

GBES Episode 399 — Live from Blueprint Vegas 2025 - The Future of the Built World | Transcript

00:02

Speaker 1

Welcome to Green Building Matters, the original and most popular podcast focused on the green building movement. Your host is Charlie Cicchetti, one of the most credentialed experts in the green building industry and one of the few to be honored as a lead fellow. Each week, Charlie welcomes a green building professional from around the globe to share their war stories, career advice and unique insight into how sustainability is shaping the built environment. So settle in, grab a fresh cup of coffee and get ready to find out why. Green building. Green Building Matters.

00:33

Speaker 2

Hi everyone. This is going to be a special episode of the Green Building Matters podcast. I was fortunate to attend last week in Las Vegas the Blueprint Vegas conference. This is my second time in the last three years attending and the organizers have amazing attention to detail. I mean it is a very well run conference. I was blown away. 3,000 attendees. And one reason I love this conference in and around the built environment is it's a mix of really neat startups, investors and customers. So could be built world executives from real estate companies, designers, some construction companies. It's just a really great mix of attendees and they have a fantastic app where you can really schedule some one on one meetings outside of the conference. They have great meetup areas so I highly recommend it.

01:25

Speaker 2

I'm going to break it down a little bit on some trends I saw. I've got a couple sound bites while I was there that I really want to narrate to you so you can get excited about conferences like this and then I'm going to give you some tips on how to get the most out of a conference. All right, so let's go into a little detail about Blueprint Vegas and some of the session topics. So some trends I saw, of course, AI. How really AI is going to impact commercial real estate, what investors look for, even in robotics companies. How do you value a robotics company?

02:02

Speaker 2

They literally had some robots walking around the expo floor here and some predictions on robots and construction and then it's great to see other startups

and of course I was there taking a look at who is focused on green buildings and overall. You could still say climate tech in one of my sound bites. You'll see there's a couple companies that really stood out to me. Mill mill.com and then switch Automation. I've known their teams for years. There are others but those two had some great conversations and I highly encourage you to check out. So you know, there wasn't as much of an overall sustainability theme, but that doesn't mean that sustainability is not there. It's not still important.

02:41

Speaker 2

You know, as the federal government in the US ebbs and flows with sustainability mandates, don't forget there are still so many state, city and corporate mandates to go green. Sure. On one hand, are we seeing some talk less about esg, but still doing the components of esg? Yes. On the other hand, is it easier and maybe safer in some markets to say decarbonization? And is that the overall new umbrella? And can we accept that? Well, let's just keep doing the good work we're doing. You know, some other things that stood out. I definitely saw more around devices. Again, smart. Not just buildings, but smart homes.

03:21

Speaker 2

And so this was a really good mix of even some multifamily apartment buildings and some tech to help with rent, some tech to help even screen tenants, all the way down to even more devices that can help us in our homes and in our buildings. So why don't you take a listen to a couple of these sound bites real quick and we'll talk a little more about the conference and then I want to give you some tips on just conferencing in general. One of my favorite things to do every single year. I hope you enjoyed those sound bites. Just, you can probably feel the energy there. I live in Atlanta, Georgia. I only got to Las Vegas maybe once a year for a conference. Sure. Might have gone to the U2 concert a couple years ago at the Sphere.

04:05

Speaker 2

My parents, Pretty big hippies, 80s rock. Had to go see U2. So, you know. But here's just a couple more notes on the Blueprint conference. You know, it's not just real estate tech or prop tech. It really truly is at this conference, the Built World tech. So it's a mix of construction, infrastructure, how you run your properties, finance and tech. And just it's a fantastic conference. You know, the other thing there is, if you're listening and you might have an idea, you maybe are part of a startup or maybe you're entrepreneurial within a firm and you might have some resources to build something that could help the built

environment. Hey, come on out to a conference like this too and see how funding or maybe like an accelerated development contract could help and to really fund that idea even within a firm.

04:55

Speaker 2

I'm a big fan of intrapreneurship within a company where you can be entrepreneurial. There some great case studies. One of my favorites is just New York City. What's it going to look like in the future? That was a great session. I attended there too. So here's what I suggest. Mark your calendars for next September 2026 at the Venet. That's where the Blueprint Conference is every year. Amazing venue and really hope to see you there. Well, let's talk about some other conferences I attend each year related to buildings, especially green buildings or a couple that I know my peers attend and they really enjoy. You know, early in the year, usually around May is the ilfi. So talking about living buildings, make sure you're tracking that one every year.

05:42

Speaker 2

And then as we get into June, there's usually a series of the Green Sports alliance, their conference, the BOMA conference around June, AIA on the architecture side around June. Let's see, we've got oh at Schema, me and my co founders each year go over to London to the Next Build and next Dev two day conference later in the year. Usually we'll have around September the Net Zero conference out in California. Drew Shula and his team do a great job with that one. And for any of our listeners overseas, Bex Asia in Singapore, I was fortunate to attend in 2024. That's usually around September. And then there's Autodesk University again putting on the software at to really see where some of the latest tools are at. And that one floats September, October, sometimes November this year.

06:32

Speaker 2

It was also last week one of my co founders at Schema, Marty, who is also the original product manager at Revit, he attended AUtodesk University last week in Nashville this year. And then finally, of course you got to go to Green Build. It's typically every November and this year it's early November. I hope to see a lot of you there in Los Angeles as that conference is one not to miss every single year. Okay, so lastly on this special episode, let's talk a little bit about some tips on how to get the most out of conferencing. So number one is do your homework before you go. A lot of times they'll have the exhibitors listed ahead of time, the speaker lineups. You can go ahead and prepare your LinkedIn connects, have that ready.

07:19

Speaker 2

You know, maybe meet someone and say, hey, it was so great to hear your session. You know, here was a takeaway of mine. Or would that really give me a spark, Just a little personal connection? Connect with some of the speakers on LinkedIn. That's important. But just doing your homework ahead of time. You know, some sessions you attend at conferences, you know, you might be there for the continuing ad for certain credentials you have like lead credentials, you might be there to really look at a case study because you might have a project that's similar or, and this is where I'd really challenge you. Take a session on something you might not ever come across and just get a peek into something across industry that could really inspire you. So do your homework ahead of time. Number one.

07:59

Speaker 2

Number two, master the art of first impression. Okay, just a real quick memorable intro someone can remember who you are, what you do and what you're curious about. Yeah, a lot of us travel into these conferences and these expos, so you can definitely use an icebreaker. Hey, where'd you travel in from? But a business card still today would stand out more than say QR codes. But I definitely recommend the LinkedIn. Right. If you have that app on your phone, you click in the search, hit the QR code because that is a connection right there on LinkedIn and then you can go back through that history. Oh, that's right, there's a picture with a name and so that's something there. Master the art of the first impression and have that LinkedIn QR code right there.

08:43

Speaker 2

Don't look at someone's badge because that seems like you're looking for someone's title for a decision maker. Don't do that. Just make eye contact, smile, be friendly. You know, here you are, your company, or maybe you have your own business, right? You're paying to go and get away from the normal work and be present, meet some new people. It might lead to a big deal, it might lead to a new partnership, or it might just allow you to say, you know what, normal work can stay aside for a few days here. So number one, do your homework before you go. Number two, master the art of first impression. How about number three here to get the most out of conferencing, you know, beware the conversations happen. Linger in the hallways, the lounges, the after hours events.

09:24

Speaker 2

You know, it's tempting to go with some of your colleagues out late, but you know, make sure there's at least some of the networking events to start at. I really would highly encourage that. I mentioned at the Blueprint Vegas conference, they have a incredible app where you can really show interest in someone else you might want to meet up with. And then you can schedule a 15 minute meeting right there through the app. Let's see, you know, show up early to some sessions and at lunch if you have a table, sit down next to someone and just strike up a conversation. Number four here, you know, focus on adding value and not selling people buy from people they like, trust and frankly get to know. So just let's focus on that. First, let's go over number four again.

10:08

Speaker 2

Number four, focus on adding value and not selling. You know, go sit down next to someone, strike up a conversation and just remember being present. Smile people, buy from people they like and trust and frankly, get to know. And the last tip here, follow up quickly and personally within 24 to 48 hours. Short personal message could be over LinkedIn, could be an email, you know, if you feel like you're really connected, maybe a text, you know, here's a simple example. Hey, great chatting about AI and real estate. Here's the article I mentioned. Let's stay in touch about your project, okay? Because then the other person can opt in but they're gonna still be kind of top of mind going into that next work week and they're gonna wanna get back to you and who knows, it could turn into an incredible long term relationship.

10:53

Speaker 2

So, so to our loyal listeners here, you know, hopefully you get a good feel for Blueprint Vegas. We'll put the link there. We'll put a link to a couple of the companies I really talked to in depth. I want you to check out plan ahead for next year. Late September 2026 at the Venetian for Blueprint. But also I went over some conferences I hope to see you at. If anyone's going to green build coming up here this year, shoot me a message. Love to meet up with some of our listeners and finally think back through these tips on how to get the most out of a conference, an expo, and just go and be yourself and be present. Thank you for listening to the Green Building Matters podcast. Next week is episode 400. I can't believe it.

11:37

Speaker 2

Just want to go ahead and say thank you now. I'm going to say a lot of thank yous next week as I reflect on what I've learned interviewing 400 people about

right, sometimes I have a special episode. So let's just say over 360 people I've probably interviewed in eight plus years. Coming up on Nine. The podcast has meant a lot to me. I've been able to make some friends all over the world and when I travel, I try to look up a podcast guest. I try to look up within my lead, fellow network and frankly, just other green building enthusiasts. As my career shifted into technology, I look up other technology enthusiasts and I just want to say thank you for listening. Special episode next week for number 400. Then we'll get back to some interviews.

12:18

Speaker 3

All right. Here at the Blueprint conference, day two today they've shifted from some breakout rooms.

12:25

Speaker 2

Which are pretty large Rooms to a main stage. So a series of early RAID speakers.

12:30

Speaker 3

And panels on the main stage. They do a really good job here with their app. Right. This is a technology conference in and around construction and real estate. Great app and it's good about matchmaking. And so they have these meeting points. And that's even outside of the expo.

12:48

Speaker 2

Hall which opens today.

12:51

Speaker 3

Everybody, this is Charlie Cicchetti, the host to the Green Building Matters podcast. I'm here at Blueprint Construction Real Estate Tech Conference Las Vegas. This is day three, the final day. The organizers do a great job of bringing in on a Tuesday, kicking off things throughout noon local time on a Tuesday, all day and evening, Wednesday and then all day and then a big party on the Thursday night. It's a great excuse to come out to Las Vegas. This is hosted at the Venetian. Has been for the last few years. Just really want to report in on some of the great companies and startups too that I've seen walking through the expo hall. They have incredible sessions, panels, keynote speakers on the main stage. I think there's about 3,000 attendees this year.

13:42

Speaker 3

And just some companies that stand out to me that really help us in the green building movement would be mill. So you got to check out this food recycler, not food composter. I'm going to put a link there. Doing some amazing things. And their hardware team has experience going all the way back to Nest. So their product development team there was also part of Nest. We've got Switch. They've been industry for a long time, really some early machine learning, an AI for building controls. That team coming out of Australia, New Zealand, we're doing work across the United States. Let's see, we've got robots in construction. You know, the big theme here is with robots and with AI in general, AI software, like what I'm building at Schema is don't look at AI just to save money.

14:41

Speaker 3

Where can you use AI to help grow, really grow your business, you know, and an example of that is, you know, how do you have a young professional that really usually does the busy work? Automate that and let them go ahead and work on some real work, some problem solving, some creativity, you know, let's spend extra time with the customer touch and so forth. You know, additionally at the conference here, they've got a lot of measurement tools, a lot of 3D visualization tools, self driving cars. But I think from a sustainability perspective, these companies and especially the tech startups, the ones that stand out, are going to be looking at some of your energy data trends. That's what I'm seeing here at the conference.

15:29

Speaker 2

Thanks everybody. Have an awesome day. Thank you for listening to this episode of the Green Building matters podcast@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 for 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 guests. 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.