capacity, he develops and manages quality control procedures and reporting methodologies, develops and implements sales strategies, identifies and engages subcontractors, and oversees the IDTE customer service call center in Jamestown, New York, including management of the center's staff. The center handles all internal and external customer-related calls.*

*Wayne is a member of the National Energy Marketers Association and the Northeast Region Advocacy Team on Electric and Gas Policy. Wayne is also an active party to many utility rate cases and energy-related New York Public Service Commission regulatory initiatives, where he works to promote energy competition. During his career, Wayne has served on numerous development committees of the EDI (electronic data interchange) protocol in New York State.*

*Prior to joining IDT Energy, Wayne supervised the drilling and production of natural gas and oil at nearly 1,000 wells in the Appalachian Basin. He was also responsible for pipeline gathering system design and installation.*

*Wayne holds a B.S. in Business Management from the University of Phoenix.*

**Darryl Streed**

***VP – Natural Gas Supply, IDT Energy, Inc., 2005 to present***

*Responsible for managing the interactions with the pipeline companies and the space used to transport natural gas to over 200,000 customers in New York State, Pennsylvania, New Jersey and Maryland. Supervises a team that manages all storage accounts - both injections and withdrawals. Darryl also handles all pricing for the natural gas side of the business along with reconciling all invoices. He continues to foster relationships with the utility companies and the pipeline companies as well as addressing regulatory issues for IDT Energy. He has participated in the New York PSC Reliability Board for the last ten years.*

***1993-2004 North American Energy, Inc. (various positions)***

*Darryl's career in the natural gas industry began in 1993 when he started selling natural gas to industrial customers in the Western New York area on behalf of North American Energy, Inc. His responsibility was to increase sales and to expand the company's footprint into new utility territories. As a result of his efforts, the company began selling in the Rochester Gas & Electric service territory and the Brooklyn Union Gas territory. In 1997, Darryl was promoted to Vice President and became responsible for purchasing the natural gas and managing all operations in connection with the transport of the natural gas. During this period, he also had a regulatory role, working with the utility companies and the New York State Public Service Commission.*