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BCH Mechanical, Inc.

Newsletter ♦ First Quarter 2012

ConServ Expands into Refrigeration

By Brad McIntire, Vice President of ConServ Building Services, Inc.

Early in 2010, **ConServ Building Services** acquired *RP Heating and Cooling* in Charlotte, North Carolina, and immediately merged the firm with our existing services to create **ConServ Building Services of North Carolina**. Shortly thereafter, the newly formed company expanded into South Carolina, servicing our national retail accounts.

One main benefit of the *RP Heating and Cooling* acquisition was their well-seasoned management team and field personnel. We were also presented with another opportunity, Medium and Low Temperature Refrigeration Services.



With the knowledge and expertise of our recently acquired personnel, combined with the capital and technology of **CBS**, this new entity has quickly become a major player in the commercial refrigeration services market, boasting major supermarket chain accounts like Food Lion and Wal-Mart Super Stores. They were also recently awarded forty-nine Super Target Stores. Convenience stores are a major component for



the North and South Carolina team, counting both the Circle K and Pantry chains as clients, reaching as far west as Mississippi and Alabama.

With the obvious synergies created by adding a service that utilizes our existing resources, such as trade skills and emergency dispatch services, we are looking closely at this model to determine its viability for expansion throughout our existing geographical footprint. By providing some additional structured and specialized training to our current talent in the field, we will be able to provide increased opportunities and long-term job security to our associates while offering a superior product to our clients.

BCH Mechanical, Inc.

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BCH Mechanical, Inc. is a mechanical contracting company, established 1976, specializing in HVAC, plumbing, piping, medical gas, service and sheet metal.



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A Message from the President:

2011 has been another challenging year with adversities to overcome, including project delays at Sarasota Memorial Hospital, Sun Hydraulics, Tampa General, and Morton Plant. Construction revenue for **BCH** was down nearly 25% from plan. **ConServ Building Services**, our service division, expanded with new offices and additional revenue coming out of North Carolina and Georgia. The service growth outside of Florida helped offset the construction revenue drop.

Fortunately, we have maintained the key nucleus of our team and added new members in the service arena—we are still over 420 associates strong at **BCH** and **CBS**. We will be able to finish the year near breakeven, when national surveys indicate that over 65% of construction related businesses will lose money in 2011.

The future looks brighter; we have recently secured new work, including USF Multi-purpose, Dietary and CVTOR @ TGH, and the University of Tampa Residence Hall. Construction has resumed full-pace at SMH as well. We hope we can ride this flurry of work going into the first quarter and build upon it in 2012.

"The only way to know how customers see your business is to look at it through their eyes". —Daniel Scoggin

ConServ continues to expand throughout the southeast, with a new office and service work in Texas. As we get new service business and vans on the road to improve our efficiencies, **ConServ** is poised for another breakthrough year which will help stabilize our entire company from future economic downturns.

Overcoming adversity is essential not only for business success but also for success in sports. I coach the varsity basketball team



Daryl Blume

at Shorecrest (see spotlight article on the new Shorecrest Athletic Facility) and I am always surprised by the parallels. Although it is early in the season, we already have two starters sidelined due to injuries. When faced with adversity, we are challenged to forge alternate game plans

which provide others with a chance to step up, similar to our current marketplace. Each day brings an opportunity to overcome any obstacle the opposing team may create and allows us to strategize in an effort to get that added edge over the competition.

"The main ingredient to stardom is the rest of the team". —John Wooden

Our mantras for the basketball team and our company team are so similar: TEAM—we are as good as we perform as one unit.

"DO WHAT WE DO" we play to our individual strengths and put individuals in position to succeed. INTENSITY- we will be more aggressive and play with more reckless abandon than any other team. WANT IT- we will play with more passion and want it more, by outthrusting the competition-no matter who is on the court.

Just as in business, we find a way to win—the right way. There is always a better way: more cost-effective, more efficient, more creative means and methods. What I have learned from my teenage basketball players is to never give up and to keep on working, tomorrow will be a better and brighter day. And along the way, the wins and small successes turn a group of guys into a special team of winners.

Let **BCH Mechanical** be that special team you depend on going forward. We appreciate the business you have afforded us in the past and look forward to bringing home that next big win for your team.

Project Spotlight

Shorecrest Preparatory Athletic Facility

Architect: Wannemacher Jensen Architects
Engineer: BCH Mechanical, Inc.
General Contractor: Hennessy Construction Services
Subcontract Amount: \$575,000

BCH Mechanical built the new Shorecrest Preparatory Athletic Facility with Hennessy Construction Services on an eight month schedule. The project had to be completed after the end of the 2011 basketball season and before the first practice of the next season in October of the same year. This was accomplished using a Design Build Delivery system.

BCH performed the HVAC and plumbing, fully integrating a web-based digital control system. **ConServ Building Services** provides turnkey service and monitoring 24/7. If the basketball coach wants to turn up the heat during a game, a simple text will allow the A/C to turn off and the heat to turn on—talk about a home court advantage.

Shorecrest's \$5 million athletic center is a state-of-the-art facility, unrivaled in the local private school arena. The original gymnasium, which housed Shorecrest's volleyball and basketball teams for 38 years, was torn down in March and the new facility occupied in October for full team usage.

The lobby includes a lit lightning bolt (Shorecrest Chargers) at the top of the ceiling that will be visible from First Street North in St. Petersburg during games. There are two courts, one for competitive games and the other for recreational activities. In addition, there are six locker rooms, including one each for men's and women's referees. The competitive court has a top-notch sound system and is wide enough to accommodate two volleyball games at the same time if a tournament is held.

The Shorecrest Prep Chargers Basketball team has won two consecutive District titles, coached by our very own Daryl Blume. They expect to challenge again this season, even though they have moved up in classification and will play larger schools.

The Chargers will now be able to host their first District Tournament in years; their previous facilities were far too antiquated to provide adequate accommodation.



BCH Anniversaries

BCH WOULD LIKE TO THANK OUR LONG-TIME EMPLOYEES WHO CELEBRATED ANNIVERSARIES IN OCTOBER, NOVEMBER, & DECEMBER

10 OR MORE YEARS

Wendy Madera
William Wright, Jr.
Kurt Johnson
David Daniels
James Humphreys
Thomas Smith
James Longstreet
John Goltl
Linda Moxley
Gene Angell
Gary Gatley



10 OR MORE YEARS (cont.)

Kevin Early
Michael Sherron
Robert Fontana
Matthew Getchell

20 OR MORE YEARS

James Mitchell
James Berthold
Michael Wright
James Johnson, Jr.
Richard Hunt

UNDER CONSTRUCTION

- Bayfront MOB
- Coca Cola Line 8 Expansion
- Con Med B-3 Medical
- Eckerd CMLS
- Mease Dunedin Hospital Surgery
- MLK MOB
- Nielsen Building A Renovation
- Pasco Middle School
- Pinellas County Judicial Tower
- Raymond James Financial Link
- Raymond James Health Clinic
- SMH: Bed Tower
- SMH: Surgery/Vertical Expansion
- TGH CVTOR
- TGH Dietary
- UF Corry Village
- USF-St. Pete Multi-Purpose
- Women's Center at Trinity MOB

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