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## Scott Weiss 2010

January 20, 2010 - Green Buildings

Name: Scott Weiss

Title: Managing Director of Commercial Development

Company: The Gutierrez Co.

Location: Burlington, Mass.

College: Bachelors and Masters degrees from UMass/Amherst

First Job Unrelated to your current field: Newspaper carrier

First Job in current field: civil engineer

What Your Firm Does Now and Its Plans for the Future: The Gutierrez Co. is a fully integrated real estate services company including development, construction and property management for all product types; commercial, industrial, retail/entertainment and residential. Gutierrez will continue to be a leader in innovative, cost-efficient, green building and has land under control to deliver nearly 10 million s/f of additional space throughout the Boston metropolitan area.

What is the biggest green change you would like to see happen in your industry over the next 10 years: I hope that private businesses start to value green buildings - the reduced operating cost, reduced consumption, cleaner/healthier environment - and will drive demand for newer, greener buildings. Keys to Success: Patience and perseverance are key, but no matter what you do, learn how to speak publicly and communicate effectively.

Person(s) You Most Admire (outside of family): Nurses.

If You Had To Choose a Different Profession, What Would It Be: A college basketball coach.

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