

**TESTIMONY OF BRYAN ASHLEY
CHIEF MARKETING OFFICER
SUNIVA, INC.**

**HEARING ON
“THE CLEAN ENERGY RECOVERY: CREATING JOBS, BUILDING NEW
INDUSTRIES AND SAVING MONEY”**

**BEFORE THE
SELECT COMMITTEE ON ENERGY INDEPENDENCE AND GLOBAL
WARMING**

U.S. HOUSE OF REPRESENTATIVES

March 10, 2010

Thank you Chairman Markey, Ranking Member Sensenbrenner, and Members of the Committee. I am Bryan Ashley, Chief Marketing Officer for Suniva, Inc., a leading solar PV manufacturer that is renewing American solar energy leadership by manufacturing high-efficiency monocrystalline silicon solar cells and high-power solar modules using low-cost techniques. Our goal is to make solar-generated electricity cost-competitive with fossil fuels by developing products that are both highly efficient and affordable.

Suniva was founded in 2007 by Dr. Ajeet Rohatji, who, in 1992, also founded the University Center for Excellence in Photovoltaics (UCEP) at the Georgia Institute of Technology in Atlanta, Georgia. UCEP, one of the most respected solar research institutes in the world and funded by the U.S. Department of Energy, was established to improve the fundamental understanding of advanced PV products, and to give the United States a competitive advantage by providing guidelines to the industry and the Department of Energy for achieving cost-effective and high-efficiency photovoltaic devices.

As a spin off of UCEP, Suniva was well positioned for success by having a deep patent portfolio and access to one of the best labs in the world for our research. We are an outstanding example of how public/private partnerships can create world-class technology and American jobs.

Suniva and our leadership team have been widely recognized for our technological achievements and job creation.

Dr. Rohatji has received the *Excellence in Renewable Energy Award for Leadership in Renewable Energy* and was also honored by the Environmental Protection Agency with a *Climate Protection Award*. He was also selected by the Aspen Institute's 2009 Energy and Environment Awards as one of five finalists in the *Individual Thought Leadership* category, and received the *IEE Cherry Award*, the *Distinguished Professor Award* from the Georgia Institute of Technology, and the *Rappaport Award* from the National Renewable Energy Laboratory.

Suniva was recognized by the Technology Association of Georgia as one of the *Top 10 Innovative Georgia Technology Companies* and of the *Top 10 Companies most Likely to Create Jobs*. We also received the American Solar Energy Society's *Hoyt Clark Hottel Award*, the *AlwaysOn GoingGreen East 50 Award*, and was recognized by Tech Journal South as a *2009 Tech 50 Company*.

Just last week, Suniva was selected by the Wall Street Journal as number two on *The Next Big Thing: The Top 10 Clean Technology Companies*.

With more than thirty years of experience in PV research, Dr. Rohatji, who serves as Chief Technology Officer at Suniva, is recognized as one of the world's leading solar scientists, holding 15 world records for cell efficiency and numerous honors and recognitions.

We believe that our company motto - "American Innovation, American Quality, American Jobs" - speaks volumes about who we are as a company:

Growing from just 2 employees in 2007, we have to date created 150 direct jobs, and many more indirect jobs. In 2009, we expanded our facility, which has 100MW of capacity, by opening a second manufacturing line and creating 60 new jobs and spending \$19 million on new equipment, for which we received \$5.7 million in tax credits under the Recovery Act's 48C tax credit. Support from the federal government, in the form of the 48C tax credit, enabled us to add those jobs much sooner than we otherwise would be able to do.

We plan to open a third production line in Georgia in Spring 2010, and also recently announced a new manufacturing facility in Saginaw County, Michigan, which has extremely high rates of unemployment, that will eventually employ 500 people. The State of Michigan Economic Development Corporation estimates that, when you include the indirect jobs associated with this new facility, the total number of new jobs created in Saginaw County will reach 2,100. I should note that this new facility in Michigan is contingent upon Suniva receiving a DOE loan guarantee for which we have already applied.

We are particularly proud of the demographics of our workforce, with 24% being military veterans and others coming to us from the automotive industry as highly skilled employees who had lost their jobs when the local GM and Ford plants closed.

With this expanding and highly skilled workforce, Suniva is producing world-class technology, including record-setting 20%+ efficiencies for low-cost silicon cells in the lab, and the world's highest commercially available cell efficiency in full-scale production, currently at 18.2%+. Suniva is the only high-efficiency silicon exporter in America, with exports of more than 90% of 2009 production to Asia, Europe and South Africa. Nation's importing our product include China, India, France, Germany, Spain and Taiwan.

The first grid-connected solar farm in India, in the state of West Bengal, is powered by Suniva cells manufactured in Norcross, Georgia. The second, and currently largest, grid-connected solar farm in India, in the state of Karnataka, is also powered by American-made cells from Suniva and will be dedicated by Prime Minister Singh later this month. The roof of the new sports stadium in New Delhi, India, soon to be dedicated for the Commonwealth Games, supports more than 1.1MW of Suniva's American-made solar PV cells. The list of international solar fields powered by American-made Suniva cells is growing and includes fields in Italy, Germany, France and South Africa. To support this ongoing work, we plan to export 80% of our 2010 production, but in order to do so will need to increase our expansion.

While others may struggle in the worldwide marketplace, Suniva is already sold out through mid-2011 and has had to turn away new export customers, including a Chinese company,

and has had to impose limits on the allocations to our current customers. On a recent solar trade mission to India, sponsored by the U.S. Department of Commerce, I had to turn away business and am sad to say that Chinese and Taiwanese workers will benefit from that new business their companies will gain. As you are no doubt aware, the Chinese and Taiwanese are extremely serious about being the leaders of the solar PV value chain and market, and not just the “screwdriver” technology part of the value chain. They have designs on the upstream “high value add, high science” part of the chain -- which is where Suniva is finding such great success. While we are currently the only company that can do what we do, not only in the United States, but in the world, there are many very large and well-funded Asian businesses who are working very hard to achieve our level of proficiency. They will get there one day, but Suniva intends to stay ahead with investment in our research and bringing our product from “lab to line” in record time. In fact, we have a new generation product line reaching 19% efficiency that will become available this year. To continue our role as a solar leader, we will need to spend money on technology and research, and also on expansion in a very tough credit market environment. Recovery Act programs have played a key role in our success, and we are hopeful that the Congress will extend or expand on these programs.

All of this brings me to Suniva’s plans for the future and how the federal government can help companies like ours.

Suniva will expand with an additional 70MW line the second quarter of this year and is already building out a 30,000 square foot physical extension of our facility today. An extension or additional funding for 48C would be a tremendous help. With reasonable financing remaining difficult to find, we would very quickly reapply for 48C, especially if it were refundable.

As I indicated earlier, we plan to open our second manufacturing facility, in Michigan, in 2011. Eventually this new plant could grow to 1GW. While we are awaiting a final decision on our DOE loan guarantee application for this project to become reality, if the 48C tax credit were expanded we would certainly submit an application.

Other areas where the Congress could be helpful to the clean tech sector, would be in the creation of a national Renewable Energy Standard or Renewable Portfolio Standard, and a national feed-in tariff.

Suniva has industry leading technology that is developed and manufactured in the United States by American workers. This technology is beating foreign competition and being exported around the world, creating well-paying clean tech jobs at home and reviving America's leadership role in solar PV. The Recovery Act has directly helped us expand our manufacturing facilities with the 48C tax credit, and indirectly through the Treasury Department's 1603 Program for Payments for Specified Energy Properties in Lieu of Tax Credits, which has helped to grow our customer base.

Increased awareness of the benefits of renewable energy sources like solar, and federal support from the Recovery Act, have helped to stimulate a strong domestic demand for our products, while enabling us to have a vigorous export business to countries around the globe, who are now relying on American-made products to meet their energy needs. I urge the Congress to and the Committee to continue and expand on these efforts, which are demonstrative of a strong commitment to American leadership in clean technology.

Finally, I would invite the members of the Committee to come down to Georgia where you will see a world-class facility and American workers earning a good wage in new clean-tech jobs.