

Sullivan Case Study:

When Nancy and Jerry Sullivan installed a solar electric system on their Gloucester, MA home in 2010, they knew it would have a positive impact on their life as a result of offsetting approximately 70% of their annual electric usage. They didn't know that having solar would be such a motivator for them to conserve even more electricity. With solar electric systems, the meter spins backwards when the solar system is producing more electricity than is being used in the home. Nancy and her husband check their meter nearly every night to see how much it's gone backwards with a goal to "break" the meter by spinning it back to 0! As of April 2013, the



Sullivans meter read in the double digits at 14kWh!

SolarFlair is typically very conservative when estimating production, but this particular system, with its optimal orientation (170 degrees) and outstanding solar access (99%) produces significantly more electricity than we projected! The system was built using inverters from Solectria Renewables, a Lawrence, MA based manufacturer, which further amplified the overall sustainability of the Sullivan's system. Working with a local company, utilizing components manufactured in Massachusetts wherever

possible was a key consideration for the Sullivan's as they chose to move solar.

This enthusiastic couple will reap the benefit of their solar electric system for many years to come as it is estimated to save them over \$80,000 throughout the life of the system. These savings, coupled with the nearly 5,000lbs of CO₂ the Sullivan's are displacing each year result in "Win-Win" scenario to which the Sullivan's refer to as "such a wonderful miracle." As one of SolarFlair's earliest customers, their continued advocacy for solar energy and support for SolarFlair have helped the industry and our company grow throughout the past few years. For that, our company is endlessly thankful to the Sullivan's and we encourage to keep up the hard work! Nancy works at a local bookstore and often wears a shirt that says "Ask Me About My Solar Panels"- It is nice to see our customers take such pride in their solar systems.

Matt Walsh Case Study:

Matt Walsh recognized the opportunity that the Solarize Arlington program presented early on. He was one of the first contracts in the community during the program and his 5kW system contributed to Arlington's unmatched success in the Solarize Mass 2012 program. The 20 panel system is projected to offset over 85% of his family's electric usage and due to the tier 5 price deduction in the community, it will pay for itself in as little as 3 years!

With limited surface area, a slightly Southwest orientation and a few tall trees with the potential to cause sectional shading on the roof surface, designing the most efficient system was of the utmost importance for the Walsh's. Keeping that in mind, SolarFlair recommended micro-inverters for the Walsh's project in an effort to produce the most electricity possible. Micro-inverters allow each individual panel to function independently from one another meaning that the system performs optimally even when sections of the roof are shaded throughout the day.

The Walsh's will save an estimated \$59,000 over the 25 year life of the system and offset over 2 tons of carbon dioxide each year! The positive impact on both the Walsh's budget and the environment make it a "win-win" for the family and the community.



Matt is happy to contribute to the success of the Solarize Arlington program!