



Johnson Energy Connection

Agenda

September 27 & 28, 2013
Johnson Graduate School of Management
Sage Hall
Cornell University
Ithaca, NY

Friday, September 27, 2013 (Sage Hall)

8:00 – 8:50 am Registration & Networking Breakfast
 9:00 – 10:30 am Concurrent Plenary Sessions 1



Group A (Sage B06)

You Can't Improve What You Can't Measure

David Kapolnek (MBA '04) Director of Product Marketing, Emerson – Micro Motion

Are Utilities' Days Numbered?

Michael Harrington (MBA '10) Manager, Con Edison

Beyond Petroleum: Energy Security & Independence in an Uncertain World

Eliecer Palacios (MBA '07) CEO, PetroRock Energy LLC

Solar as if Life Matters

Rob Garrity (BS '05) Founder, Finlo Solar Powers

The Great Awakening: U.S. Shale and Global Energy Markets

Sarah Emerson (BA '84) Managing Principal, ESAI Energy

Group B (Sage B10)

Energy Storage – Hype or the Holy Grail?

Kate McGinnis (MBA '07) Business Development Advisor, Chevron Technology Ventures

If They Ain't Coming, Sell It to Yourself: Development Arms as a Strategic Tool for Manufacturers

Dan Nadav (MBA '02) Vice President Sales, Echogen Power Systems

Why the Environment Matters in Finance: A Case Analysis

Tai Pimputkar (MBA '05) VP of Energy Credit, Royal Bank of Scotland

Understand Utility Costs to Make Better Investment Decisions

Jim Bride (MBA '08) President, Energy Tariff Experts

Climate Revelations and Solutions

Dan Miller (BSEE '78) Managing Director, The Roda Group



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10:30 – 11:00 am Break (Coffee Service)

Ramin Parlor

11:00 – 12:30 pm Concurrent Plenary Sessions 2

Group A (Sage B06)

The NOCs that Dominate Latin America

Jaime Martinez Soto (MEng '12 MBA '13) Business Development Coordinator for Latin America, Emerson Process Management

Lighting as a Service? Is it Possible? The Future of Intelligence in Energy Efficient Lighting

Scott McClintock (BS Hotel '99, MBA '08) Director, Sales, Digital Lumens

Tax Equity Financing in the Energy Industry

Brad Gallant (MBA '08) Senior Associate, DTE Energy Services

Wind Energy: It All Starts with the Blade!

Ryan Legg (MBA '10) Wind Blades Product Manager, GE Renewable Energy

Building a Virtual Power Plant with Demand Response

Ann Cole (MBA '10) Manager, Utility Solutions, EnerNOC

Seeing Green: The Federal Government and Renewable Energy

Steve McBrady (BA '01) Counsel, Crowell & Moring LLP

Group B (Sage B10)

Foodwaste a Terrible Thing to Waste

Paul Sellow (CALS '80) Founder and CEO, Harvest Power

How to Save \$1+ Trillion, Annually

David Johnson (BSME '89, MBA '90) President & CEO, Achates Power, Inc.

Power Market Fundamentals

Hilary Lashley Renison (BS '05, MEng '07, MBA '09) Lead Consultant, GE Energy Consulting

Policy Induced Cyclicity across the Value Chain

Charlie Bowser (MBA '04) Director, Finance, Exelon Generation

The Future of US Solar PV: Has the Industry Finally Turned a Corner?

Nupur Pande (MBA '11) Director, Commercial Operations and Strategy, Yingli Green Energy Americas, Inc.

A Cool Idea: LNG & the Outlook on Energy

Bill Davis (MBA '99) Vice President, LNG Market Development, ExxonMobil Gas & Power Marketing Company

12:30 – 1:30 pm Networking Lunch

Dyson Atrium

12:45 pm Alumni Group Photo Shoot

Dyson Atrium



1:30 – 3:30 pm

Company Office Hours

Sage Hall

Informal networking sessions to give students the opportunity to discuss company- and industry-specific issues with visiting alumni

Refreshments are available throughout the afternoon for alumni in the Center for Sustainable Global Enterprise, Sage 253

Achates Power, Inc.	Room 205B
Chevron	Room 242
Con Edison	Room B03
Digital Lumens	Room 205D
DTE Energy Services.....	Room B27
Echogen Power Systems.....	Room 205C
Energy Tariff Experts.....	Room 210
Emerson.....	Room 240
ESAI Energy.....	Room 205A
EnerNOC	Room B33
Exelon Generation	Room 212
ExxonMobil	Room 211
Finlo Solar Powers	Room 206
GE.....	Room 135
PetroRock Energy LLC	Room 208
Royal Bank of Scotland	Room 214
The Roda Group.....	Room 213
Yingli Green Energy Americas, Inc.	Room 217

3:30 – 3:45 pm

Break (Coffee Service)

Sage 253

3:45 – 4:45 pm

Alumni Roundtable with Center

Sage 134

6:00 – 8:00 pm

Networking Reception

Carriage House Café Hayloft
(Collegetown, 305 Stewart Ave.)

Alumni, students from Johnson's Energy Club and SGE Club, and Center for Sustainable Global Enterprise faculty and staff

Heavy hors d'oeuvres and two drink tickets included



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