

Full Course Title: EarthSpark International/UNEP: Scaling Up Clean Energy Enterprises in Rural Haiti

Course Title for Registration System: Erthsprk: Sclng Up Cln Ergy Etrprs

Course Number: SIPAU9000.011

Faculty Advisor(s): Ellen Morris & Philip J. Larocco

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Meeting Date/Times: Wednesdays 2:10P – 4:00pm

Location: IAB 1401

Office Hours: By appointment

Credits: 3

Course Overview:

Brief description of client:

EarthSpark International is a growing social enterprise that empowers communities in Haiti by eradicating energy poverty. They leverage a portfolio of high potential energy technologies and business models to deliver low-cost, high value energy products and services to underserved populations. EarthSpark has been named an implementing partner for the United Nations Environmental Programme's (UNEP) Haiti Regeneration Initiative, through which EarthSpark will expand operations across the Southern Department of Haiti.

Summary of project:

For small-scale energy products, EarthSpark acts as an importer, distributor and franchising organization, with the goal of developing broad access to clean energy technologies through a national network of retail points of sale, under the local "Eneji Pw6p" brand. EarthSpark is interested in scaling up their operations through a range of different sales channels they are piloting in southwestern Haiti. The objective of the capstone workshop is to explore and evaluate the different sales channels and distribution models for efficient cookstoves and stand-alone solar electricity systems for households and small businesses. This may include end-user financing options, micro-franchise models, energy remittances, marketing support, and attracting investment.

Deliverables to client:

The tentative workplan is as follows:

- 15 December-15 January: Background reading on UNEP Haiti Initiative and energy enterprise literature
- 27 January 2012: Detailed workplan
- 1 March 2012: Field mission plan

- 10-18 March 2012: Field mission to Haiti (depending on availability of funding)
- 1 April 2012: Draft report
- 15 April 2012: Final reports and recommendations to Earth Spark
- 25 April 2012: Presentation of results to client

Special skills/knowledge needed by team members:

- Interest and commitment to energy enterprise development in developing countries
- Creative and innovative outlook on business models, energy products and financing options that are tailored to the poor
- Critical thinking skills applied to real world problems
- Data gathering and synthesis skills to understand, evaluate and improve on different options
- Ability to work in small teams on difficult and challenging problems that are not always easy to characterize.
- Ability to write clearly and convincingly about opportunities in the energy enterprise space
- Self-starters that are highly motivated

Initial meeting(s) with your student team in late November or early December, if applicable:

TBD

Dates for meetings with client, if already scheduled):

TBD

Field component: Travel to Haiti during spring break (week of March 12th)

Please note: Students who participate in a capstone workshop that involves international travel will be charged a course fee of \$250 at the outset of the capstone project which will be included in their student bill.

Additionally, travel is contingent upon the conditions within the country during the expected dates of travel. If the faculty advisor and administration determine that the conditions within the country could put students in physical danger, then the travel will not occur and students will be refunded the \$250 course fee.

Student selection: [All eligible students may apply for up to five workshops through a special online application process from October 15th until October 31st. Assignment of students will be coordinated by the Office of Academic Affairs, and relevant faculty will be consulted about team membership for their workshop(s).]

Grading (students receive an individual grade):

Grades for the workshop will be based on the following criteria:

- Quality of individual contributed work (10%)
- Quality of participation in class, Peer review (20%)
- Feedback from the client (20%)
- Overall professionalism, including timeliness, ability to work with team, etc. (20%)
- Quality of team's final report and briefing (30%)

Readings: TBD

***Academic Integrity Statement*:**

The School of International & Public Affairs does not tolerate cheating and/or plagiarism in any form. Those students who violate the Code of Academic & Professional Conduct will be subject to the Dean's Disciplinary Procedures. Cut and paste the following link into your browser to view the Code of Academic & Professional Conduct online.

http://sipa.columbia.edu/resources_services/student_affairs/academic_policies/deans_discipline_policy.html

Please familiarize yourself with the proper methods of citation and attribution. The School provides some useful resources online; we strongly encourage you to familiarize yourself with these various styles before conducting your research:

http://sipa.columbia.edu/resources_services/student_affairs/academic_policies/code_of_conduct.html

Violations of the Code of Academic & Professional Conduct should be reported to the Associate Dean for Student Affairs.