

## 012: The Power of Volunteering and Finding your Passions with Jenna Jordan

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Intro

Steve Gosselin:

Welcome to Coffee Talk: From the Ground Up, an ECS podcast, where we strive to provide a more possible way to communicate with employees. I'm Steve Gosselin, but you can call Gosse and I'm part of our senior leadership team and I'm joined here by Julie Smith, who is part of the marketing communications team in our resident chocoholic. Say hi, Julie.

Julie Smith:

Thanks Steve. Hey everyone, I'm glad you're joining us today. So Steve, what are we doing here?

Steve Gosselin:

Great question, Julie. One of the struggles with the company our size is getting a message to the masses without it being diluted along the way. From projects and people to services and career insight. We hope this podcast helps provide an avenue to communicate the stories that are worth sharing. It's to learn about our culture and feel more connected, and to have some fun along the way.

Julie Smith:

So what you're saying is we hope this podcast is educational, entertaining, and encouraging. With practical advice, you can apply directly to your work and life.

Steve Gosselin:

Well said, Julie, and that's why you're in marketing.

Julie Smith:

So grab a cup and settle in. Our attorney makes us say this. This podcast is for entertainment and informational purposes only. Nothing here in shall be construed as providing professional engineering services or used to establish the standard of care. This podcast and the comments contained there in represent only the personal views of the participants and do not reflect those ECS. While we make every effort to ensure that the information we are sharing is accurate, we welcome any comments, suggestions, or correction of errors.

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Steve Gosselin:

Good morning, everybody. Welcome to Coffee Talk: From the Ground Up, and today we're going to be speaking with Jenna Jordan. Before we get started, we'll start with a safety minute and this one's a simple and straightforward. Ask for help or offer to help. It's pretty straightforward but it's most often overlooked. Many of our injuries are because we don't ask for help. We think we can do it ourselves and then we don't use proper lifting techniques, we strain a tight muscle or injure a joint, fatigue and stress or other common causes of workplace safety issues. The best way to remedy all these conditions is to ask for help or to offer to help. Is someone struggling with a tight deadline? Can you see that someone is having a hard time lifting a box, or are you feeling overwhelmed? Do you know that a coworker might have just had a new baby and isn't sleeping well? Offering or asking for assistance in times of needs helps reduce the chance of poor choices and injuries.

Steve Gosselin:

I know asking or offer for help can sometimes be awkward or uncomfortable, I know it is for me, work on getting yourself comfortable with these exchanges. A simple way to learn this is... I ask everybody to commit to ask for help or offer to help at least once in the following week. So yeah, I hear about so many injuries and people hurt their back, they twist an ankle, they pull a muscle or hurt a shoulder or things like that, and often it's just because if they would ask for a little bit of help or somebody could help them out quickly or offered to say, hey, let me help you with that, we can avoid many of these injuries. There you go. All right. Well, good morning, Jenna. How are you today?

Jenna Jordan:

Good morning. I'm doing well, thank you. How are you?

Steve Gosselin:

I'm great, thanks. Thanks for asking. It's a beautiful day here in Charlotte. Julie and I are enjoying this beautiful day, so looking forward to speaking with you too. Jenna Jordan joined ECS Midwest in 2019 and is the business development manager for our Wisconsin offices. When she's not working, you can find her training her new yellow lab puppy, working out at Orangetheory Fitness, Julie gave a big thumbs up on that.

Jenna Jordan:

Oh yeah.

Steve Gosselin:

Or indulging in some red wine. And I'll give you two thumbs up on that, so...

Jenna Jordan:

Okay, I'll take them.

Steve Gosselin:

All right. So let's get warmed up here. We got a few rapid fire questions to ask you. Hunting or fishing?

Jenna Jordan:

I got to say hunting.

Steve Gosselin:

Oh nice.

Jenna Jordan:

I like both, but I'm a bird hunter that's why I got my yellow lab. He's going to be a fearsome hunter in just no time at all I'm sure of it.

Steve Gosselin:

That's awesome. So what kind of hunting? What kind of birds?

Jenna Jordan:

Mostly pheasants. I grew up on close to 100 acres of land out in Spring Green, Wisconsin. Used to be that we could just hunt them up out there but the population has dropped so much in our area that I'm mostly relegated to the clubs in the area, the farms.

Steve Gosselin:

All right. Good for you. Yeah, I love bird hunting too, it's a lot of fun. All right. This is an easy one. Dogs or cats?

Jenna Jordan:

Dogs.

Steve Gosselin:

Yeah. So tell us a little bit about your yellow lab puppy.

Jenna Jordan:

Well, my husband and I actually got him from the club that I go to with clients early often, The Highlands in Cascade, Wisconsin. And he just passively breeds, not his primary source of income or anything like that, but I actually know the father of the litter quite well. I'm obsessed with him and my husband and I just moved into a new house in July. I've been talking about getting a dog. And when I found out that this was Henry's litter, it had to be this one. So he's going to be 12 weeks on Monday. He's growing like a weed and he's already super smart but also that makes him super mischievous.

Steve Gosselin:

Yeah, no doubt, that's awesome. Great. I love hearing that. All right. Would you rather write a New York Times best seller or win an Olympic gold medal?

Jenna Jordan:

I just don't think that should have to be a choice. I would just have both. I think that as competitive as I am athletically, I would probably say write a New York Times best seller. I pride myself on my ability to communicate and write, and so that would be something I would probably be a little more proud of personally.

Steve Gosselin:

All right. Great choice. All right. Favorite ice cream flavor?

Jenna Jordan:

Anything chocolate, and there's peanut butter involved then that works for me too.

Steve Gosselin:

Oh, look, I think Julie's wiping a tear out of her eyes.

Jenna Jordan:

Yeah. We're common ground just in our short time talking chocolate and I [inaudible 00:06:51].

Julie Smith:

Yeah.

Jenna Jordan:

So I can have the chocolate-

Julie Smith:

Exactly.

Jenna Jordan:

Little balance.

Julie Smith:

Exactly.

Steve Gosselin:

Yeah. For Julie it's chocolate, chocolate and more chocolate.

Jenna Jordan:

Which is reasonable.

Julie Smith:

Yes.

Steve Gosselin:

Okay. Favorite season?

Jenna Jordan:

Oh, I think as a hunter, I should probably say fall, but I think summer. I just, there's nothing better than season that I don't have to wear socks during...

Steve Gosselin:

Yeah, understood. Absolutely. So let's jump in a little bit and find out a little bit more about you and your ECS story. How did you get here? How did you join ECS? Just enlighten us, tell us a little bit about your story.

Jenna Jordan:

Okay. So I've gotten this question a handful of time and I genuinely feel like I can't give a good explanation of that if I don't start when I was about three years old, so-

Steve Gosselin:

Absolutely. Yeah, we want to hear it all, go for it.

Jenna Jordan:

Yeah. So my youngest brother was burned in a house fire as an infant at six weeks old, his biological parents actually abandoned him in the hospital citing they thought he would just be too hard to care for. Burn injuries can be very medically high maintenance, especially at the age, an extent that my brother Jeff was burned about 30% of his body, but mostly face hands in chest. So my mom is a nurse, and my dad is a respiratory therapist, and they were working with him at the time of his injury, they were a part of his life saving team and they got together after they found out the news that he was not returning home to his parents. Their all busting their butt to give him life back and he doesn't have a life to go back to. So we jokingly say that they took their work home with them.

Jenna Jordan:

They were his medical foster parents for about a year before they were legally able to adopt him, which they did. He has had just shy of 90 reconstructive and cosmetic surgeries, lots of complications from his injuries, he's legally blind. And to top it all off, he's very visibly burned. His whole face and hands are very badly scarred and that's a part of what you put out into the world every day. So he's had his struggles, but he's a super positive guy. And when he was a kid, he started attending a summer camp for burn injured youth. And when I turned 18, Jeff is three years younger than I am, so he was a teenager. And when I turned 18, the camp just happened to be short staffed for counselors, it's a week in the summer, it's run by the Professional Fire Fighters of Wisconsin Charitable Foundation, longest acronym in history, PFFWCF, but love them.

Jenna Jordan:

And they asked me if I wanted to be a counselor. I was gearing up to head off to college at UW-Eau Claire and I thought they can do archery and arts and crafts for a week and call it a resume builder that sounds fine. So I went really with a self-interest in mind, and then I really just fell for the community. And so every summer after college was done in August, I would spend that week with those kids. And it brought me closer to my brother and helped me understand the community and their needs so much better. And I really developed a passion for it. So when I graduated from Eau Claire, I couldn't bear the thought of starting a big girl job and maybe not having the option to participate in the camp that summer.

Jenna Jordan:

So we wanted one more student summer. I called it where I was waitressing to support my burn camp habits. And then that student summer actually lasted probably four or five years. And in that time, I just kept building up my volunteer duties. I helped develop young adult programming that was an age gap

that wasn't receiving support once they aged out of the camp and started fundraising. And the organization came to me and they were like, you're pretty good at this, do you want us to pay you to do that? And I was like, yeah, that would be really cool. So I actually became the program director for that organization. And as the name of the foundation would imply, a huge chunk of our donor base, our action firefighters and actually our volunteer base as well for that organization. So I would go to firefighter conferences and I would meet and talk to these guys and get on stage and promote our programming and hope to gain more donor dollars and improve our programming and expand it.

Jenna Jordan:

And in 2016, I met the Red Cap, the title of the firefighter who was running the PFFW convention, and I absolutely fell head over heels in love with him, probably the most cliché thing I could have done with my whole history. I'm all pro fire safety and I fell for a firefighter, but I'll take that cliché. But I was working for the foundation out of Madison, Wisconsin, and actually my brother Jeff was living with me too. We grew up in a really rural area and he just had a lot more opportunity in the city with me. So he actually still lives with me and my husband, Ryan spoiler alert for the end of the story. I married the firefighter that I fell in love with.

Jenna Jordan:

So I was in Madison when we started our relationship and Ryan was up in Green Bay, so it's about a two hour drive. And with firefighting being such a seniority driven career, it made more sense for our relationship for me to follow him up there. So I did for a while to what I thought was going to be my forever and ever job. I wasn't able to do it remotely, there's so much about the programming that's local to Madison and it just wasn't going to work. So one of our other really big donors for the organization is a fire protection company called the USA Fire. And they heard that I was leaving and moving and they had an office up in the Appleton area where Ryan and I were moving. And they called and were hey, we think you're pretty good at making money, do you want us to pay you up here? And I was like, yeah, I do, that would be great.

Jenna Jordan:

So I did. That was my first foray into construction that would've been 2017, I think. And did business development for them for a couple of years and just in networking, which is obviously a very important part of business development. I met the leadership team for ECS. I met Brett Gitskin who was at the time the subsidiary president for the Midwest. And he and I really hit it off. And the region I was working in is exactly the makeup of where the offices were for the ECS, Wisconsin operations. And he asked if I wanted to come over here. And I was like, I don't know anything about what you dirt nerds do. And I say that so lovingly, and he said, that's okay, we just need somebody who can get out there and connect with people. And I said that I can do. And quite honestly, the commitment to safety that ECS has with my whole background being so deeply ingrained in safety, it really spoke to me. And I've been thrilled to be representing ECS Midwest ever since.

Steve Gosselin:

Wow, what an amazing story. Thanks for sharing that with us and also mentioning Brett Gitskin. Brett's a very good friend, we've worked together for many years and I talk or email or text with him frequently, especially during a college football season. I know he's an avid Northwestern fan. So we share a lot of interest that way as well too, and wine as well too, so...

Jenna Jordan:

Sure. Yeah.

Steve Gosselin:

And you're right, he is a great guy, yeah.

Jenna Jordan:

He is, yeah. Actually one of my markets that I'm pursuing for Wisconsin is healthcare and there is a healthcare event that's out in Arizona. So I'm nagging him to meet up with a handful of our clients at that event in March.

Steve Gosselin:

Awesome. Yeah, I know he'll enjoy that and will appreciate that. So you're doing full time business development for [Center 00:15:54] Wisconsin and you alluded to it, but jump in a little bit more and had you fall into business development as a career choice.

Jenna Jordan:

You said it, I really just I fell into it when I was working in nonprofit, part of my role was fundraising. And I was missing the mark unfortunately when I was with US Fire because in my mind I was like, I'm selling safety, this is the most important thing. And when I was raising money for the foundation, it was ultimately my family's job story and others like it. That brought the donor dollars. Yes this is an important course and we'd like to be a part of it. And so I took that into the construction industry on the fire protection side. And it turns out that in construction sometimes the job story isn't as important as what it's going to cost to do the safest thing in the building. No, but it became a little personal for me on the fire safety side that moving it to ECS was a welcome change and I was able to distance myself a little bit from that side of things, but I still volunteer with the organization and I still spend a week in the summer being a counselor, which is really nice.

Jenna Jordan:

I don't have as much concern about liability in donor dollars as I do. The kids just enjoying themselves. But yeah, ultimately it was what someone else had seen in me that brought me to the business development career. And one of the things I was sharing with Julie is if you're finding a way to do what you love, you can find a way to get paid for it ultimately, and I've been really blessed to be able to bring my passion for charity and for safety into my work every day, I find that asking clients what their backstory is just like you did with me has been a phenomenal way to connect. I've even one of my close friends in economic development after sharing my story found out that she too was a burn survivor. And so it's just that's my favorite thing I think is just being able to connect with people. And that's at the heart of what business development is. People like to do business with people who they like and who they connect with. And I've been able to use some of my personal reputation to translate into a professional reputation for ECS which has just been awesome.

Steve Gosselin:

Great. That's incredible. So where exactly are you stationed in Wisconsin?

Jenna Jordan:

That's always a great question for a business development professional, because I feel like I'm stationed everywhere and nowhere at the same time. I sit in the Nina office of Wisconsin under the direction of Alex Barker, the office manager for the Green Bay Nina Offices. But in Wisconsin we have offices in Green Bay, Nina and Brookfield. So I really serve all three of those offices and travel all over the state of Wisconsin. I'm a nurse in Wisconsin today for a conference. I'm everywhere really.

Steve Gosselin:

Yeah, okay. So I'm going to try and do my best, a little rapid fire Wisconsin here. If you think about the company, our center of gravity is still east and south, but we are moving west and north as well too and excited about those moves. I personally, I could find Wisconsin on a map, but a lot of our listeners couldn't, but I could do that. I know where you are Madison is the capital of the state. I could find Green Bay in Milwaukee, and that's probably about it. Enlighten us a little bit, where's your favorite place to go in the state?

Jenna Jordan:

Oh my gosh. Well, first I'll say that I'm really glad you didn't ask me for specific geography because that's not my strong suit. But that said, with summer being my favorite season, my husband's family and I like to go up to the Minocqua area and there's really beautiful lakes and cabin, and it's just like a barefoot, no makeup up environment that I can really just unplug. So I would say that's probably one of my favorite. But also there's no place like home and I've been lucky to call multiple places in Wisconsin my home. I grew up in Spring Green, which is a tiny little town about an hours drive Northwest of Madison, but Madison was always the nearest civilization. So Madison has a pretty big piece of my heart and I lived there with my brother for the foundation. And I went to college in Eau Claire which is on the Western part of the state closer to Minnesota. And so I've got little homes everywhere in my heart in this state.

Steve Gosselin:

Yeah. You mentioned lakes and things like that. Are there lots of lakes? I mean, is the fishing good? I mean, is there a lake close by that you like going to with your dog?

Jenna Jordan:

Oh yeah. Well we have it. This weekend is actually going to be the first time we take him out onto a frozen Lake Winnebago. One of the little gems of Wisconsin fishing culture is that this weekend marks the beginning of Georgians hearing, which I think there's one other lake that there's a super brief season for it. But beyond that Lake Winnebago in Wisconsin is the only lake that you can do that on, and it really has a cult following and people travel for it. And the DNR has done magnificent job of preserving the sturgeon population in that lake. There was a time where they were thought of as a junk fish and people were overfishing that population. And now Lake Winnebago is where it's at. So we're bringing the puppy out onto the ice, and there's about a 13% success rate with getting the sturgeon, some more of the activity I'm not going to lie revolves around staring into a big green hole with a drink in your hand and not just [inaudible 00:22:20] by me.

Steve Gosselin:

Now that sounds like my kind of fishing, okay.

Jenna Jordan:

Yep.

Steve Gosselin:

So a lot of our listeners, the outdoors like us, and so is there good camping, good hiking, and maybe this time of year, tell us a little bit about like cross country skiing, if they're outdoors, what could they do?

Jenna Jordan:

Oh, everything you just mentioned is available in Wisconsin. Again, that [inaudible 00:22:46] Eagle River area is the true up north theory of Wisconsin. And it's really, when you go there, it's like a totally different culture. I mean, Wisconsin is already relatively a rural state, but you get into some of those late country areas and it's just a totally different pace of life. And it's about small business and local activity. And you can, like I said, shut it down, go around barefoot and mosey through a sleepy little town that likes it that way.

Steve Gosselin:

Yeah, great. Well, we can hear the passion in your voice. Yeah, and obviously actually love your state. So thanks for sharing that with us. We really appreciate that.

Jenna Jordan:

Absolutely.

Steve Gosselin:

Yeah. So Julie, I can see you've got some questions. So you want to jump in?

Julie Smith:

Yeah, sure.

Steve Gosselin:

Okay.

Julie Smith:

Well, I'll first of all just say I will come visit Wisconsin, but only in the summertime. I do not do winter, is not my thing. So frozen, nope, no. Summertime Lakeside, okay, I could handle that. But I know you touched on it and cheering how you got to ECS. And I know when we chatted earlier, you also mentioned how mentorship has really impacted your career and specifically how you've been at ECS and the team members that you've been able to work with. So could you share a little bit about that?

Jenna Jordan:

Yeah, I always worked between the firefighter organization to the fire protection contractor to now ECS in a relatively male dominated environment. And I have gotten pretty comfortable in that realm in construction and development in general is the pretty male dominated realm. And I have been just super thrilled honestly by the real leadership opportunity there has been for women in the ECS family. And I found some leadership and growth through honestly, too many women to name in this company. But I also have to say, I already gave him a shout out, but Alex Barker is the office manager for the Nina Green Bay Offices in Wisconsin, and he has just been invaluable for me, he is one of the most patient

and communicative people that I could have ever been blessed to be working under. Because like I said before, I didn't know anything about geotechnical engineering or any of our other service lines for ECS when I was hired.

Jenna Jordan:

And in business development, it's phenomenal that there is a position where you can open a door just with your personality and conversation, but when you get serious clients, there's only so many times I can respond with, let me get back to you on that before I start to lose my credibility. And so over the past almost three years with Alex's he's the first person I go to and I'm do we do this? Or can we do that? And what does this look like? And what does this cost? And the mutual respect there has been such a breath of fresh air in this industry for me as a woman. I absolutely respect his knowledge and he's never condescending or exasperating with the fact that I don't share the same technical knowledge that he does. And so we've been a really good team that way.

Julie Smith:

Yeah. I love that. And I love your courage to ask those questions and dig deep into learning the technical skills and then having that communication with him, has been absolutely great for you. Okay, so you touched on it earlier already, but when we were talking, you were like, that would be my one... What's your one business development tip for all of our listeners?

Jenna Jordan:

Yeah. So like I said, my big thing is if you are able to bring your energy and enthusiasm for the things that you love and you are able to connect with people over those things, that you give a little to get a little. So if everyone likes to talk about themselves, whether they like to admit it or not.

Julie Smith:

Mm-hmm (affirmative).

Jenna Jordan:

So you can open the door, honestly like Alex did for me. You said you were proud of me for not having fear of asking those questions, but really he and the team at ECS created an environment for that curiosity. And that's what I try to do in business development is create an environment where a client can come to me with a question or a need and we've already established a level of trust because we've shared our back stories since we were three years old or a day out at the hunting club where we're able to share that passion. And if you're able to share your passion in your work, I think that's probably the best thing you can do in a business development capacity.

Julie Smith:

Yeah.

Steve Gosselin:

That's really great advice. And I think that's the hardest thing for our folks to really, I guess, understand or accept is that at the end of the day it's all about just developing a relationship, getting to know somebody, asking a few questions, opening up, sometimes being vulnerable which is hard for a lot of our listeners to do as well too. But once you do that, you realize that there's always some connection. I

mean, I would've never known meeting you the first time if we had cordially introduced ourselves that you love to hunt, that you love dogs, you love the outdoors, all these great things. And those are all things that we all share and can connect with.

Steve Gosselin:

But by spending time getting to know people first and developing that relationship at a certain level of trust and understanding, it does it becomes a lot easier. And ultimately, I know that we're in a very competitive business and sometimes we struggle to find work or we struggle to maintain clients or things like that. But ultimately we really want to work with people we like, people that are friends. And so if you can develop those relationships and turn people into friends, it becomes a lot easier.

Jenna Jordan:

Absolutely.

Steve Gosselin:

Yeah. So really intrigued about your passion for volunteer work and sharing with the community. And at ECS, we do encourage our folks to give back to the community and make a difference somehow. We really, really strive to do that. We try to encourage folks and give them time to do that. We've got so many great stories we could all tell. Do you have advice for our listeners on how to get connected with the charitable cause and community service, something they could do?

Jenna Jordan:

Oh, definitely. I mean, I think all you really need to do is look at your circle. And if there's something that really calls to you or maybe something has impacted someone you really love and care about, in my case it was my brother and I really found my passion through that. But there's so many things. And even if you start from your professional circle. I've spent some time volunteering and being on a committee for the American Heart Association, who does a Hard Hats with Heart program that includes a lot of general contractors and folks in the design and engineering community. The whole development and construction arena is riddled with heart concerns. It's a high stress job. Folks are smoking and drinking and all these things. And so there stuff there, you can just start with something that you love and care about and Google it or something. There's an organization for a cause everywhere. And if you can't find it, start it.

Steve Gosselin:

Yep, there you go. And that's all great advice and really, I think it is. Something that you can connect with and is important to you and something that you have some passion about. And so that way it's not only do you feel good about it, but it's really, it's something that fills you up, it's something that you really want to do. Yeah.

Jenna Jordan:

You got to fill your bucket.

Steve Gosselin:

That's right, yeah. What else, Julie, you got anything else for Janet?

Julie Smith:

Yeah. Okay, one more question for you. Obviously you have a moving story that you shared with us, and this ties into our typical last question, but who inspires you?

Jenna Jordan:

Yeah, I think that the easy answer with the whole moving story that I just told would be my brother, and that is certainly true. He does inspire me in a lot of ways. But ultimately I got to say my parents and what they choose to do when they saw a need, that was not an easy commitment to make. Having a child ever is a massive commitment, and to take one in who's not yours, who's also very medically high maintenance, it's been a very trying but rewarding part of all of our lives because my parents did that, and because they chose to make a difference in that person's lives. So honestly, anyone who sees a need and goes out of their way to fill it however small, that's inspiring to me. We as humans are just built to give and share and build each other up. And there's a whole lot going on in the world today that just does, is not reflective of that. And so look for the helpers that Mr. Rogers quote, those people inspire me.

Steve Gosselin:

Yeah. I that's a great answer. And you look out and if you watch the news or you read social media, stuff like that, and it all is filled with is just all this bad stuff, all these bad things happening. Nobody's getting along, there's all that stuff. And certainly, I'm not trying to say that that's not the case, but what we don't see is how much good that really is going on and on behind the scenes. In almost every case, nobody really cares about the notoriety or the attention, it's just something that they want to do to help out, to make a difference, to give back to the community, as compared to what I described earlier, people are doing that to get attention. I mean, there's so much good that's going on, there's so many good things happening and we really don't see and hear enough about that. So I think that today, if nothing else for our listeners and what we're trying to get to in this podcast is, what can you do to make a difference in someone's life? I mean, there's an opportunity every time you turn around.

Jenna Jordan:

Yeah. And one of those underrated aspects of altruism, there's a debate if there is true altruism even out there, because one of the happy little accidents of giving back to anything that is of value is that intrinsically, you feel so good about yourself. We are as humans just a very purpose driven species and without purpose, what's the point? And so if you're able to contribute to something that you're passionate about, that's really a game changer.

Steve Gosselin:

Yep, absolutely. Thanks for sharing with us today, and thanks for leading us down this path. We never know when we do one of the Coffee Talks where it's going to lead. So this has been incredibly gratifying. So thanks, Jen. Let me go ahead and wrap this up and we want to know what fills your cup, what makes you happy and what brings you joy?

Jenna Jordan:

I love seeing other people happy. Like I said, just went down that altruism path, being able to give something to somebody that brings a smile to their day however small fills my cup.

Steve Gosselin:

Awesome, that's great. Well, thank you so much for taking time out of your busy schedule. I know how busy we all are across the platform. There's a lot of stuff going on out in the industry. We manage to fill our time, but we really don't have a whole lot of spare time. And for you to take time to share your story with us and let us know a little bit more about you and our operation up in Wisconsin, which we don't get to hear a lot about either, and we need to hear more about it. The folks that you're interacting with, some of the work that y'all are doing, we really appreciate your time. And we're really excited to have you as part of the team. It's great getting to hear from you and get to know you. So thank you very much.

Jenna Jordan:

Thanks so much for having me spot.

Steve Gosselin:

Thank you for listening to Coffee Talk: From the Ground Up. We hope you enjoy today's episode. If you have an idea on future topics, guess, or up for a round of call, you can call me, text me, email me, just get in touch with me and I'll get it to Julie and we'll get it set up.

Julie Smith:

And for those of you that don't want to play golf and you may hate talking on the phone, that's okay. You can send us an email [@ecsmarketing](mailto:@ecsmarketing) [@ecslimited.com](mailto:@ecslimited.com). Be sure to follow us on social media and subscribe to this podcast. So you never miss an episode.

Steve Gosselin:

Thanks Julie, years to having a great day.