

Helping a seafood company responsibly catch the sun

NORTH COAST SEAFOODS

- Clean, natural source of electricity for 150 employees
- 118 kW solar solution handling up to 20% of peak load
- 200,000 kWh output to date, already delivering more than \$30,000 in savings
- Provides valuable Renewable Energy Credits (RECs)
- Avoids generating 109 tons of CO₂ per year
- Reinforcement of North Coast's commitment to sustainability

North Coast Seafoods, one of New England's largest seafood processors and distributors, is optimizing the bounty of the ocean by drawing on the sun. Through a partnership with Gloria Spire Solar, they have taken an important step toward reducing energy costs and helping the environment. The result? The largest solar energy solution in Boston.

Stemming the rising tide of energy costs

When your business relies on the sea, you naturally look toward the horizon. So when North Coast Seafoods of Boston, MA was contemplating its energy options in 2004, they set their sights on renewable resources.

"As an industry leader, we always look for ways to be innovative," said Norm Stavis, North Coast's President and CEO. "We saw that energy was going to be an issue downstream, particularly because our buildings are refrigerated facilities. So we began exploring alternative forms of energy to see what would be best."

North Coast found its "best" in a solution from Gloria Spire Solar. North Coast looked at many forms of renewable energy before choosing Gloria Spire Solar. The decision was based on a number of factors, most importantly, incentives from the Massachusetts Technology Collaborative, solar's long-term ROI, and Gloria Spire's track record.

Mapping out Boston's largest PV installation

"Gloria Spire was a tremendous partner," continued Stavis. "They were on their game about exactly what was going to happen, how we were going to get the system up and running, and what we needed to accomplish. And they held up their side of the equation perfectly."

Gloria Spire delivered a 118 kW photovoltaic (PV) system across the roof of North Coast's 110,000 square-foot processing and distribution center on Boston's waterfront. 672 self-ballasted PV modules were methodically installed around air vents, AC units and other obstructions, avoiding shadows and maximizing roof space. Completed in two months, North Coast's solar electric installation is the largest in Boston and the second largest in Massachusetts.

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North Coast Seafoods*



"The benefits have been huge. It's generating the kilowatts we expected, it's virtually maintenance-free, and it's performed exactly as advertised."

*Norm Stavis
President and CEO,
North Coast Seafoods*

"The system will pay for itself in five years," said Jim Sweeney, President of Sustainable New Energy, North Coast's consultant on the project, "and it will generate more than \$750,000 in savings over its lifetime."

Added Stavis: "By partnering with Gloria Spire, we were able to realize a significant return on our investment while producing lower-cost electricity and strengthening our commitment to being green."

Navigating a sea of regulatory requirements

As a full-service solar company, Gloria Spire helped North Coast with all aspects of its implementation, from design to installation and commissioning. Additionally, the two companies united their efforts to obtain a government grant covering nearly half the system cost.

"It's one-stop shopping with Gloria Spire," Stavis explained. "They visited our facility to see what could be done, had a structural engineer make sure the roof could hold whatever needed to be installed, provided a turnkey quote and even helped us with the government applications and paperwork."

At the time, solar system installations of North Coast's scale were unprecedented in New England. Therefore, it was imperative that Gloria Spire and North Coast form a close working relationship. Said Stavis:

"When you're laying the groundwork for a renewable project that's never been done before, you face a lot of questions and a good deal of skepticism. You need an extremely knowledgeable, professional partner with you and Gloria Spire was that—very much so."

Sailing toward energy independence

North Coast views its solar system as a good investment and an important first step toward protecting the environment. In fact, the company is currently exploring renewable energy options for its New Bedford facilities.

"We are willing to do whatever we can to reduce our energy dependency and support the things that will lead us to solving the country's energy problem," concluded Stavis. "No single form of renewable energy will do it, but small steps are going to move us forward. And we're proud and willing to take those steps."

Seize the Day with Gloria Spire.

Gloria Spire is a full-service solar energy firm specializing in systems for commercial, municipal, and utility applications. To find out more, contact us today.



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