



# Biography



## James D. Scalo

### *President*

James D. Scalo graduated from Indiana University of Pennsylvania with a Bachelor of Science Degree from the School of Business Administration as well as Carnegie Mellon University Entrepreneur Program. Through his college years and upon graduation he worked for his father's contracting firm, Burns & Scalo, which was founded in 1956. Jim quickly took charge of the company-owned real estate portfolio, which included apartment buildings, commercial offices, warehouses and land. He restructured the holdings by selling, buying and building new facilities.

His "hands on" approach has carried the company through the 80's, 90's and into the 21<sup>st</sup> century to be one of the regions most dynamic and active players in the commercial real estate market.

Jim has been a recipient of many awards. The merit for winning these prestigious awards is his continual commitment to the industry through his delivery of quality projects as well as the integrity, character and ethics that are represented. Awards include:

- In 1994, Jim was awarded the National Chapter "President of the Year Award" for his outstanding leadership of the Western Pennsylvania Chapter of the National Association of Industrial and Office Properties.
- In 1996, Jim was awarded and honored by the Society of Industrial & Office Realtor's as "Outstanding Member of the Year."
- In 1999, his firm was a standout at the awards banquet hosted by the Western PA Chapter of the National Association of Industrial and Office Properties. The firm was chosen as "Developer of the Year" for 1998 and also recognized for "Project of the Year" for the construction of the Stealth Technology Center.
- In 2000, a related company's project "Solutions Consulting World Headquarters" was winner of the Master Builders Association's "Building Excellence Award for Craftsmanship."
- In 2008, Jim was awarded the highest honor by being inducted into the NAIOP - Western PA Chapter 'Hall of Fame'.
- In 2008, CREW (Commercial Real Estate Women) awarded Jim as Outstanding Supporter of Women in Commercial Real Estate.
- The Better Business Bureau awarded Burns & Scalo the 2008 Western PA Torch Award for Marketplace Ethics. This awarded is given to companies who demonstrate a superior character on a daily basis and consistently exceeds marketplace standards for ethics in its relationship with customers, employees, suppliers, industry peers and the community in which it does business.

Jim has attended many real estate, Dale Carnegie, CMU and general business courses. He has been a member and served on many trade associations and civic boards, which include:

- Mayor Ravenstahl's Economic Development Panel
- NAIOP – National Association of Industrial and Office Properties – *Former President & National Board Member*
- Pittsburgh Regional Alliance – *Board Member*
- Allegheny Conference on Community Development

Jim is the president and owner of Burns & Scalo Real Estate Services, Inc. as well as many other affiliated companies. As always, projects, new ideas, and civic giving are on the drawing board.

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