



**The Honorable Johnny Isakson  
United States Senate  
131 Russell Senate Office Building  
Washington DC 20510**

**The Honorable David Perdue  
United States Senate  
455 Russell Senate Office Building  
Washington DC 20510**

June 22, 2017

Dear Senators,

We are writing on behalf of the people of the Georgia solar energy Industry to ask that you support us in the upcoming Suniva/Solarworld 201 Petition case with the International Trade Commission. In this petition, Suniva, a Chinese-owned Georgia-based company, claims it represents the entire United States solar industry. Suniva does not represent the national solar industry, it doesn't even represent the solar industry in Georgia.

While we do not yet know the outcome of the ITC's investigation, nor the remedies they will recommend to the President, we do know that any actions (tariffs, price floors, etc.) that artificially raise the price of solar modules will have a substantial negative impact on one of Georgia's fastest growing industries, wiping out years of growth in the process. According to the US Solar Energy Industry Association, if Suniva gets the new tariffs and minimum prices on solar cells and panels which it is demanding, the price of this solar equipment will more than double. SEIA also estimates an up to 60% contraction in the overall market by 2021.

Over 260,000 Americans now make their living in the solar industry with 4,000 of these jobs in Georgia. The overwhelming majority of these jobs (78%) are in the installation, sales, and development of solar projects that cannot be outsourced to a foreign country. While Suniva employed 140 people manufacturing high-efficiency solar components at its manufacturing facility in Norcross, Ga it also charged a premium for its specialized products. As the market moved more towards larger and utility-scale solar farms in recent years, demand grew for more of a commodity product that reduces the cost of solar and does not put upward pressure on utility rates. As one our colleagues put it, Suniva was selling a Lexus when the market demanded a Toyota. Accordingly, Suniva lost market share and went bankrupt earlier this year.

We support domestic manufacturing, especially of solar equipment, and are proud of true native companies like Cantsink (solar equipment), and Southwire (wire). However, of the 392 solar-related firms in GA in 2016, only 18 of these were involved in manufacturing. SEIA estimates that there are 38,000 Americans working in solar manufacturing, far more than the few hundreds of Americans working for Suniva or SolarWorld. With only 8% of the \$1.9B in solar revenue coming from in-state solar manufacturing, imposing costly tariffs on a key component of solar development places a \$1B state solar market at grave risk.

So, we ask that you consider "the whole" vibrant GA solar industry and help your colleagues understand that a limited win for Suniva and Solarworld would have far-reaching negative impacts for the whole industry at a critical time of its emergence as a leading economic driver for the State. We also respectfully urge you and your Georgia Congressional Delegation colleagues to write to the U.S. International Trade Commission to express your concern with the negative impacts this trade case will have on the solar industry in Georgia, the jobs, the companies, and the investments.

Sincerest Regards,  
Don Moreland  
Chairman, GA Solar Energy Association