

## NEWS RELEASE

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### FIRST “SOLAR-POWERED” GOODWILL STORE IN PA. OPENING JAN. 25 IN ROBINSON RETAIL HUB

PITTSBURGH, January 17, 2012 – The first solar-powered Goodwill store in Pennsylvania and one of the very few in the U.S. will open in Robinson Township on Wednesday, January 25. It is the 30<sup>th</sup> store operated in the region by Goodwill of Southwestern Pennsylvania, completing the agency’s expansion program that added six new stores to its retail network over the past two years.

The store is located in Robinson’s busy shopping district at 3 Urbano Way, across from Costco and next to GFS Marketplace. A grand opening ribbon-cutting ceremony is scheduled for 9 a.m.

“This store not only represents the culmination of our expansion effort but also the fulfillment of our vision to create a truly exceptional retail environment for customers,” said Goodwill President/CEO Michael J. Smith. “It’s a complete prototype store and, for us, it has it all – a super-green shopping atmosphere that our treasure-hunting customers are sure enjoy, a great location right in the heart of a premier retail center, and a leading-edge, cost-saving, solar-energy system that embodies Goodwill’s long-standing commitment to environmental responsibility.”

The Robinson store features Goodwill’s attractive new “store of the future look” both outside and inside, along with design upgrades that have been integrated into all of the new and remodeled Goodwill stores throughout the region.

“We are especially excited that this facility has the distinction of being the first solar-powered Goodwill store in the state of Pennsylvania,” Mr. Smith said.

The photovoltaic system, which is already fully operational, is installed on the store’s roof. It is comprised of 216 modules that capture energy from the sun to supply nearly half of the store’s electric power needs, significantly reducing Goodwill’s utility costs.

The solar system was designed and installed by Scalo Solar Solutions, LLC, a Pittsburgh-based solar developer founded in 2010. It estimates that the system will reduce carbon dioxide

gas emissions by more than 1.7 million pounds during its lifespan, equivalent to the greenhouse gas emissions created by 100 homes, 157 cars, 89,000 gallons of gasoline, or 1,858 barrels of oil

“We are proud to partner with Goodwill to help them extend their ongoing Goodwill Renews! Campaign initiative to this new store by using solar power,” said Jack Scalo, CEO/President of Scalo Solar Solutions and Burns & Scalo Roofing. “It will have a positive impact both for our environment and for Goodwill’s bottom-line.”

The 15,000-square-foot Robinson facility was built in just four months by Burns & Scalo Real Estate Services, Inc., which also built the Goodwill Workforce Development Center in Lawrenceville.

“Our relationship with Goodwill has grown steadily since our firm was selected in 2009 to acquire their former headquarters building and oversee development of their new Lawrenceville facility,” said James D. Scalo, President of Burns & Scalo Real Estate Services. “We are proud to be associated with Goodwill and look forward to continuing to help support their important community mission.”

Mr. Smith said, “Goodwill highly values its excellent partnership with the Burns & Scalo organization. They are truly committed to Goodwill, and they have worked very closely with us, the architects and others to ensure that our facilities meet our goals for energy efficiency and sustainability.”

During the grand opening ceremony, Mike Embrescia, Director of Class-G, will present a plaque to Goodwill identifying the Robinson store as a Class-G<sup>®</sup> facility, the same certification earned by the agency’s Workforce Development Center in Lawrenceville. Class-G<sup>®</sup> is a third-party, online certification program that recognizes commercial real estate owners and tenants for their green and sustainable practices. Goodwill is currently working on attaining the Class-G<sup>®</sup> designation for all of its stores and other facilities.

“Being Class-G<sup>®</sup> is yet another demonstration of Goodwill’s leadership in sustainability,” said Mike Embrescia, Director of Class-G.org. “Their commitment extends beyond their facilities, and is demonstrated daily in the communities they serve. The Class-G<sup>®</sup> program enables Goodwill to measure and communicate its commitment to sustainability, benchmark where it is today relative to its facility operations, and increase and improve its sustainable management practices every year.”

According to the Pittsburgh architectural firm Strada, LLC., which designed Goodwill’s “new store look” and the Workforce Development Center in Lawrenceville, some of the critical energy and sustainability factors for Class-G<sup>®</sup> certification include proximity to public transportation, optimized energy performance, renewable energy, storage and collection of

recyclables, construction waste management, use of regional materials, use of low-emitting materials, and being fully accessible.

Martin Perry and Rick Dimidjian with Aegis Realty Partners are advising Goodwill on its retail expansion program and represented Goodwill in the lease arrangement for the Robinson store.

The public is invited to the 9 a.m. ribbon-cutting on Wednesday, which will feature a performance by the Montour High School drum line and a visit from several members of the Pittsburgh Power Arena Football League team.

To commemorate the opening of the 30<sup>th</sup> store throughout its retail system, shoppers who spend \$30 in one transaction at any Goodwill SWPA store from January 25 through 28 will receive a free Goodwill reusable shopping bag.

Normal operating hours for the Robinson store and donation drop-off center will be 9 a.m. to 9 p.m., Monday through Saturday, and 11 a.m. to 5 p.m. Sunday.

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#### **ABOUT GOODWILL**

Goodwill of Southwestern Pennsylvania is a human service agency and network of thrift stores and other not-for-profit businesses whose mission is to help people overcome barriers to employment and enjoy the dignity and benefits of work and improved quality of life. It provides a broad array of employment-related education and workforce-development programs and services for people with physical and mental disabilities and other special needs. Under a franchise-like agreement with Goodwill Industries International, Goodwill SWPA serves eight counties in southwestern Pennsylvania and nine counties in north central West Virginia. With nearly 1,000 employees and annual revenues of more than \$47 million, the agency ranks as one of the largest Goodwill organizations in the U.S.

#### **ABOUT BURNS & SCALO REAL ESTATE SERVICES, INC.**

BSRES is a fully-integrated real estate services and development company which currently owns, manages, and provides third-party real estate services to more than 3 million square feet of commercial real estate assets. The company is part of a family of Burns & Scalo companies which started in 1956, and has a long history of successful development projects. Services provided by BSRES in the development process include: Owner's Development, Brokerage, Marketing & Design, Equity Services, Facility Management and Financial Management. BSRES is committed to building and operating sustainably, and recently launched Class-G, a low-cost program that allows for others to easily measure, reward and grow their commitment to sustainability within their own built environment.

#### **ABOUT SCALO SOLAR SOLUTIONS, LLC**

Scalo Solar Solutions is a solar developer headquartered in Pittsburgh, Pennsylvania. The company is committed to helping businesses and institutions take ownership of their energy future. Scalo Solar utilizes solar technology and other sustainable building solutions to create opportunities that make sense for the environment and the bottom line.