

Mayor Jerry Sanders
Soitec Dedication
Dec. 16, 2011

- Good morning. On behalf of all San Diegans, I am very pleased to welcome Soitec to the region.
- This is an exciting day for San Diego, a culmination – and a validation – of our efforts over the past several years to grow a strong clean technology industry in the region ...
- ... and to create jobs for San Diegans.
- Over the past few decades – through the development of our extremely successful biotech and wireless sectors – San Diego has refined our model for developing industry clusters.
- The key to our success, of course, is the collaboration between all the entities that make innovation-based industries flourish:
 - Universities and Entrepreneurs
 - Trade Groups and Government
 - And Large Corporate Partners and Research Institutions
- Soitec's decision to locate in San Diego is a great example of how effective San Diego's uniquely cooperative approach can be.
- When we learned that Soitec was looking for a site to manufacture its concentrated photovoltaic modules, San Diego's cleantech community truly sprang into action.
- The city, Cleantech San Diego, the Regional EDC, UC San Diego and SDG&E combined our resources to show Soitec that San Diego was as enticing as any other region in the desert Southwest.

- The city dedicated a member of our Economic Growth Services team to helping Soitec with research, site selection, permitting, and government incentives.
- Through the strong relationships in the community of the members of this collaboration, this Sony building was identified as a potential site before it even went on the market.
- Now, this building will once again house an assembly line with hundreds of well-paying skilled manufacturing jobs.
- When this facility opens its doors next year, we hope that Soitec will be able to benefit from hiring tax credits and sales-and-use credits through the California Enterprise Zone program.
- Enterprise Zones are one of the few incentives we're able to offer when we compete for jobs against Southwestern states that dangle huge tax breaks.
- That's why we've been working to extend the Enterprise Zone to this area and fought like crazy earlier this year to keep them from being cut in the state budget.
- Today's dedication is a true economic-development victory with many people to thank.
- I'd like to acknowledge just a few of them who worked on this over the past two years:
 - Julie Meier Wright, Bill Geppert and Lauree Sahba of the EDC
 - Jessie Knight and Jim Avery of SDG&E – your purchase of the power from the desert installation gave us a tremendous advantage

- Jim Waring and Lisa Bicker from Cleantech San Diego. Your efforts to grow our cleantech cluster have been extremely effective. You've worked hard, and it shows.
- Finally, my team – Julie Dubick, David Graham, Russ Gibbon and Lydia Moreno.

- To Andres-Jacques and your team at Soitec, we are so honored and proud to welcome you to the San Diego community.

- I know you'll find that everyone here will continue to work with you to ensure your company's success and prosperity.

- Thank you.