

COMMITTEE ON NATURAL RESOURCES
114th Congress Disclosure Form
As required by and provided for in House Rule XI, clause 2(g)(5)

"Exploring Energy Challenges and Opportunities Facing Puerto Rico"

January 12, 2016

For Individuals:

Name:
Address:
Email Address:
Phone Number:

* * * * *

For Witnesses Representing Organizations:

Name: Jaime L. Sanabria Hernández
Name of Organization(s) You are Representing at the Hearing: EcoEléctrica
Business Address: [REDACTED]
Business Email Address: [REDACTED]
Business Phone Number: [REDACTED]

* * * * *

For Nongovernment Witnesses ONLY:

1. Please attach/include current curriculum vitae or resume.

Resume is attached.

2. Please list any federal grants or contracts (including subgrants or subcontracts) related to the subject matter of the hearing that were received in the current year and previous two calendar years by you or the organization(s) you represent at this hearing, including the source and amount of each grant or contract.

None

3. Please list any contracts or payments originating with a foreign government related to the subject matter of the hearing that were received in the current year and previous two calendar years by you or the organization(s) you represent at this hearing, including the amount and country of origin of each contract or payment.

None.

PERSONAL DATA SHEET

CPA Jaime L. Sanabria, JD



President/CEO

Development of organizational culture focused on achievement of goals and in delivering consistent improvements in business results by formulating and implementing sound business strategy.

Executive Summary

Results focused executive with proven consistency in delivering or surpassing planned results in mid-size (\$400+ million in annual revenue) corporations. Strengths in formulating strategies and action plans in support of business objectives. Effective in developing teams to support business growth, increase productivity and improve financial results.

Experience:

07/99 - Present	EcoEléctrica, L. P.	Co-President, Treasurer, Corporate Secretary and General Manager for Finance & Administration
-----------------	---------------------	---

Delivered consistent growth in the shareholders' return on investment. Examples include: Negotiation of \$30 million working capital facility; anticipated and negotiated \$18 million in additional financing during the final phase of construction. Collected insurance recoveries of \$30 million under adverse circumstances; implemented operating cost reductions with an NPV of \$4+ million through the downsizing of a commercial office and have achieved NPV tax savings in excess of \$23 million through planning and execution of tax strategies;

Responsibilities: shares the head of the company with the General Manager of Operations; manages finance, administration, environmental projects and community outreach programs for the first private independent power producer on the island; serves as the official spokesperson for the company; manages a \$700 million long-term debt agreement; negotiates additional financing; dividend planning; investments; accounting; reporting results of operations, cash flow management; business plans, annual budgets, monthly forecasts and long-term projections; presentations to board of directors; bank relations; letters of credit; external and internal audits; accounting policies and procedures; internal controls policies and procedures; compliance with Sarbanes-Oxley; tax compliance; government relations; insurance; information systems.

10/95 - 06/99	Aventis	Dir.of Bus. Development / Controller
---------------	---------	--------------------------------------

Initiated the process for the sourcing of products to the local operations. Empowered the organization to achieve annual savings of \$1 million through the implementation of ABC product costing techniques. Transformed information systems, both personnel and technology, to a state of the art and proactive unit that facilitated the pursuit of cost savings opportunities while empowering and elevating the productivity of the organization in excess of 15% during the last year.

01/94 – 03/95	Syntex, Inc.	Director of Finance
03/93 – 01/94	A.G. Bayer P. R., Inc.	Financial Manager

Transformed the financial function from a record keeping unit into a business partner that proactively contributed to the daily management of operations that helped improved financial results. Initiated and delivered a complete change in information systems in a short period of time that contributed a more agile and effective credit and collections function. Recruited a new Credit & Collections Manager and during the first year reduced days sales outstanding by 20%. Increased customer service levels through a motivated and highly committed credit and customer service department.

08/86 – 03/93	Procter & Gamble	Financial Manager
---------------	------------------	-------------------

Planned and executed the strategy for the education and transformation of the business into high performance work teams. Empowered the organization to achieve average annual inventory savings worth \$5 million through monitoring of product planning and of \$1 million annually in municipal license taxes through tax strategies for product transfer pricing. Assisted in the planning and execution of the strategy for the manufacturing and distribution of the OTC version of a controlled product that contributed revenue growth to the organization.

Other Roles in the Consumer Goods, Oil and Services Industries:

11/81 – 07/86	The Coca-Cola Co.	Cost & Budget Manager
01/79 – 11/81	Hemisphere Oil Co.	Financial Administrator
01/75 – 12/78	Coopers & Lybrand	Senior Auditor

These roles are remote in the timeline and we elected not to provide details, but they would be available if interested.

Professional and Business Associations:

At present: Past-President of the Chamber of Commerce for the South of Puerto Rico
 Member of the Energy Committee of the Puerto Rico Manufacturers Association
 Member of the Public Policy Institute of the Ana G. Mendez University System
 Member of the Advisory Board of the Chancellor of the UMET

Past: Director of the Puerto Rico Chamber of Commerce
Director, Member of the Executive Committee and Treasurer of the Puerto Rico
Energy Cluster

Education:

BBA - Accounting Major - University of Puerto Rico, Graduated in December, 1974

JD - Interamerican University Law School, Graduated in June, 1998

PC literate and currently work in an MS Office environment with full command of the english and spanish languages.

Contact information:

Home phone:
Work cellular:
Personal cellular:

