

Winter 2021, Sustainable Energy Industry Immersion
MGT 290-004, 3 unit, Fridays 10:00-2pm, Virtual

Office Hours: by appointment

Course Schedule:

Winter Quarter, 2021 (First class is scheduled for Friday January 8, 2021)

Course Instructor:

- Benjamin Finkelor, Executive Director, Energy and Efficiency Institute

Course Abstract:

The Sustainable Energy Industry Immersion program at the UC Davis Graduate School of Management (GSM) brings together graduate students from multiple departments who are interested in the energy industry and exposes them to significant managerial problems being faced in this transforming sector. The main objective of this program is to continue to build on the reputation and connections of UC Davis in sustainable energy and transportation by training students to examine problems comprehensively in interdisciplinary teams.

The increase in global population, alterations in climate patterns, increased risk of natural disasters, the need to decarbonize, and the on-going challenges around generation, transmission, and distribution, all while maintaining safe, reliable, affordable access to energy, are critical determinants of global development and security.

The impact of new technologies and other innovations in solving a wide array of problems in this industry opens possibilities for energy companies and for other companies that depend on stable energy supplies. Regulation of energy is a prominent policy conundrum that must balance economic, health, social equity and technology concerns.

The aim of the GSM program is to produce next generation leaders in this vital industry and other industries that depend on access to reliable energy stores. Participants will learn from business and policy leaders who will present current energy challenges. Students will work in interdisciplinary teams to find solutions to present for discussion. The program has several distinguishing features:

- Curriculum designed by both UC Davis faculty and industry executives to reflect the latest challenges in the industry
- Classes comprised of students from Graduate School of Management and the Energy Graduate Group
- Nine weeks of interactive classes on Fridays in Winter Quarter taught by senior executives from a select group of companies (Southern California Edison, SMUD, Wells Fargo, etc.)

- Group assignments in every class, examining potential solutions to management challenges
- Possible project work to follow in Spring Quarter, giving students more in-depth exposure to specific problems in a certain company
- Possible internship opportunities in the featured companies during Summer Quarter

Readings will be developed in conjunction with each week's executives. There is no required textbook.

COURSE REQUIREMENTS/GRADES

Because this is an interactive, group case analysis class attendance and participation are critical elements of successfully meeting three course requirements.

1. Nine weekly case discussions in class and presentation to the speaker: 1/3 of grade (drop lowest grade)
2. Nine weekly Reflection Papers of 500-1000 words submitted online. 1/3 of grade (drop lowest two grades).
3. White Paper done in a group with no less than one MBA student, 2500-5000 words uploaded as a file by the last day of class. Instructions on how to write a white paper are available on Canvas under Files. 1/3 of grade.

RIGHTS AND RESPONSIBILITIES

All participants in the course, instructor and students, are expected to follow the UC Davis [Principles of Community](#), which includes affirmation of the right of [freedom of expression](#), and rejection of discrimination. The right to express points-of-view without fear of retaliation or censorship is a cornerstone of academic freedom. A diversity of opinions with respectful disagreement and informed debate enriches learning. However, in this course, any expression or disagreement should adhere to the obligations we have toward each other to build and maintain a climate of mutual respect and caring.

You are expected to take UC Davis's [Code of Academic Conduct](#) as seriously as we do. You were given this code of conduct with explicit explanations of violations (e.g. plagiarism, cheating, unauthorized collaboration, etc.) and your responsibilities in regard to them during orientation, and you signed a statement affirming that you understand it. Academic conduct violations will not be tolerated, and your instructor will not hesitate to turn violators over to Student Judicial Affairs. If you are uncertain about what constitutes an academic conduct violation, please refer to the code linked above, contact your instructor, or refer to the [Office of Student Judicial Affairs](#).

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All material in the course that is not otherwise subject to copyright is the copyright of the course instructor and should be considered the instructor's intellectual property.

CLASS SCHEDULE

January 8

Introduction to Energy and Sustainability

Benjamin Finkel is current Executive Director of the EEI <https://energy.ucdavis.edu>. Ben will cover a broad overview of energy, its types, and historic trajectory. We will discuss the meaning of sustainability and how energy, sustainability and consumption connect in our choices every day. Chance to get to know other students who will be your partners in solving case problems.

January 15

Jill Anderson is vice president of Customer Programs and Services at Southern California Edison (SCE), one of the nation's largest electric utilities. She is responsible for leading SCE's energy efficiency, demand response and clean self-generation program portfolios as well as customer strategy, marketing, e-commerce and strategic alliance functions. Previously, Anderson was executive vice president and chief commercial officer at the New York Power Authority (NYPA), the country's largest state power organization. She directed all wholesale and retail operations. Anderson oversaw the marketing of NYPA's generation assets, trading, fuel operations, hedging and business development for new transmission and generation activities.

Before joining NYPA, Anderson worked for Hess Corporation, and for Consolidated Edison Company of New York, leading teams responsible for natural gas and electric substation construction and operation, redesign of the distribution system to improve efficiency and integrate new technologies, and electricity and natural gas procurement. Anderson received a Master of Business Administration degree from New York University and a Bachelor of Science in Mechanical Engineering degree from Boston University.

January 22

Curtis Wynn is President & CEO of Roanoke Electric Cooperative. With nearly 38 years of experience in the electric cooperative industry, Curtis began his career at West Florida Electric Cooperative. He is a board member of the National Rural Utilities Cooperative Finance Corporation and has served on the NRECA Board of Directors since 2007, where he was recently elected board president. A graduate of Troy University, Curtis holds a Bachelor of Science in business administration & management information systems. Curtis has led numerous movements at his co-op from the introduction of broadband service to new demand response capabilities. Under his leadership, Roanoke Electric has been a two-time recipient of NRECA's Community Service Network Award, and Curtis is a past winner of the J. C. Brown Leadership Award.

January 29

TBD Executive at SMUD AND Bill McNamara, Chief Operating Officer at LED Greenlight International

February 5

Philip Hopkins is a managing director and the head of Renewable Energy & Environmental Finance (REEF) for Wells Fargo Commercial Capital. He previously co-led the REEF team for more than a decade, building the business into one of the largest and most consistent tax-equity investors in the U.S.

Based in San Francisco, Phil now leads a team of more than 30 professionals who make direct investments in large-scale renewable energy projects. His team's activities are a key part of Wells Fargo's Sustainable Finance Commitment, which includes a focus on providing capital to environmentally beneficial businesses and projects in several industry sectors, including renewable energy, energy efficiency, and real estate. To date, his team has invested more than \$7.5 billion in wind and solar projects throughout the U.S.

Phil joined Wells Fargo in 2005 after spending more than 15 years in the power and energy sectors. Prior to joining Wells Fargo, he was director of strategy and business analysis at independent power producer Mirant Corporation in Atlanta, where he also managed complex power sector transactions in the U.S. and Germany. Earlier, Phil worked for the New England Power Company as a senior engineer and as a field engineer for Schlumberger Well Services.

Phil earned a master's degree in nuclear engineering and a bachelor's degree in mechanical engineering from the Massachusetts Institute of Technology (MIT) and during that time, he was a Nuclear Regulatory Commission-licensed senior reactor operator at MIT's Nuclear Reactor Laboratory. He and his wife live in San Francisco, where they support local children's programs.

February 12

Larry Kellerman is Managing Partner of TFC Utilities, an investment platform for acquiring and leveraging regulated utilities to take advantage of their access to low cost capital and large customer bases. TFC uses a "Million Rate Base" model to provide customers with the lowest possible cost solar panels or other energy technology using low cost financing. Regulated customers can choose their preferred source of energy and have access to the latest battery systems and energy devices such as charging stations for vehicles. Larry Kellerman has worked in energy finance at Goldman Sachs and Quantum Utility Generation. He is an alumnus of UC Davis and he holds an MBA from West Coast University.

February 19

Joseph Avila is Senior Director – Energy Policy & Strategy for Southern California Gas Company, the nation’s largest gas distribution utility. He is responsible for encouraging and supporting sensible energy policies and regulations to help California achieve its environmental and greenhouse gas mitigation objectives. Prior to joining SoCalGas, Avila spent more than 18 years working in the City of Los Angeles as Chief of Staff, Legislative Analyst and as Staff Assistant to LADWP’s General Manager. He also spent 10 years in the private sector as a corporate banker and consultant acquiring expertise in renewable and conventional electric power plant development and operations, enterprise-wide benchmarking, and project finance. A native of Los Angeles, Avila holds a Master of Business Administration from the University of Southern California and a Bachelor Arts degree from the University of California at Los Angeles.

February 26

Laurie Giammona is Senior Vice President and Chief Customer Officer for Pacific Gas and Electric Company (PG&E). Giammona leads all aspects of PG&E’s Customer Care and Corporate Real Estate Strategy and Services organization. She oversees service to 16 million people throughout Northern and Central California and manages seven million square feet of facilities supporting more than 20,000 employees. Giammona oversees billing, metering, revenue, call centers, local offices, account services, low income offerings and customer programs including energy efficiency, solar, electric vehicle and demand response portfolios. Giammona joined PG&E in 2012 as Vice President of Customer Service. Previously, she held senior level positions at Comcast, including Regional Vice President of Customer Care, and United Airlines. She currently is on the boards of the California Chamber of Commerce and the Wine Institute and serves on the executive board for the Make-A-Wish Foundation, Greater Bay Area.

March 5

TBD

March 12

TBD