



## **Solar Innovations, Inc.**

**A Heart of Innovation and  
A Soul of Sustainability**



Corporate Office and  
Manufacturing Facility

[www.solarinnovations.com](http://www.solarinnovations.com)



# Solar's Mission...

... is to design, develop, and manufacture the best environmentally specific conservatories, greenhouses, skylights, and sunrooms in the world.

Solar Innovations, Inc. aggressively pursues this mission by educating our potential customers about the limitless options and capabilities of our glazed products.

We analyze our customers' expectations and combine their ideas with our technology to create the ideal environment. Through architectural innovations, our ultimate goal is to create long-lasting products which are the perfect blend of design and purpose.

Solar Innovations, Inc.'s products become an integral part of the surroundings, often becoming the focal point forevermore.



# Solar's Core Values...

## **Live and Work Green**

by supporting environmental sustainability and developing "green" products.

## **Bring Our "A" Game**

as we expect team members to give their best in attitude, respect, and work quality every day.

## **"Can Do" Customer Service**

by partnering with customers to drive success.

## **Create the Wave**

to set the industry pace in product development and innovation.

## **Work and Live with the Same Passion**

Build a diverse team with ethical players and leaders who maintain a healthy balance between personal and professional lives. The sum is greater than its parts.

## **Work Smarter, Not Harder**

by keeping it simple with planning and execution of daily tasks.

## **Focus on the Bottom Line**

by generating and utilizing economic resources to minimize risks and increase rewards.

## **Add Value in All We Do**

All resources are precious and must be utilized to the highest efficiency. Maximize our ROI.



# Living & Working Green

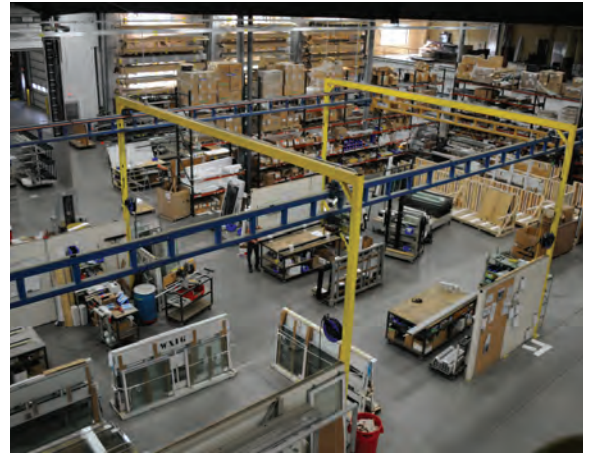
by supporting environmental sustainability and  
developing “Green” products.



# Living & Working Green

## LEED **Gold** Certified Facility

LEED stands for Leadership in Energy and Environmental Design and is used as a rating system for the design, construction, and operation of high performance “green” buildings. This internationally recognized certification system provides third-party verification for design and construction using strategies intended to improve performance in areas such as energy savings, sustainability, materials, company and occupant energy efficiency, sustainable choices, waste stream, and much more. It highlights chemical usage, recycling, composting, material usage, emissions data, and many more green avenues. Points are awarded in these various areas and LEED certification levels of Certified, Silver, Gold, and Platinum can be achieved.



### LEED Certification Levels

- **Platinum**
- **Gold**
- **Silver**
- **Certified**

On February 23, 2011, Solar was granted official LEED Gold Certification by the USGBC for our new, state-of-the-art facility in the Pine Grove Industrial Park. After months of hard work and dedication, the Solar LEED team was granted 62 points towards the LEED Certification allowing us to receive the **GOLD** status. In the future, Solar intends to continue to expand our environmentally-conscious endeavors. The company will strive for LEED **Platinum** Certification in Maintenance and Operations, as well as Cradle to Grave certification. Cradle to Grave Certification provides a company with a means to tangibly and credibly measure achievement in environmentally-intelligent design, and also helps customers purchase and specify products that are pursuing a broader definition of quality.



# The Road to Platinum

Solar Innovations, Inc.'s team is proud to have achieved a LEED **Gold** rating at its facility, and is striving for LEED **Platinum** Certification under Operations & Maintenance.



## Sustainable Purchasing

### Credit 5

Implemented a food purchasing policy that will coincide with LEED credit.

Incorporated used and refurbished furniture.  
Finish 2nd floor showroom featuring green selections.

## Energy and Atmosphere

### Credit 1 and Credit 4

Phase 1 and 2 of the installation of solar panels on our roof have been completed.  
Phases 3 and 4 will be completed by May 2014.

## Sustainable Site, Development, and Restoration

### Credit 5

Solar plans to restore and protect the habitat of the local natural wildlife: birds, bats, bees, butterflies, and trout.

### Credit 6 and Credit 7.2

Solar plans to design and install a parking lot canopy which integrates solar panels and an electric car recharging station.

## Water Efficiency

### Credit 2

Solar has completed the installation of water efficient fixtures.

### Credit 3

Plans to install partial green roof will assist in water efficient landscaping.



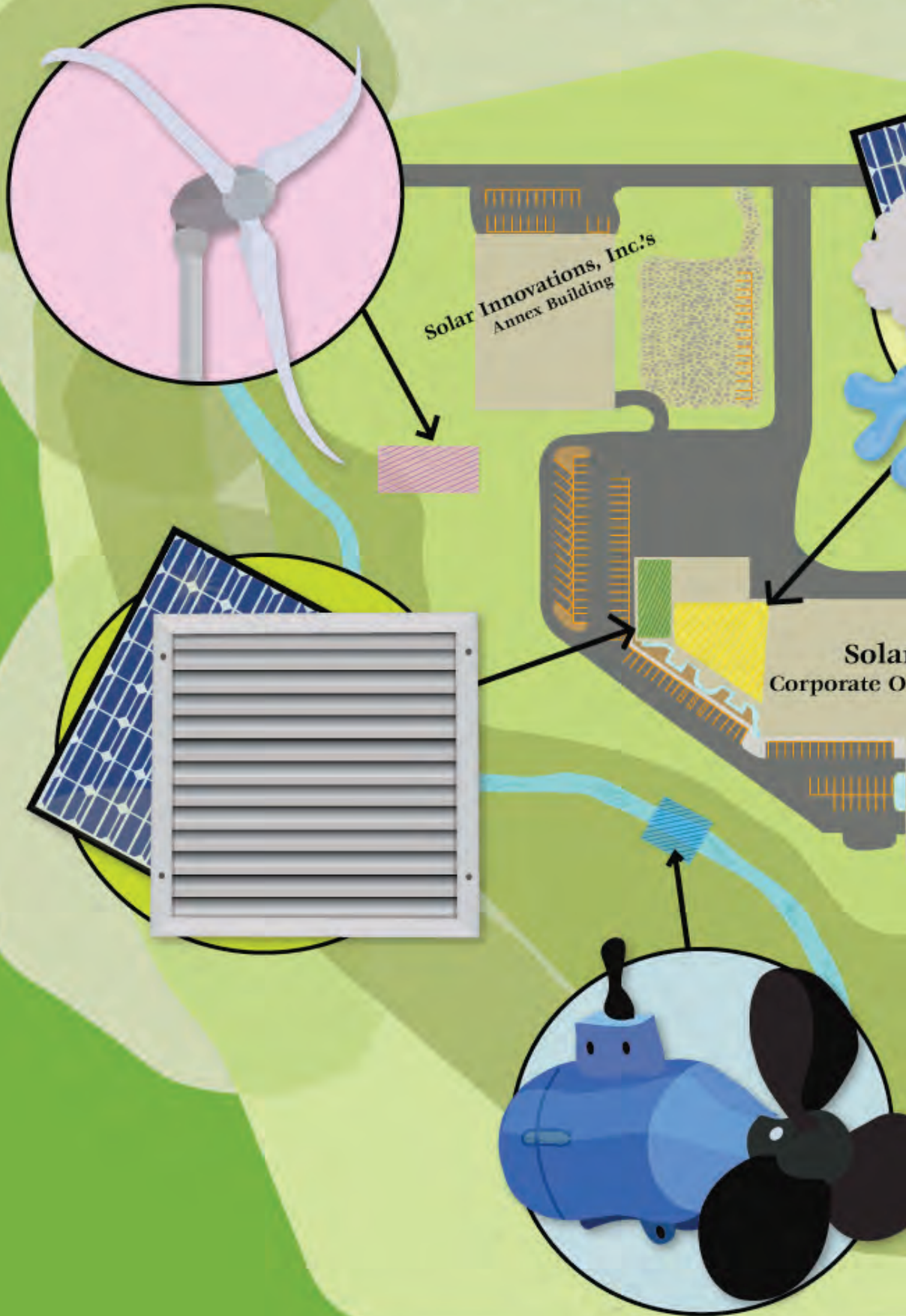
## Eco-Friendly Facility Design

- ☙ Preferred parking for energy efficient and high occupancy vehicles
- ☙ Refurbished and used furniture and equipment/machinery throughout the shop and office
- ☙ Roof 50% covered with PV Panels making Solar 66% off the grid
- ☙ Low VOC Paint used throughout the facility
- ☙ CFL light bulbs & automatic off switches with motion sensors
- ☙ Orientation ideal for the natural lighting & natural heat gain
- ☙ Complete recycling program | 97.9% landfill free
- ☙ Bio-retention basin to filter and treat storm water runoff. (Bio-retention basins reduce pollutants and erosion, increase biodiversity, and provide aesthetic values.)
- ☙ Natural daylighting throughout the facility achieved by implementing Solar's glazing products, a solar chimney, and through Lumira® aerogel products.



# Living and Working Green

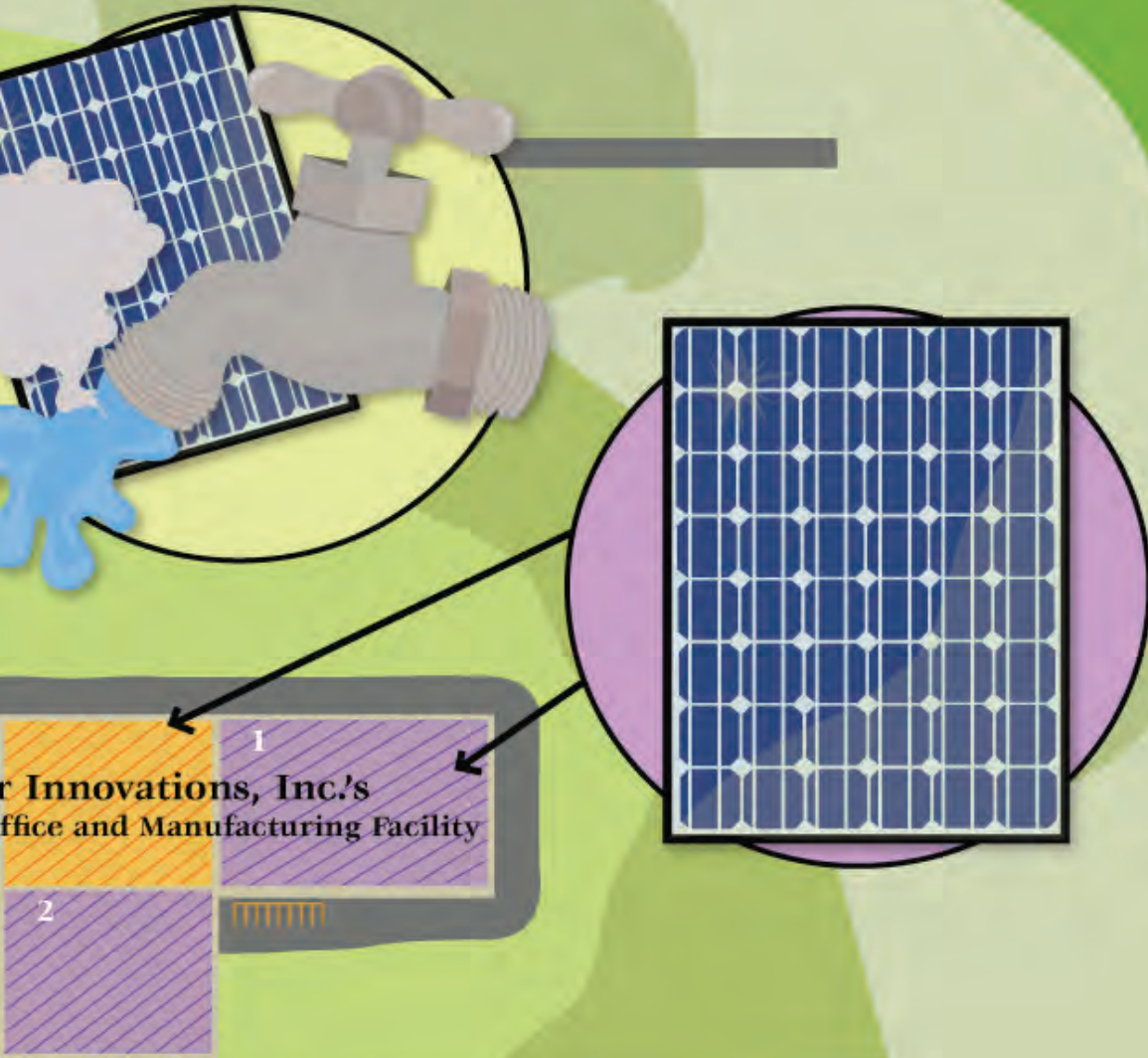
## Solar Innovations, Inc.'s Alternative Energy Solutions











# Corporate Headquarters Solutions

# Living and Working Green



-  Solar PV - Zone 1: 38% of Facility's Electric Generated  
Zone 2: 35% of Facility's Electric Generated
-  Solar PV Phase 3 - 30% Facility's Electric will be Generated (Future location)
-  Solar Hot Water, Heating Forced Air Conduction
-  Wind Turbine (Future location)
-  Solar Hot Water
-  Hydro Electric (Future location)





## PV Panel Array

The Solar team completed Phase II of the facility's solar array project in December 2011. The second phase consisted of approximately 1100 additional solar panels housed on 80 Solar Innovations, Inc. manufactured racks. Phase III and IV are scheduled to be completed by 2015. Solar Innovations, Inc. also utilizes a hydronic heating system in the orchid greenhouse.





# Above and Beyond

Beyond LEED requirements, Solar Innovations, Inc. has made environmentally conscious building choices like the use of low VOC paint, carpet tiles for easy replacement, and ceramic tiles to make our new facility aesthetically pleasing. The incorporation of our own structures, a transom window pattern around the entire building, and over 10,000 square feet of glass ensure the facility receives adequate natural light. Motion censored lights in the shop and office help to control energy use. Exposed beam ceilings were selected for the building as they will allow for easy repairs to the lighting systems and wiring without requiring ceiling repair. Low flow porcelain fixtures, as well as recycled content paper products, foam soap, and green cleaning products are being used in our facility. Plans have been drawn to create a "Zero Energy" greenhouse for community education.. The building's landscape and grounds are cared for organically and include a compost pile to ensure the gardens flourish. Please follow us on our blog for the most up-to-date information on what we are up to next.



Living and Working Green





# Bring Our "A" Game

As we expect team members to give their best in attitude, respect, and work quality every day.

# Bring Our “A” Game

## Executive Management



**Greg Header**

President

Head of Daily Operations



**Stacey Header**

VP of Finance

Head of Accounting,  
Human Resources, &  
Administration



**Darren Coder**

VP of Install

Head of Installation

## An Award Winning Team

2013 Crystal Achievement Award winner in the Most Innovative Plant category.

2013 Governor's ImpAct Award - Greg Header Entrepreneur Impact Award for the NEPA Prep Region

2013 No. 3974 on *Inc. Magazine's* Inc. 500|5000

2013 No.17 on Greater Lehigh Valley's 2013 Fastest Growing Companies.

2013 No. 30 Reading Chamber of Commerce's Top 50 Businesses

2013 *Window and Door's* Top 100 Manufacturers List

2013 1 of 100 Blue Ribbon Award Recipients from the U.S. Chamber of Commerce

Multiple National Sunroom Association Design Awards





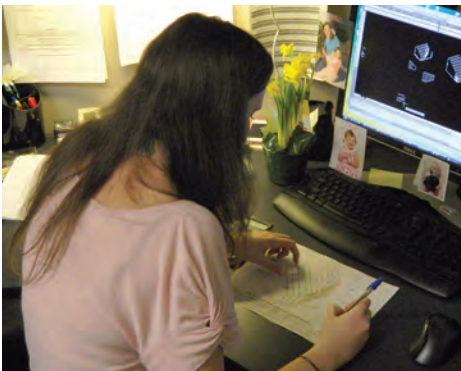
# “Can Do” Customer Service

By partnering with customers to drive success.



# “Can Do” Customer Service

## Customers Drive Success



**Education** - Before the Product is Purchased

**Assistance** - During the Sales Process & Installation

**Service** - After the Customer's Purchase

Common questions can be answered by calling a knowledgeable Solar Innovations, Inc. representative or visiting our facility and taking a tour. Almost every product offered by Solar is located on the premise; our team members live and breathe the products we provide. For example, our doors are subjected to real world everyday use, feedback is given on cleaning the sills for our windows. Our tropical greenhouses produce fruit that is distributed company wide. Our greenhouse specialist tests out the gravel benches in our orchid greenhouse. Employees enjoy lunch in our conservatory. Polycarbonate storage rooms are located throughout the facility.

When you come to visit the facility, bring along your designer, architect, contractor, or your mother. We welcome you and your entire team. While visiting, you will be able to meet with your sales rep, estimator, project manager, and even the president of the company. We have found that this personal connection improves communication, respect, and job flow.

### **Single Source Provider of Commercial and Residential Custom Manufactured Glazed Products:**

Folding Glass Walls

Stacking Glass Walls

Sliding Glass Doors

Clear Glass Walls

French & Terrace Doors

Pivot Doors

Dutch Doors

Window Systems

Stairway Covers

Glass Railings

Systems Integrating PV Panels

Patent Pending Products

Conservatories

Greenhouses

Sunrooms

Pool & Spa Enclosures

Fixed Skylights

Operable Skylights

Retractable Roofs

Canopies

Walkways

Alternative Energy Systems

Universal® Clamps

IRT Reels



# Create the Wave

Set the industry pace in product development and innovation.

# Create the Wave

## Product Development

Customers requested.

Solar listened.

**“We want larger doors.”**

*New operable door & wall systems have been created that can accommodate panels up to 5' W x 15' H ✓*

**“We need impact rated doors.”**

*To meet our testing requests, Solar built an in-house test lab and now do our own testing ✓*

**”We need stainless steel hinges that will not corrode.”**

*Stainless steel hinges are standard every door we manufacture ✓*

**“We want a center pivot doors.”**

*Pivot doors can be purchased through Solar at virtually any size, in any finish, and any configuration ✓*

**“We need more hardware options.”**

*Custom hardware is continuously reviewed & fine tuned ✓*

**“We want less bars and framing on your windows.”**

*Several newly developed window systems are now available with thinner site lines ✓*







# Work & Live with the Same Passion

Build a diverse team with ethical players and leaders who maintain a healthy balance between personal and professional lives. The sum is greater than its parts.

# Work & Live with the Same Passion

## Directions to Solar Innovations, Inc.

### From the South:

Take 501 North/Bethel Road. Make a left onto Mexico Road, proceed about .5 miles. Make slight right onto Brookside Road/PA645 North, proceed .2 miles. Turn left onto Roberts Road. Solar Innovations® is on left.

### From the North:

Take 81 South to exit 100/PA443 towards Pine Grove. Turn left at PA443/Suedburg Road, proceed 2.2 miles. Turn Right onto Brookside Road/PA645 South, proceed .3 miles. Turn right onto Roberts Road. Solar Innovations® is on left.

### From the East:

Take I-78 West to exit 10/PA645. Make slight right onto PA645 North/Camp Swatara Road, continue on PA645 North for approximately 7 miles. Turn left onto Roberts Road. Solar Innovations® is on left.

### From the West:

Take 81 North to exit 100/PA443 toward Pine Grove. Turn right at PA443/Suedburg Road, proceed 2.2 miles. Turn right onto Brookside Road/PA645 South, proceed .3 miles. Turn right onto Roberts Road. Solar Innovations® is on left.

## Local Attractions



The **Pine Grove Movie Theater** is a fun and inexpensive feature that this area has to offer. Two or three different feature films are shown each week. This old fashioned movie theater has \$6 movies on Wednesdays.



Pine Grove's **Sweet Arrow Lake Walking Path** is a great place to enjoy a leisurely walk or picnic. The park features a creek, waterfall, walking trail, bridge, and boardwalk. Bring a picnic to enjoy!



**Twin Grove Resort and Campground** offers a variety of activities. At Twin Grove there is an amusement park, amphitheater with live music, swimming, camping, golf, paintball, an arcade, and more.

# Work & Live with the Same Passion

## Growing Together



Fire Extinguisher training is provided to Solar employees to improve preparedness and safety in the work place.



Team members receive CPR and OSHA training to learn proper procedures and how to respond to emergencies.



During National Recycling Week, employees learn the benefits of recycling in the office and at home.



Solar's annual company picnic is held each summer; team members and their families gather to enjoy food, games, and each others' company.



Solar Innovations, Inc.'s team members attempt to put their Philanthropic foot forward as often as possible.

Blood drives are held semiannually, families are adopted around the holidays, and collections are often taken or fundraising events take place throughout the year for local charities and organizations.



# Work & Live with the Same Passion

## Green and Healthy Life Styles



At Solar Innovations, Inc. we don't just work green, we live green.

Our facility is 97.9% landfill free and we hope to be a zero energy facility by 2015.

Keeping with the green lifestyle we encourage team members to bring these practices home with them. Solar allows recyclables to be brought into work for disposal and educates our team members on sustainable practices.

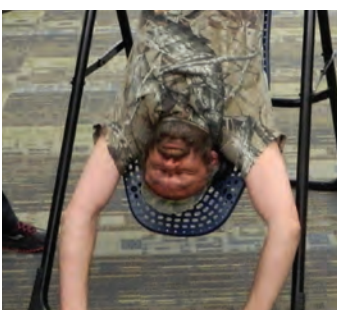


It is important to Solar that our employees "have a life" outside of work, have fun at work, and grow as a person from the experiences they gain during their time with the company.

In an attempt to foster an enjoyable working environment and build team unity, Solar sponsors many events throughout the year, such as our annual company picnic, blood drives, employee appreciation days, an annual holiday party, and monthly team meetings.

In addition to regularly scheduled events, Solar Innovations, Inc. has recently launched a health initiative with the help of our healthy living consultant to enhance our team's physical and mental wellness.

Here at Solar Innovations, Inc., we believe that hard working and dedicated employees are fostered by an enjoyable working experience.



# Work & Live with the Same Passion

## Our Hometown

Key	Business	Address	Phone	Travel
<b>Casual Fare</b>				
A	Yopo Chinese Restaurant	33 Tremont Road	(570) 345-8666	5 min.
B	McDonald's	427 Suedberg Road	(570) 345-6400	5 min.
C	Burger King	10 Molleystown Road	(570) 345-4739	16 min.
D	Arby's	408 Suedberg Road	(570) 345-2729	5 min.
E	Dominick's Pizzeria	117 E Pottsville Street	(570) 345-4930	4 min.
F	Do's Pizza	122 South Tulpehocken Street	(570) 345-4041	3 min.
G	Johnz Kitchen & Katering	72 South Tulpehocken Street	(570) 345-3522	3 min.
H	Original Italian Pizza	64 South Tulpehocken Street	(570) 345-5432	3 min.

## Restaurants

I	Sholl Family Restaurant	83 Pleasant Valley Road	(570) 345-8715	5 min.
J	Subway/DQ/Auntie Anne's	490 Suedberg Road	(570) 345-8800	7 min.
K	Red Lion Cafe	697 Deturksville Road	(570) 345-8074	12 min.
L	Buddy's Log Cabin	97 Tremont Road	(570) 345-8253	6 min.
M	Twin Grove Park	1445 Suedberg Road	(570) 865-4602	16 min.
N	O'Neals Pub	112 South Tulpehocken Street	(570) 345-4316	3 min.
O	Kauffman's Chicken	33 Gravel Pit Road (Bethel)	(717) 933-8102	22 min.

## Accomodations with corporate rates for Solar Innovations, Inc.'s guest

P	Comfort Inn	200 Swatara Drive	(570) 345-8031	6 min.
Q	Hampton Inn	481 Suedberg Road	(570) 345-4505	6 min.



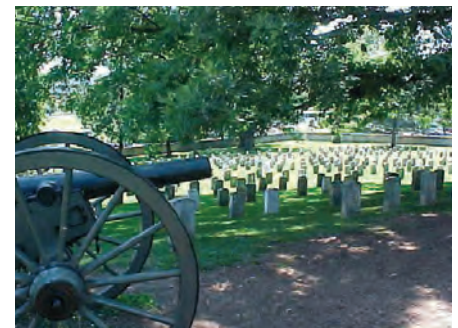


# Work & Live with the Same Passion

## Regional Attractions



**Hershey Park** features over 60 rides, Chocolate World, Zoo America, live entertainment, and fun for the whole family. Ticketing information and operating hours can be found on the amusement park's website at [www.hersheypark.com](http://www.hersheypark.com) or you may call 717-534-3900.



**Lancaster** offers covered bridges, the Rockvale Outlets, Park City Mall, the Tanger Outlets, the Central Market, and more.

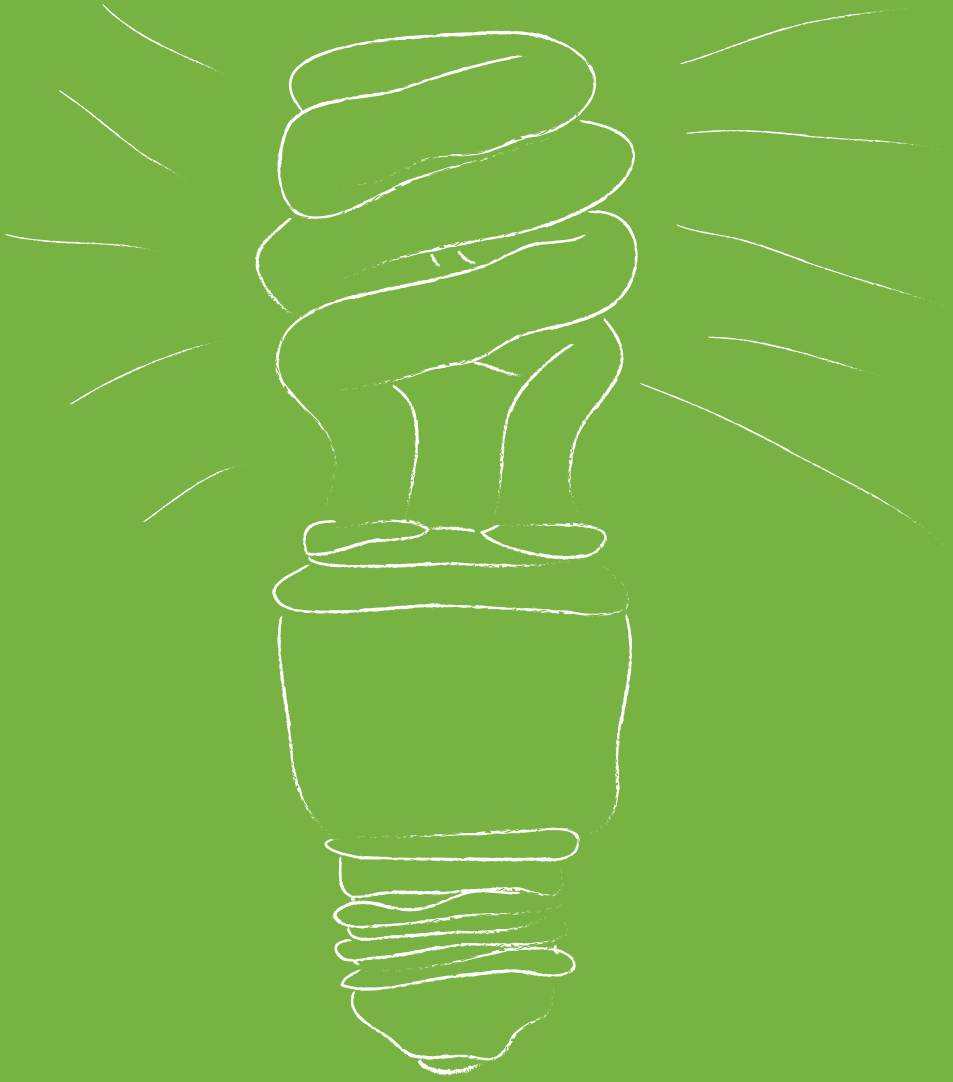
Our state's Capitol, **Harrisburg** is the city to visit for historical tours, boating on the Susquehanna River, outlet shopping, and night clubs.

The site of one of the most famous Civil War battles, **Gettysburg** offers battle ground tours, museums, re-enactments, and much

Destination	Distance	Travel
Hershey Park	23 miles	43 min.
Harrisburg	38 miles	45 min.
Knoebel's Grove	41 miles	1 hour
Lancaster	44 miles	1 hour 15 min.
Gettysburg	78 miles	1 hour 26 min.
Philadelphia	105 miles	2 hours
Baltimore	115 miles	2 hours 5 min.
New York City	145 miles	2 hours 45 min.







# Work Smarter Not Harder

By keeping it simple with planning and the execution of daily tasks.

# Work Smarter Not Harder

## The Planning Process

### **Think About What You Want**

Whether you're planning a complex conservatory or adding a small greenhouse, you have to ask "What is this structure's purpose?" Will it be a living space or a growing space? What basic design are you considering (i.e. lean-to, double pitch, curved or straight eave, etc.)?

### **Call Us Before Decisions are Finalized**

Bring your dreams and ideas to life. Call and speak with one of our estimators who will discuss the design and purpose of your project, and explain finishes, glazing, and accessories.

### **Estimating/Design**

Our sales estimating team will work with you to turn your ideas into concept drawings. Customers may have as much or as little input into this process as they choose. Our goal is to match your needs with your desired investment and provide you with the best value for your dollar.

### **Purchase/Drawings**

After you submit your signed proposal along with a deposit, a set of fully engineered, AutoCad drawings will be sent to you for evaluation and approval.

### **Manufacturing Your Project**

After receiving final approval from you or your representative, Solar's craftsmen fabricate and pre-assemble your product in our facility to minimize adjustments and time in the field.

### **A Safe Arrival**

Our dedicated shipping staff will carefully label and package the components of your structure for delivery. Most of our structures are delivered by private carrier or on our own trucks, which minimizes damage and lost parts.

### **Becoming Part of Your Home**

When it comes time to install your structure, there are three options:

An authorized Solar Innovations® installer or dealer in your area.

Solar Innovations® installation teams will complete the job for an installation fee.

You can arrange for your own installation or install it yourself.

### **Warranty and Commitment**

The result is a product superior in design and purpose with a written Warranty and our commitment to provide service and support long after the project is complete.

# Solar's History

## 15 Years of Innovation

Solar Innovations, Inc. can trace its history back to the early 1950's, when Everlite Greenhouses was founded. Everlite was purchased in the 1980's for its dealer network by an existing sunroom manufacturer in Maryland.

The manufacturer took over the Everlite name and began to distribute replacement parts for the original company, but limited its manufacturing to a new sunroom product, and the development of a Mahogany interior/aluminum exterior conservatory. Everlite continued to produce sunrooms through the 1980's and eventually sold its equipment and designs to several entities which began manufacturing sunrooms.

One of these entities moved its operations to York, PA, and proceeded to manufacture wood and aluminum products. Greg Header was hired by the company as a consultant in 1997. The company underwent a re-organization and on April 15, 1998, Solar Innovations, Inc. was formed. At that time Greg Header became the President and Darren Coder was named Vice President.

Solar Innovations, Inc. has succeeded by listening to its customers and delivering a complete line of high performance structures and accessories including doors, windows, ridge vents, and more. Solar Innovations, Inc. resides on a 300,000 sq. ft., three building campus located in Pine Grove, PA, and employs over 140+ team members.



**1998**

Hellam, PA - 10,000 sq. ft. facility  
12 employees



**2000**

Myerstown, PA - 2,300 sq. ft. Office  
45,000 sq. ft. Factory



**2004**

First Folding Glass Walls are produced.





**2007**

Innovative Reel Technologies a custom fishing reel line is launched.  
[www.irtreels.com](http://www.irtreels.com)



**2009**

Solar moves to current Corporate Office and Manufacturing Facility  
224,000 sq. ft. - 100+ team members



**2011**

March 2012  
Solar's greenhouse grows its first bunch of bananas



**2011**

February 23rd  
Solar Innovations, Inc. is awarded LEED Gold Certification



**2012**

Solar Innovations, Inc. featured on DIY Network's hit series "Million Dollar Contractor"



**2012**

Solar Innovations, Inc. named to Inc. Magazine's "Inc. 500|5000" list of fastest growing companies.



**2013**

Greg Header, owner and president of Solar Innovations, Inc., wins Entrepreneur Impact Award



**2013**

Solar Innovations, Inc. awarded "Most Innovative Plant" by Window and Door magazine



# Focus on the Bottom Line

By generating and utilizing economic resources to minimize risks and increase rewards.

# Focus on the Bottom Line

## Vertical Integration

Solar tries to produce as many components as possible, within our manufacturing facility; to provide greater control over lead times. For example, if a customer's deadline requires a door two weeks earlier, we do not need to wait for hardware. The same principles can be applied to testing. If a Florida Impact test requires changes to our product, we are able to source the parts or create new ones within a short period of time and find a solution.

By producing as much as possible in-house, instead of purchasing parts from outside vendors at a marked up price, Solar Innovations, Inc. is able to better control our prices. Superior technical support can also be offered on our products because it is provided directly from the individual that created or assembled them. If you have a question, we can provide the answer.



### Examples:

As customers began to request taller and heavier doors, the hardware that was being used could not withstand the increased strain. Solar Innovations, Inc. now manufactures our own sills, hinges, wire pulls, recessed pulls, two point locks, and thumb turns.

Solar, Innovations, Inc. offers custom powder coat and liquid paint finishes, which are applied in-house. Standard finish options are stocked, but custom finishes can also be achieved.

Many of Solar's projects have unique configurations, often requiring custom bending. Over time the demand for custom bending has increased, so Solar Innovations, Inc. has began bending in-house to reduce cost and lead times, and increase quality assurance.

A group of in-house engineers call the Solar Innovations, Inc.'s team home. These engineers help Solar to design and build new systems in house. Because our engineers are on site, they are able to assist in research, development, and fabrication and meet with customers during visits.





# Add Value to All We Do

All resources are precious and must be utilized to the highest efficiency. Maximize our Return on Investment.

# Add Value to All We Do

## Why Solar is The Best At What We Do

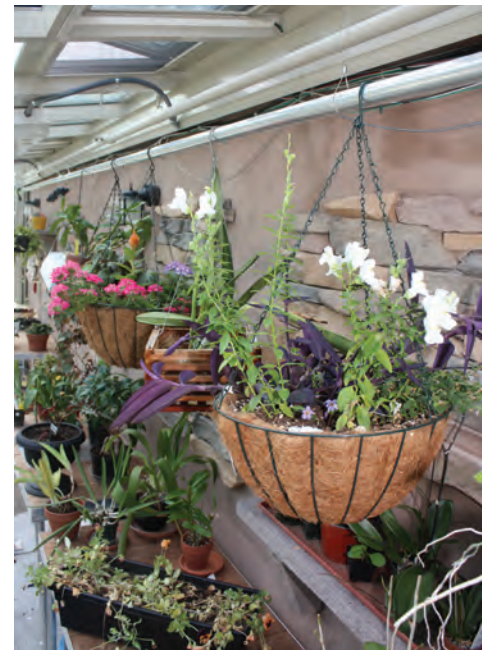
### People

When doing business with Solar Innovations, Inc. you are working with one of the most advanced and integrated design and engineering teams in the United States. We are focused on creating the perfect product for our customers – no matter what it takes. The entire team is housed within our Corporate Headquarters and Manufacturing Facility in Pine Grove, Pennsylvania, to ensure that collaboration between the departments is seamless.



### Products

All Solar Innovations, Inc. products are manufactured in our 225,000 square foot manufacturing facility located in Pine Grove, Pennsylvania, USA. Solar Innovations, Inc. can provide glazed fenestration products that will seamlessly blend with each other and existing construction. Solar Innovations, Inc. offers a vast line of tested products that meet various certifications, including: NFRC, Florida Impact, Miami Dade, TDI, and Energy Star. Our “never-say-no” attitude makes the Solar team the perfect choice for unique and challenging designs. With collaboration from customers and our years of experience, Solar can transform your ideas into the project of your dreams.



### Purpose

Solar Innovations, Inc. is dedicated to developing and sustaining environmentally-friendly manufacturing processes and encouraging “**Green**” practices among its employees and vendors. Solar analyzes our customers’ expectations and combines their ideas with our technology to create the ideal environment. Solar’s facility is LEED **Gold** certified, we are striving for LEED **Platinum** certification, be “off the grid,” and a zero landfill company by 2015.





[www.solarinnovations.com](http://www.solarinnovations.com)



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