

**GREG HATHAWAY**  
**Greg.Hathaway@NGEnergyConsulting.com**

---

**NG Energy Consulting**

**2013**

- NG was created in June of 2013 to provide advice and execution on transactions from my 25 years of wholesale experience to producers, end-users, pipelines and storage operators
- These experiences include physical transactions, financial trading, business development strategic, planning and acquisition of contractual and physical assets
  - These capabilities brought over \$125MM in gross margin to broad spectrum of strategic opportunities
  - Highly skilled in developing strong relationships within the energy sector to drive the development and implementation of new business deals
- NG provides extensive understanding of how the front, middle and back office processes flow through an energy company
- NG currently manages over 200,000 per day of natural gas for three customers

**Professional Experience**

---

**Gavilon, LLC formerly ConAgra Trade Group, Tulsa, Oklahoma**

**2007-2013**

***Director Trading and Origination***

- Established Gavilon as a top 25 physical energy trading company east of the Rocky Mountains through acquiring more than 10 BCF of storage and 100,000 of firm transport while managing 10 trading personnel and schedulers.
- Managed the process to create 200 new counterparts for Gavilon over a three year period in order to manage upstream and downstream assets.
- Developed and executed a physical and financial gas strategy for Gavilon to create value for customers and shareholders.

**Constellation NewEnergy Gas Division LLC, Louisville, KY**

**2004-2007**

***Vice President Market Strategy***

- Developed and executed a natural gas transportation and storage optimization strategy to acquire firm transportation and long-term storage which delivered gas to over 3,000 customers generating yearly gross margin in excess of \$40MM
- Monetized imbedded values in the North American retail book through aggregating transactions and combining the synergies within our portfolio of 3,000 customers that resulted into no less than \$1MM per year of additional gross margin
- Mentored, organized and coached personnel in supply, operations and contracts to integrate and execute our transportation and storage strategy
- Developed a vision and strategic plan to link assets together through conducting market research, reviewing federal regulatory rules and risk analysis which increased customer flexibility and financial returns to shareholders

**Fellon-McCord and Associates Louisville, KY**

**2004-2007**

***Vice President Market Strategy***

- Participated as a member of the management consulting team that created the growth and profitability of this top tier energy consulting company.
- Provided consulting services to producers, pipelines, end-users and local distribution companies in Ohio, Pennsylvania, Wisconsin, Illinois and Kentucky surrounding storage and transportation services.

**Dominion Energy Clearinghouse, Richmond, VA**

**2001-2004**

***Senior Gas Origination***

- Established Dominion Energy Clearinghouse as predominant energy marketer in the Mid-Atlantic, Midwest and Gulf Coast regions that generated over \$100MM EBITDA each year through generating transactions that allowed for a risk adjusted rate of return in excess of 20%
- Negotiated and closed transactions that generated gross margin in excess of \$50MM through standard transactions, purchasing books of business, creating 150 BCF per year of sales to aggregators, acquiring and optimizing 1 BCF per day of transportation and 3 BCF of high deliverability storage
- Focused on purchasing physical, financial and contractual assets from energy merchants that were exiting the energy trading business and provided immediate financial returns and leverage for the trading and optimization desks
- Established off balance sheet transactions for gas tolling structures that reduced the imputed debt on the corporate balance from over \$100MM to \$10MM

**OGE Energy Resources (subsidiary of OGE Energy Corporation), Oklahoma, City, OK**

**1998-2000**

***Vice President Origination***

- Pioneered, organized and directed the commercial business for an energy marketing and trading company responsible for developing an effective wholesale commodity organization for a large electric utility with a \$5BN asset base
- Developed and implement a successful business plan that established a high-risk adjusted rate of return with minimal corporate risk; plan included trading around the corporate asset base with physical commodity and financial derivatives that were packaged to the wholesale and end-use markets
- Recruited, led and motivated individuals and teams to achieve outstanding financial results in new product and service offerings which expanded gross revenues from \$300MM to over \$2.5BN
- Developed and implemented reporting tools to monitor the company's daily, quarterly and year to date profitability and positions; business plan created low risk high return through owning storage and transportation in geographic areas located near the customer base

**Duke Energy Trading and Marketing, St. Paul, MN and Houston, TX**

**1993-1998**

(Predecessors Associated Natural Gas Services and PanEnergy Trading and Marketing)

***Manager Marketing Industrial and Municipal/ Manager Trading***

- Established first corporate sales office in St. Paul, MN focused on wholesale natural gas transactions to local distribution companies, industrials, municipalities, storage operators, interstate pipelines and domestic and Canadian suppliers in the Midwest
- Established company as a premier natural gas energy merchant in the Great Lakes region through adding new services for over 40 new customers which increased the company's annual gross margin by \$1MM
- Established a comprehensive wholesale trading and marketing strategy to monetize the value of the imbedded options in the physical and contractual assets through arbitrage of the North American pipeline and storage grid that generated \$5MM annually
- Developed and managed the daily, monthly and long-term wholesale natural gas business on Florida Gas, Southern Natural and the Louisiana intra-state systems
- Managed upstream transportation and supply to the Gulf Coast and Southeast through basis trading and least cost routing on more than 10 pipelines and four production regions

**Vesta Energy Company, Houston, TX and Tulsa, OK**

**1989-1993**

***Manager Trading and Marketing/Business Development and Gas Supply Representative***

- Created and implemented a five-year business plan upon establishing the Houston office that generated yearly EBIDTA of \$1MM through value added services to the independent producers and municipal customers
- Managed two representatives that initiated and closed deals to purchase gas from producers in East Texas and Northern Louisiana
- Managed and optimized 115,000 MMBtu per day of transportation on Panhandle Eastern through purchasing gas at the wellhead, identifying incremental markets and meeting the firm sales obligations to our customers

**EDUCATION**

---

**The University of Tulsa, Tulsa, OK**

Bachelor of Science, Business Administration, 1988