

Director at Three Consultoria in Mexico - Lourdes Salinas | Transcript

Speaker 1 ([00:02](#)):

Welcome to Green Building Matters, the podcast that matters for green building professionals. Learn insight in green buildings as we interview today's experts in LEED and WELL. We'll learn from their career paths, war stories and all things green because green building matters and now our host and yes he has every LEED and weld credential. Here's Charlie Cichetti

Charlie ([00:33](#)):

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Charlie ([01:01](#)):

Hey everyone. Welcome to the next episode of the Green Building Matters Podcast. I'm your host Charley and today I've got Lu Salinas with us from the Monterey area in Mexico. A true green building expert. Lou, how are you doing today?

Lourdes ([01:14](#)):

Yeah, very good Charlie. Thank you.

Charlie ([01:16](#)):

Well, I know we're talking and we're recording this during the pandemic and we want to send some encouragement to everyone. I know you said you've been working from home, you and your team, but you go into the office a little bit to check on things and it's some strange times right now. So I just want to give encouragement to everyone listening and I'm excited that green buildings and especially healthy buildings right now are seeing a spike as we're recording this. We'll Lou, take, take us back where'd you grow up and where'd you go to school?

Lourdes ([01:43](#)):

Okay. So I grew up in a small town about three hours away from Monterey. I went to a normal school and then came to Monterey to university and I studied architecture. There's a bit of a story behind why I decided to study architecture. So maybe I'll, I'll, I'll tell you about that. Okay. What happened that early nineties is that my dad is a civil engineer and he builds highways. So basically when I was a little kid, he went to visit one of his projects and he found out that the builders were almost half way of cutting down a large 300 year old tree to keep building the highway as it was assigned on the plans. He immediately stopped them and basically changed the highway routes and had a biologist summon, analyze the damage they made to the tree with this putting down that people were doing onsite.

Lourdes ([02:36](#)):

So the biologist recommended applying copper sulfate to the wound, which is a chemical that can help the trees heal. He took us every Sunday when I was like around six years old, we would drive basically 40 kilometers. I'm sorry, I don't know how many miles that is, but basically we went to help the tree and I'm probably sure you guys are wondering why a tree has to do anything with architecture. But basically the good news is that that tree is still there on the highway. It has kept them growing and it even covers the foliage, almost the weight of the highway. So after having that experience and being really close to nature and understanding how projects can potentially impact nature, I had this second experience in life when I was working as a counselor in training in a summer camp in Pennsylvania. And I found a really strange book in the library that was called green architecture, the book written by James Wines, a guy from a college university in Pennsylvania.

Lourdes ([03:41](#)):

And I began reading the book and I understood from there how to start your architecture, which began in Stonehenge and then it ends or it goes all the way to work, even planning and how community development, true sustainability and you're focusing on humans. So that's when it all clicked like my passion about the environment and sustainability and how many other experiences in life I saw how architecture could potentially possibly impact people and design and also change how we approach our planning for sustainable design. So I just decided, and this is like maybe when I was 12 or 13 years old that I decided that I wanted to be an architect. And from

there on everything I focused in life was always thinking about how we could make better spaces, better architecture to increase or actually decrease their potential negative impacts that are going into life and projects.

Charlie ([04:38](#)):

I love it. That's what this podcast is about, it's those stories. It's a lot of storytelling. I mean sure we'll hit on LEED and WELL and other programs we use and those tools and that just helps. But it's so interesting to see, Hey, this is when I knew what I wanted to do, in your case, get into architecture. So after your degrees there at college tell us about the next part of your career, maybe in architecture, but then when did you really know you wanted to make a career out of sustainability? It sounds like you had that influence right there at that time, but when did you start saying, I don't know, programs like LEED or other sustainability?

Lourdes ([05:13](#)):

Yeah. So when I want to explain this, because I think I've always been a geek. So after I saw these books, I began reading about sustainable architecture. So this is even before college, I was really lucky to understand what my life should be. And as I was going and decided to move into college and began studying architecture, I noticed that architecture could not create as much impact on the world without engineering. So I always joke with my friends that I'm an architect, but I ended up moving to this, the dark side of engineering because even through the university I was more keen on trying to understand how thermal mass, the, how energy works in buildings and how we could actually measure that possibility that architecture could have, and don't get me wrong, I think that architecture is one of the best arts that exist in the world because architecture, can definitely include, sound and beauty and colors and shadows and light.

Lourdes ([06:12](#)):

And at the end of the day, what you get is a final result that fills in all your emotions. Well, I think that can be increased and extended or that's what I, I learned through university and through reading more about the topics and to find out about LEED and other sustainability tools around the world, that it, all of these assets or knowledge can be integrated into creating something that not only makes you feel good, it's also comfortable. It's also

creating resiliency and impacting positively there'll be behaviors of people and how it sits on the earth. So it's just created an entire new perspective. And I mean really young. I knew that this is what I wanted to do, but as I found more about it, I just knew that I could not be doing anything in the world.

Charlie ([07:04](#)):

I love it. I hear your enthusiasm, your passion towards it and, and it really is encouraging. Who else had some influence? Did you have any other mentors? Maybe even some that were in person, but some that you followed, you were inspired by along the way. You mentioned your dad is a civil engineer, but who else had some influence?

Lourdes ([07:24](#)):

I was also really lucky. So just after graduation I was lucky enough to be invited to work internationally. I worked in a firm first in San Francisco and then Sydney. And even before that when I was in college, I also did a lot of volunteering work and had the opportunity to meet so many great leaders and mentors through those times in years that have definitely needed samples in my life. And I guess one of the, of the biggest ones that I can mention, he said I had the fortune of working in San Francisco with one of the most human leaders I've ever met. He taught me to have fun while doing this work and then increased my passions towards sustainability. And then when I was working in Australia, there's a funny story. So I was having some drinks after work and at the CEO, not, not always came to those types of events.

Lourdes ([08:15](#)):

Let's say I was working for the same company in San Francisco then in Australia, but this year, I was in the Sydney office. So having that being him there, and I've met him before because he had been invited to come to Mexico for some conferences while I was working as well at the Mexico green building council as a volunteer. So I came up towards him and asked him why he wouldn't open an office or company in Latin America, either in Mexico or in any other country. And he mentioned like, well we're not necessarily planning to expand our growth towards that area of the world but if you would open an office in Latin America? What would you do? So the first thing I said is like, Oh, it's easy. So the first thing you location, we

need to promote the location and train other people to do what we're doing here.

Lourdes ([08:59](#)):

Because when you do analysis and you can show numerically how you can improve what you're designing and building and we all win. And that's not something that's very common or that, at least at that time this was a few years ago, was not really taught at universities here in Mexico where I'm from. So I said, number one of the patient, number two, we need to invest on codes and regulations. So we need to help the government to increase how strict and investing in reviewing projects during construction integration so that they can become better. And the third one is just, you know, like doing the analysis, like doing the technical work and walking the talk. And he said, Oh, those are really interesting topics. I want to get lunch with you tomorrow. So he invited me to lunch and while we were there, you're not going to believe this but.

Lourdes ([09:48](#)):

He literally told me like, okay, okay, you're doing a great job. I love what you're doing here. Why don't you resign. And I'm like, what? Like I was enjoying my work so much. He basically told me like more words or less words, but basically told me like, okay, so there's a lot of people in Australia that can be doing what you're doing. You're doing a great job that there's more people. But I wonder how many people in Latin America can be doing what you could be doing. So basically that point at some weight on my shoulders. And I had to think about it and in a few weeks time I decided to resign and I was 23 years old and I came back to Mexico with no work trying to make a difference in the world. So he, kind of mentioned, I mean there's so many good influences that I could mention, but this guy here really changed my life trusting and giving me these very like these humane examples of how we can make an impact on the world together.

Charlie ([10:47](#)):

That's so cool. I want to hear more about some of the work that you were inspired to do. Some of the projects you've worked on over the last 10 plus years about, you know, your consulting firm there in Mexico. So what kind of projects you're working on and tell us about your company today.

Lourdes ([11:04](#)):

All right. So we are a ten-year-old firm, currently owned by 27 consultants, it's a fantastic team. People are super committed to what we do. Our purpose as a company is to inspire and generate passion versus sustainability and quality of life. So that is invested in everything we do and we not only address a project that certification individually as a goal but we address verdicts as consulting to make them better as a whole. So that's the perspective we begun. I guess our first project that I should mention doing a small retail 7-11 that they allow those to choose the site where this project was going to be built.

Lourdes ([11:51](#)):

And then we chose as a site in the middle of the city because all the other sites were really on the edges of the city and we wanted to have location and transport then everything. And when we got to the site we found out that it had a tree inside the site, well three large trees, but one of them which was actually left inside the store. So we worked with the client trying to get that inspiration and finding different solutions and they really helped us to decide to work with us to find that solution. We ended up keeping the tree inside the store and this was a long time ago. But the cool thing is that this is a project that has always been mentioned very often on social media even though it's been there for a while and that was her first big project.

Lourdes ([12:38](#)):

And then from there we had the opportunity to work with the other amazing companies that are very committed such as Carrier UTC that we also work on the new international Mexico City Airport for four years during the design stage and then during the construction stage, although it was recently stopped, so that project is not going to be built anymore. We went, we learned a lot from that project and so on and so on. Right now we're working on a few projects that have to do with community building, these are large developments where there's a lot of interaction. So there's some need for community information coming to them. We're also using some relevance strategies from Greenstar, from communities for an international tool that also provides a lot of benefits for the projects. We're also working on a LEED for cities project with the municipality nearby and they're all really exciting because they're all really different. And that's the cool thing about our job that every day is different than every day. You can create an impact in the world.

Charlie ([13:40](#)):

So great. Let's talk about some rating systems in a minute. I want to go back and you tell me about some highlights so far but just you know, in Mexico you know is LEED going strong at, you know, on your LinkedIn profile. I love the fact that there's a banner behind you that shows the UN SDGs and how we're really getting an alignment there. Are there other rating systems? So tell us how LEED helped. Is it going strong? What are some of your projects pursuing certification?

Lourdes ([14:11](#)):

Yeah, so yeah definitely that is talking about certifications. It's the King in the market. It's a very well developed tool that it can provide a lot of simple processes to measure and analyze sustainability overall. So it's been well adapted into the market and a lot of the most relevant projects and buildings in the country are definitely using LEED to demonstrate their sustainability but also to increase the quality of the design and construction process overall. So LEED is very strong and it's definitely number one. There's also a few LEED volume projects, which also are very exciting. I believe that simplifying processes and out mating processes, it just makes so much sense. And we're currently working on two LEED volume large projects which are fantastic, very different each one on their own. So we've learned a lot about how to optimize the processes and there's also interests, a lot of interest in WELL certification.

Lourdes ([15:16](#)):

WELL he's growing and I think that recently with all the contingency situations we've had all around the world, I believe that people are going to be more keen to understand or to think about their health and wellbeing. So indirect quality is, in Mexico, even though it's including LEED and some people know about it, it's not necessarily the key winner or why somebody would invest in a commercial space or a residential building. But at the end of the day, hinder quality. And actually indoor environmental quality makes so much sense in a financial way, although it's more difficult to explain because you just see your energy receipt or water, for example, indoor environmental quality increases how people perform and that's a bit of an issue. But people are now starting to understand that and moving towards, WELL we also see some people interested in SITES, which is great for the

community building projects where there's few buildings contained in a certain area.

Lourdes ([16:16](#)):

And it makes a lot of sense. I guess in Mexico, when these happens in Latin America, I turn to sub security in most residential areas or commercial areas or you've been to those national parks, and tend to have a fence around them. And so LEED for neighborhood development is not so applicable. So combining LEED those sites, those different communities makes a lot of sense. And I think that if people are also moving and focusing on performance, so it's a fantastic tool that a lot of buildings are moving towards measuring performance and those are the most stronger ones that I could talk about today in our market.

Charlie ([16:55](#)):

Well, yeah, I'd like to go there. Talking about SITES for a minute though. I don't think we talked about it enough here. I think it's a fantastic program and now there's even the SITES AP, which some of you listening may want to lean that way and get that accredited professional credential. But where would you suggest SITES to a certain client and what's important there?

Lourdes ([17:18](#)):

Okay. So the best thing about SITES is that there is a hierarchy of how to take positions towards green areas, right? And this is actually a topic that I love because I'm also a volunteer at a patronage in a natural reserve that we have here in our city that's coaching. And this is something that I've been learning from biologist and forestry engineers insights has to do about that, that the hierarchy comes to when we working on a site and then we planned some landscaping. What we're doing is creating landscapes that give us some of the benefits but not necessarily, I mean, there's benefits too into it, but it's not the best that we can do. So then the next step is to restore it. So if we have a certain landscape area, we work on it and restore it to actually increase the potential of success of this green area.

Lourdes ([18:15](#)):

Then the other one is to work on how we protect, not protect, but how we manage that green area if it's existing. And how we manage it with programs and processes is important. The last one, which is the one that gives us the

highest performance, is to conserve. So it's not only managing but conserving and conserving has to do also creating processes and cycles too. Change the vegetation or to manage the vegetation to make the ecosystem better. So it all has to do with looking at the ecosystems as something that's systematic and how would they work with each other. And understanding we chart the potential factors that we need to measure to actually be able to conserve the green areas that we have. So the interesting thing about SITES is that it gives you the tools to generate green areas, outdoor areas, and open space but it also gives you a potential to describe the processes and policies that will assure that over time these areas can be well conserved and can increase their benefits to society over time. So it's a fantastic tool if you guys haven't heard about it or read about it. There's a lot of information online and I truly recommend it to anyone that would like to certify themselves at SITES because we definitely need more people trained to provide this value to our projects and towards communities and cities.

Charlie ([19:46](#)):

Thank you for taking us through it a little. I really appreciate that. Tell us some more about work and your region, maybe what comes easier with sustainability, but what, what's still is kind of tough with sustainability, green building projects in your region?

Lourdes ([20:00](#)):

That's a very good question. Yeah. Well at the end of the day I guess is that it? Some people. Yeah. I believe that sustainability is something that it will only put an extra to the, to the project and that it's an added value that you can clearly put at the end. But I guess the toughest thing is changing the mentality to explain that sustainability. It's actually a tool that would allow projects when they're seen as, or at least the sustainable projects, it's conception that would actually inform better decisions that will save costs, that will create better, more comfortable spaces and that can end will and the good positive marketing. So the issue is how we tell the story. You, you were saying that it's important to tell the stories. So I think that in the market like conception is that LEED is expensive and that LEED is complex and that there's not enough capacity to do the technical sides.

Lourdes ([21:08](#)):

Not necessarily only in Mexico where I'm also talking about what you could see maybe in other countries in Latin America. Well, the reality is that it's a tool and it's a process that provides so much value, especially if you analyze the benefits or the opportunities early in the design stage. So instead of just looking at a project at the end and trying to see where, what can we, I find that is bringing this project and then try to do some marketing about it. We need to change that mentality and go to the design stage and actually use, use it as a tool to find the opportunities and then measure those opportunities and show the numbers and tell the stories and create those phase success case studies and promote sustainability in a different way. It's changing the mentality of the final consumer, I guess. Hopefully services.

Charlie ([21:57](#)):

Absolutely. Well again, I love the passion you have here, the enthusiasm, the different programs, how you've navigated it in business for over 10 years now I've had three. And so talk about your career or even personally, you know, looking back what's on the highlight reel, what are you really proud of?

Lourdes ([22:14](#)):

Well, I guess being very sincere, nothing gives me more joy or makes me prouder. Then when someone I'm coaching or someone from my team achieves something either in their professional or attitudinal development. So I mean, we work with many projects, to be honest, the thing that gives me that makes me the proudest looking at others succeed. I don't know.

Charlie ([22:43](#)):

No, and that's great. I mean, it seems like you really are, you know, a leader not just in this green building movement, but even within your company. And I think that's, that's fantastic. Well, I mean, you've got, you've got a lot of credentials. You know, it looks like you must be a continuous learner. So, you know, if you don't mind, speak about credentials for a minute because you know, a lot of listening might be going for their LEED green associate to kind of start there, but we've mentioned SITES AP or maybe WELL AP or Fitwell ambassador, I don't know. Today in today's climate, what would you suggest? What are one or two credentials you think someone should really go after?

Lourdes ([23:21](#)):

Any, all of them are super valuable. I think that, yeah. We constantly promote everyone in our company to get as many credentials as we can and we even scheduled them so we can do it in a way that is organic and everybody gets a share of it. And we try to push a little bit on them because some people are always scared of exams and that makes sense. But to be a super bonus, and I'm not trying to make marketing about this, but we use your tools, JVDSs, we use it a lot for studying. And the cool thing is that we keep studying, we keep learning and then we can also share that knowledge with others. So I guess teaching is also a passion of mine and a passion of many WELL my team members. And that's something that we want to continue to share with others the same way I told you and I've had it, I've been lucky for mentors to push my development. We will always want to do that for others. So yeah.

Charlie ([24:22](#)):

Fantastic. Well thank you. We love putting out great study tools. How do you pass these exams? And then fund continued education to, well, let's talk about the future. If you had a crystal ball Lou, where should we be reading out what's around the corner in this sustainability movement?

Lourdes ([24:40](#)):

Okay, so definitely it's a situation that we're all living by now. It has to be in fact on that crystal bowl I believe. And I must confess that change is not particularly easy for me. My family always educated me on a very stable kind of simple discipline life. So later I had to learn that the only constant in life is change. And since we began three, we've had to understand that things have changed as part of the evolutionary force. So change makes us better human beings and we keep positive and take the best out of difficult times, then we're being resilient. So I think that resiliency is a big thing in the future of sustainability. And I wouldn't even say future because it's always been like that. But what, I guess the impacts are going to be measured and the focus on resiliency is going to be stronger in the near future.

Lourdes ([25:42](#)):

It's been a challenging experience to address the COVID-19 with the intent of keeping everyone on our staff and find ways to keep increasing the

positive impacts we create as a team. But that is actually helping because in this crystal ball we're trying to prepare ourselves for the future and trying to find different ways, marketing or services and providing more value. They're already here so that that value can be perceived and that more people get passionate about sustainability. So I, I believe a lot of the services, are going to evolve into that and are also gonna focus on wellbeing and then maybe even health through the same into operation of the building. So it's, so yeah, it's resiliency, health and wellbeing and definitely, definitely, definitely performance.

Charlie ([26:36](#)):

Yeah. No, all of those, well, help me with a friendly debate I have with some of the podcasts, guests that come on Lou, what's the main difference between sustainability and resiliency? Would you say that one fits under the other?

Lourdes ([26:51](#)):

Well, if we go to the, like the book definitions, when I say sustainability, I always refer to sustainable development. So two words, that definition that I like is from 1987 definition. So to create the necessities of today without affecting their future generations basically. And I think that's sustainable development. So thinking about that future, I feel that resiliency is more about preparing today to address the future. So there's also an interesting phrase that I read from David Suzuki at some point where he mentioned that us as human beings are the only animals. So the animal kingdom, because human beings are part of the animal kingdom that have the potential of or seeing the future. And that is called the precautionary principle. So that's basically, I think that's the difference for us as human beings and we, we can see the future, we know what's going to happen in the future. So we needed to plan for that. And I think that's sustainability. What resiliency is referring to today for that future that we foresee. There definitely is, but I believe there are different.

Charlie ([28:01](#)):

Yeah, no, I, I agree with that. I mean they, we need to be focused on all these, but just, you know, some come on here and argue, well sustainability, do we want to sustain or do we want to regenerate? And that's the good news is we're talking about all of it. And I think sometimes we have to just

say what's, what's the next big step? And for some it's sustainability first. Maybe we haven't been doing that in some areas, some regions, some develop or some projects. And so let's get sustainability right? And then we'll look at all these others. Regenerative design and resiliency. And, but I totally agree right now in the pandemic, while WELL and Fit WELL have already gone pretty strong. They're getting a big spike and maybe projects in the near future we'll get the certifications in the box, but hopefully they'll at least just apply the best practices right. From wellness real estate or a healthy building. So any quick thoughts on your favorite parts of a healthy building and programs like WELL and FITWELL?

Lourdes ([28:55](#)):

Yeah. My favorite is always the air, in their quality. It's just such a large component of a building. What happens with your air conditioning system? And it, I mean, certain parts of the US it's more about the heating, but at least in Mexico is mostly about the air conditioning or existence, which are also amazing. So I guess more knowledge we'll be available in the near future for HVAC designers and for passive system designers, which is not yet a career, but it should be to find that combination and that balancing between the energy, I mean the air quality.

Charlie ([29:35](#)):

Yeah. That's fantastic. And that's the biggest category, right? Within. Well, whereas on a LEED project, energy's the biggest category, so. All right, well let's talk more about you. A few rapid fire questions here. What's your specialty or gifts?

Lourdes ([29:48](#)):

Service? I'm best at providing service. I'm always willing to serve others and that's, I think the beauty and that passion to serve others. It has always provided me with many opportunities in life. So I would say that's my super power.

Charlie ([30:02](#)):

Okay, fantastic. Yeah, moment. You sound like you'd be a lot of fun to work with on your team. So well let's talk about what else makes you productive. Do you have any routines, rituals, just really good habits that you could share?

Lourdes ([30:14](#)):

I want to believe that I always tried to hack the system. I'll explain, sir. I'm always trying to increase my capacity to do more things at once. So for example, I try to run every day a little bit just to keep it keeping in shape and, and kind of like, like the stress out but while I'm running. I'm always always listening to an audiobook. So have you ever seen that ability to read it around two or three books every, every month? It's really weird like having a busy life, but at the same time keeping a balance and it helps. I'm also well aware that there are certain activities that you need your entire focus on. So it's not always like that, but those routines or trying to keep that balance and also trying to make the hours of the day last longer, especially for me.

Charlie ([31:03](#)):

Good. Good. No, thank you. Well, let's talk about bucket lists. Other one or two things maybe on your bucket list you could share?

Lourdes ([31:11](#)):

I was trying to think about that one. And yet, I mean, I've been really lucky that I have had the opportunity to travel to different parts of the world and do that. So it's not necessarily something that has to do with holidays, but being very open, I've always been a bit frightened about keeping a professional personal balance in life. So I always invest a lot of my time into that. So on my bucket list being really truthful, I want to start the family at some point in life. I want to demonstrate to myself that I can keep hacking the system and, and keep increasing my purpose in life in that I think moms are awesome. So yeah, I'm always really proud and at night admired people that have that life balance. It's fantastic.

Charlie ([31:56](#)):

Thank you. That's fantastic. What about books? Do you like to listen to books? Do you like to pick up a good hard copy and read a book? How do you consume that material? And then do you have a book or two you'd recommend?

Lourdes ([32:08](#)):

Yeah, I used to be a fan of the hard books, but now I just run and I'll get books and yeah, I love the books actually. I heard Diego Ibarra from Chile on

your podcast and he recommended two of my favorite books. So I won't tell you those two because I want people to hear his book. But I'll tell you the ones that I, I read and, and love them. There's one called Grit. It's written by Angela Duckworth and that book is about the passion for perseverance and it works or analyzes the psychology of how we become very severe in first people. And I think it's a great tool for it. Many of us out there, I want to increase that resiliency and perseverance in our daily lives. And then there's another one called radical candor and the author Kim Scott in that one, I think anyone in a team, who wants to become a leader or wants to communicate better with the other team members should read this book.

Lourdes ([33:15](#)):

It's about how to become a loving slash caring but effective communicator. How to, yeah, positive feedback. And actually make it impact others. We would book and also, I mean if I can, I would like to share something we're doing at our company that is really good. We have the development library, that's how we call it. And it basically, there's some it's a bunch of books that we, we purchase us, the company and people aren't encouraged to read it and then if they read it, there's like it's old education strategy to earn points and that had, that has increase the amount of books that we read as a group for a year and has also positively impact everything we do. So yes, reading is, it's a free tool of education and it's fantastic having an eye. Totally recommend everyone to, to become, to, to read more.

Charlie ([34:18](#)):

I love it. I love it. Well, as we come to a close, it's been great to get to know your journey more and get to know you more. Two questions. Is there anything you wish you knew earlier in your career?

Lourdes ([34:26](#)):

Oh, I wish I started a company knowing everything that I know today, not that I know it all, but that would have been easier maybe and better for everyone. I mean, like I mentioned before, I have had the extreme fortune of finding my passion and purpose early in life. But what if I would talk with my younger self, I would recommend her to dream even bigger. And I think that they impact us all as leaders in the green building business and creating the world, it's larger, heaps, heaps larger than we can only imagine. And I'll share another story. So last year we were presenting to our Corinth mentor.

Well we try to have a mentor that we, it's cost the company issues with and we were presenting that we had fantastic growth year by year, blah blah blah. And I was feeling quite good about myself and the mentor school w I was actually with my partner, the mentor school that I was in. Said, what you do is inherently good for the world. So you have to do more of it and you have to do it faster. So stop thinking that what you need is enough, do more. And the truth is, and we all have to,

Charlie ([35:52](#)):

Got to kind of, there's always more to do with some great quotes come to mind, you know, with Gandhi and some others. So as we wrap up here, let's say someone's listening and they're just now getting into the green building movement. Any words of encouragement, they're jumping in right now.

Lourdes ([36:08](#)):

Yes, you're in the right place at the right time. Just start running as fast as you can, inspire others, and do the best that you can.

Charlie ([36:19](#)):

Kind of do the best. So well, wow, I've really enjoyed this. I always really appreciate, you know, the different regions as we have international green building gurus like yourself on. And you know, I'm just happy to hear that you're pushing, you're getting through the pandemic business as usual. Just sounds like you run a great team and a great shop there. So, so lo just thank you for being on the podcast today. Hey, we're gonna send the podcast show notes, a link to your LinkedIn if anyone wants to connect with Lu. Really Lordus Salinas goes by. Lu, I just really enjoyed our conversations. I thank you.

Lourdes ([36:52](#)):

Thank you Charlie me, too. You're doing a great job. Thank you so much for all you do for the world.

Charlie ([37:02](#)):

I just want to say thank you to our loyal listeners. We actually are celebrating over one year here on the Greenbelt and matters podcast. Me and the entire team are stoked and just so glad to continue to listen every Wednesday morning to a new interview with a green building professional here in this

industry or just some pro tips that we want to make sure that you are getting straight from us. Straight to you.

Charlie ([37:27](#)):

Thank you for listening to this episode of the green building matters projects@gbes.com our mission is to advance the green building movement through best in class education and encouragement. Remember, you can go to gbes.com/podcast or any notes and links that we mentioned in today's episode and you can actually see the other episodes that have already been recorded with our amazing yes, please tell your friends about this podcast, tell your colleagues and if you really enjoyed it, leave a positive review on iTunes. Thank you so much, and we'll see you on next week's episode.