

## J.P. Sullivan Inc.

With the addition of a second system, the company now offsets up to 75 percent of its annual electricity costs, saving more than \$50,000 annually.



### Fast Facts:

Location: Ayer, MA

Owner: Joseph P. Sullivan, Inc.

System Sizes: 99.5 kW; 260kW

Technical Details: Trina Solar panels, Ecolibrium Ecofoot2 mounting, Solectria inverters

### Client Overview

JP Sullivan & Co., Inc. is a family-owned packer and shipper of local apples grown in New England and Eastern New York. The company supplies fresh apples to supermarkets throughout the Eastern United States, Canada and the United Kingdom. The company has served growers and customers since 1925.

### Challenge

As a packer and shipper of apples, the company already benefits significantly from the sun. Although apples are grown seasonally, they are stored and distributed year-round and require refrigeration to stay fresh months after they are picked. JP Sullivan's highest electricity cost is refrigeration.

The company began looking at solar about five years ago, according to Ned O'Neill, vice president at JP Sullivan. "When we first looked at solar, the economics did not make sense," O'Neill said. "However, with today's financial and tax incentives in Massachusetts, a strong business case emerged."

### Solution

Although the company completed an energy audit and installed new energy-efficient lighting, JP Sullivan wanted to further reduce operating expenses. JP Sullivan worked with Solect in 2014 to install a 99.5 kW solar energy system on the roof of its office building to help cut electricity costs.





## Results

“Solect was a strong partner in this; a turnkey operation that laid out all of our options and helped us understand the significant benefits of solar. Now, not only do our apples benefit from the sun, but our business does as well,” says Ned O’Neill, vice president at JP Sullivan.

Pleased with the results of their first solar system, the company decided to increase its investment in solar energy by installing a second system with Solect - a 260-kilowatt (kW) solar array installed on the roofs of its Ayer apple packing and storage facilities. The second system spans multiple roofs, contains 963 panels and will be operational in early July 2015.

To date, the 99.5 kW array has resulted in approximately \$17,000 in electrical savings, outperforming expected production by nearly 8%. In addition to the savings generated by off-setting electricity costs, JP Sullivan is also able to take advantage of state and federal tax and financial incentives, including SRECs (Solar Renewable Energy Certificates), which are financial incentives based on the amount of solar energy their system generates. By the end of 2014, the company had earned more than \$25,000 in SREC revenue.

With the addition of the second larger system JP Sullivan will now offset up to 75 percent of its annual electricity costs, saving the company more than \$50,000 annually.

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- Ned O’Neill, Vice President, JP Sullivan