



BCH Mechanical, L.L.C. & ConServ Building Services, LLC

Exceeding expectations with a constant sense of urgency and rigorous standards of quality.

The Industry LEEDer Newsletter ♦ First Quarter 2018

Tampa Wins ConServ's Run for the Cup

ConServ Building Services holds a spirited annual competition that pits branch against branch, in order to encourage continuous improvement. The “*Run for the Cup*” is based on several metrics, including: safety, growth, employee turnover, and utilization (technicians at customer sites).

The award, accompanied by a trophy, is given to the top **ConServ** location at the end of each year. The trophy remains at the location until a new winner is selected. This year's winner is the Tampa Bay branch. Ed Berry accepted the award on Tampa's behalf from Gene Angell. Gene's Orlando team won in 2015, 2016, and came in a close 2nd this year as well.

Next year, the Tampa Bay market will be split into two branches, Largo and Tampa. We expect that the bar will only be raised higher for all the branches.

Congratulations to our Tampa location, may they enjoy having the trophy in their office—and the bragging rights that come with it! We appreciate the hard work of all of our **ConServ Building Services** locations and thank them for another strong year.



Gene Angell (on left) presents the Cup to Ed Berry.



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

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ConServ Building Services, LLC, a division of BCH Mechanical, provides commercial HVAC and refrigeration services throughout the Southeastern U.S. Expanded services, such as plumbing, electrical, test & balance, and general maintenance, are offered at select locations.

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What's Happening at BCH?

Joe Azzaro Promoted to GM



Joe Azzaro began with us in 2006, and has made many steps and advancements throughout his time with **ConServ**. With the continuing growth of both our customer base and technicians, we felt the need for a GM to take control of the HVAC division for the areas of 110, 110A, 210, and 810. These areas encompass most of the west coast of Florida, up into the Panhandle. Joe will manage the team to help increase efficiency, improve safety, and enhance training to bring us to the next level of service. Joe, welcome to the next step of your career with **ConServ**.

AR Volunteer Outing

The first volunteer outing of our Accounts Receivable team was a great success. Evangelina, Mary, Sheena, Kaylee, Sam, Becky, Linnea, and Galina donated their time to *Home Instead Senior Care*. Our AR crew wrapped a ton of gifts and had some fun helping the community. You make us proud!



L to R: Evangelina Hart, Sheena Martin, Kaylee Moore, Mary Pen, and Samantha McGowen.

401k News for Employees

Effective February 1st, 2018, the **BCH/ConServ** plan will be merging with the Comfort Systems USA 401k plan, to offer you additional advantages, including:

- ◆ 50% match on the first 5% invested
- ◆ Wider range of investment options
- ◆ A wealth of online educational tools

Congratulations to the Pugh Family

Warren Pugh, **BCH** IT, just attended his daughter's graduation from Ohio State University. Lauren Rachele Pugh received a Bachelor of Science in Chemical Engineering. She has already accepted a full time job offer to work for NALCO Champion as a District Representative. We wish you the best of luck on your new path!



Edwin Benitez Takes New Role

We needed a new branch manager in Jacksonville and set out to promote from within. Edwin Benitez, a long term employee with seven years of Service Technician experience with **ConServ**, was chosen for the job. He brings a great amount of talent and an understanding of our business model. Edwin will provide great leadership to his technicians while providing great service to our customers. Welcome aboard Edwin.



EXCEEDING EXPECTATIONS

"I would like to thank you all for the team of workers sent to my job. **Veto [Terrasi]** has gone above and beyond to help me, in any way, to keep my job on schedule. **BCH** should be proud of the men that were sent to **ONICX**, they worked together with all to make a great work environment on the job site."

Glenn Caron
Superintendent, **ONICX**

The Year in Review



BCH and **ConServ** enjoyed another record breaking year in 2017, with over

\$122M in earnings. This was an increase of 20% over 2016. Business has been rolling in thanks to you, our customers.

What you get by achieving your goal is not as important as what you become by achieving your goals". — Zig Ziglar

One of the most exciting events of last year was the acquisition. We were acquired in April, by Comfort Systems USA, symbol FIX on the New York Stock Exchange. Even though we are now part of one of the largest and best run national mechanical firms, our goal is to operate the business with the same vision and processes that made us a success. The main advantages will be the additional training and support available from our corporate office and our ability to take advantage of their "best practices", which we have already seen pay off. On the construction side, **BCH Mechanical** wrapped up many major projects in 2017.



Winter Haven Hospital:

A 2-story addition, including CEP upgrade, this \$9M healthcare project was completed in the 4th quarter.



Grand Living Citrus Hills: The Citrus County site for Grand Living's adult facility was our largest VRF system, with over 200 units connected.



Florida Manufacturing Research Center (FAMRC): This Kissimmee research facility is an incubator for research companies moving to our market. The project had a heavy sheet metal scope of over \$6M, due to the intense clean room spaces.



Koltel Hotel (Hyatt Place): This 12-story hotel in St. Petersburg also utilized a VRF system that was over \$4M, in HVAC scope alone.

"Act as if what you do makes a difference. It does". — William James



Raymond James Stadium: Our 2nd off-season remodeling of the 20 year old stadium included an upgrade of the suites, lockers, and other common areas. This phase was \$5M and was accomplished in a 5 month period.

We are also nearing completion on the Lakeland Hospital Patient Tower and James Museum, and are well positioned to take on several large, new opportunities in 2018 and beyond.

With the largest contingency of skilled craftsmen on the west coast of Florida, **BCH** is poised to take advantage of the labor crisis in critical construction trades like plumbing, piping, and sheet metal better than ever before. **ConServ**, with skilled service technicians and local offices from Virginia to Florida, and west to Texas, is poised to keep growing local markets and building our national and regional customer base. Our technology and efficiencies will continue to drive our service expansion.

I would like to thank our clients, subcontractors, and suppliers for the business afforded us in 2017. And most importantly, our team members, who continue to "exceed customer expectations"—and my expectations, on a daily basis. If you need anything in 2018, don't hesitate to call me personally. Happy New Year!

Daryl Blume, President

Under Construction

Bayfront Free Standing ED
Bellevue Inn
Bradford Residence—Phoenix
Brandon Medical Office Building
Career Academies
CHS Heart of Florida
CCNA Auburndale Line 6
Coca Cola Tampa
Consolidated Car Rental
CPCC—New ED Center
DJJ Southwest
EHI Rental Care—TIA Airport
Florida Hospital Women's
Surgical Care
Florida Hospital Winter Garden
Hillsborough Community College
Holiday Inn Express and Suites
JFK Medical Center Garage
JT Williams Middle School

Kendall Medical Center Garage
Lakewood High School
Lakeland Regional Hospital
Moffitt McKinley
NY Yankees—Kitchen
Pasco High School
Pinellas County Jail
Raymond James Financial Tower #1
South Bay Hospital
South Hillsborough VA
St. Pete College
Clearwater Library
St. Pete College
Student Success Center
St. Joseph's North Hospital
Tampa Convention Center
Tampa General Hospital
USF Health Morsani
University of Tampa



LITTLE HARD HATS

Team member Jerry Jordan's son Gavin, pictured above, on a visit to the James Museum site.

We hope this sparks an interest in building!

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