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Solar-energy integrator forms partnership to equip N.J. homes

By João-Pierre Ruth

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Mercury Solar Systems Inc., in Port Chester, N.Y., said Friday it partnered with SunRun Inc. to provide “affordable” solar-power systems for residences across New Jersey. The agreement marks SunRun's first foray into the Garden State.

Mercury is an integrator of solar-energy systems, and has New Jersey offices in Tinton Falls and Mays Landing. SunRun, based in San Francisco, buys and leases solar-power systems to the residential market.

Frank Alfano, chief executive of Mercury, said many of the systems available for lease can provide up to 80 percent of a home's energy needs.

“The homeowner will save 30 percent on their annual electric utility bill,” he said. Solar panel systems that provide 100 percent of a house’s needs are available, he said, but at higher cost.

If the home is sold, the solar system can be transferred to the new owner, who would continue payments, or the existing owner could choose to buy out the balance owed on the system, which Alfano said may range from \$3,000 to \$6,000. “This opens solar to a whole segment of the market that has been able to go green,” he said.

Per the agreement, Mercury will install SunRun’s systems for as low as \$500 for homeowners in New Jersey. Users of the SunRun solar-panel systems will also pay a fixed fee starting at \$50 per month.

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