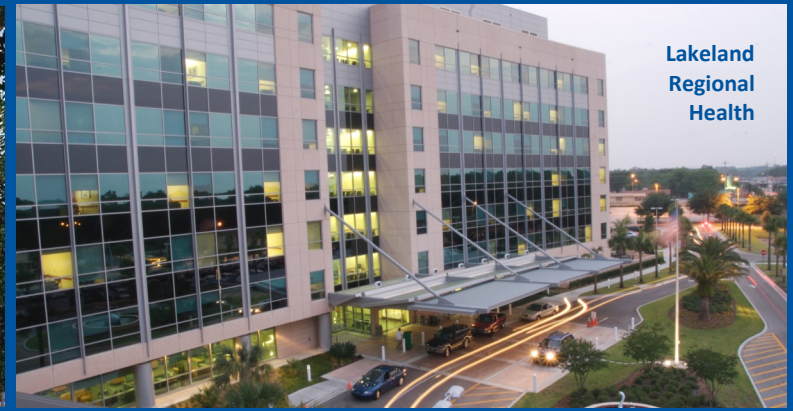




The James Museum



Lakeland Regional Health

# 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 2019

## Project Spotlight: DRKCOM

NOVA Southeastern University is expanding into Pinellas County in a big way. They broke ground on the new Tampa Bay Regional Campus in Clearwater, on March 7th of 2018. Located on the Courtney Campbell Causeway, the site is a beautiful, unique setting to create a campus. The first phase of the project encompasses over 320,000 sq. ft., with space to expand an additional 200,000 sq. ft.

**BCH** was hand selected by **Moss Construction**, for our firm's unique ability to bring design assist value to the team. With a no-option "completion date" and a design that was not complete when **BCH** was brought on board, we have worked very closely with the consulting engineering team to provide value engineering during the completion process.

**BCH Mechanical's** contract is currently over \$13M to provide the full mechanical services: HVAC, plumbing,



sheet metal and controls. As part of our agreement to meet an intense schedule, we have been utilizing up to 80 employees, working six 10-hour days, to maintain the intense schedule. When complete, the full 320,000 sq. ft. campus will be in use, less than 12 months from the time that site construction began for our scope.



The Dr. Kiran C. Patel College of Osteopathic Medicine (DRKCOM) is being realized through part of a \$225 million philanthropic gift from Tampa-area Cardiologist Dr. Kiran C. Patel and his wife, Pediatrician Dr. Pallavi Patel.

## BCH Mechanical, L.L.C.

Daryl W. Blume  
President

Dan Allen  
Vice President-Operations

Brian Wilkinson  
Vice President-Sales

CONTACT INFORMATION  
BCH Mechanical, L.L.C.  
6354 118th Avenue N.  
Largo, FL 33773  
Phone: 727.546.3561  
Fax: 727.545.1801  
www.bchmechanical.com

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

### ConServ Building Services, LLC

6350 118th Avenue N.  
Largo, FL 33773  
Phone: 727.541.5503  
Toll Free Service: 1.800.940.3241  
Fax: 727.544.1924  
service@conservonline.com  
www.conservonline.com

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.

Copyright © 2019  
BCH Mechanical, L.L.C.

## The Year in Review

**BCH Mechanical** (construction) & **ConServ Building Services** (service) had another record setting year in 2018, due to a strong 4th quarter to close out the year.

With three (3) large projects in progress, including USF Morsani (University of South Florida's new medical school), DRKCOM (NOVA Southeastern University's new medical school), and just getting rolling on the downtown JW Marriott (part of the Water Street development), we have sufficient backlog entering 2019. We have the ability to be selective and focus on design build and design assist projects.

*"Success is not the key to happiness. Happiness is the key to success. If you love what you are doing, you will be successful."*

— Albert Schweitzer

With the largest contingency of skilled craftsmen on the west coast of Florida, we are poised to take advantage of the labor crisis in critical construction trades. We have also had made tremendous strides in recruiting and training new team members.



Daryl Blume

**ConServ Building Services**, our service division with skilled technicians and local offices throughout the Southeast, continues to take advantage of our regional footprint to provide "first class" service. Our technology and efficiencies will continue to drive our service expansion.

*"The goal as a company is to have customer service that is not just the best, but legendary."*

— Sam Walton

"Thank You" to our clients, subcontractors, and suppliers for selecting **BCH** and **ConServ** as your company of choice in 2018. We will continue to strive to make improvements in key aspects of our business including: customer service experience, CAD/engineering proficiencies, pre-fabrication enhancements and key operational processes to improve expectations on a daily basis.

Please call me for any of your needs in 2019. Happy New Year!

Daryl Blume,  
President

## Check Out Our New Training Room

Our company invests a great deal of resources to ensure that our people have the right tools to do the job well. This is especially true of skills and safety training. We debuted our new training room in December of 2018. Located at Largo HQ, it will be utilized by team members from both **BCH Mechanical** and **ConServ Building Services**.



# What's Happening at BCH?



Congratulations to **Blake Grimm**, **Employee of the Month** for August! He was nominated for going above and beyond. Blake provided assistance on a project to ensure that the team could

accomplish their schedule goals. Blake arrives early to make sure things go smoothly and even gave up his office to make room for another co-worker. He is a true team player who is always willing to learn new things, ask questions, be positive and help out when needed! He has been noticed by management as a talented young individual with a bright future in our industry.



Members of the **BCH** team participated in the *ABC Gulf Coast Chapter's Outstanding NeXGen Leadership Group Class*. **BCH** is a long-time member and supporter of *ABC* and was honored to take part.

For Christmas, we adopted three families with three children each through the Florida Dream Center. We made a *Giving Tree* and everyone from **BCH** and **Conserv** chipped in to buy gifts, completely above and beyond what we expected. Thanks to our generous team for contributing. Pictured below, **Eileen Proctor** and **Diane Maher** stand by the *Giving Tree* and presents for the families.



**Jocimara Olone**, **Samantha McCowan**, and **Kimberly Smith** (above) volunteered to register participants for the *Florida Hospital Clay Shoot* to benefit the Pediatric Emergency Department.

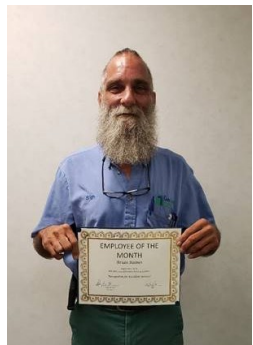


Congratulations to **Jennifer Lopez** October's **Employee of the Month**. Jennifer works at the **Conserv** office in Charlotte, NC. Jennifer was nominated by several of her coworkers for her

enthusiasm and positivity. With her competence, she makes complicated work look easy and always brings a high level of energy to the office.



Our Halloween Luncheon was a hit, with several finalists in the running for "Best Costume" (below) but **Suzanne Belmonte**, **BCH**, and **Brittany Roberts**, **Conserv**, (at right) were the big winners. Each walked away with a \$100 Visa gift card.



Congratulations to **Brian Raines**, our **Employee of the Month** for September. Brian was nominated for an exceptional coordination job at Westfield Mall. He was nominated by several managers after receiving kudos from our customer's on-site Facility Manager. We'd like to express our thanks to Brian for consistently delivering excellent service to all of our customers.



# ConServ Service Superstars

## **Lyonheart Partners** **University Mall in AL**

"I just wanted to reach out to pass along word from Lyonheart on a job well done! The customer wanted to say thank you to our team and yet another kudos to a **Conserv** tech (**Richard Parker**) that repaired the unit!

She was very impressed with his work ethic and wanted us to make sure we got the message through the appropriate channels on his commendable job! Thank you!"

## **Target Stores,** **Distribution Center in AL**

"I just spoke with Kevin at Target HQ and

am pleased to announce that he has received a lot of good feedback on HQ's end with the quality of the install job that **Brian's** team did with the new Liebert unit at the Target Distribution Center.

Because of this positive feedback, Target will definitely keep us in mind on any future Liebert installs for our area! Compared with other areas and vendors, we were superior in quality and cost of bids. Thank you so much for providing us with **Brian Raines** and his team.

This was a team effort for both the Florida and Alabama **ConServ** offices. You made our #1 customer very happy. Excellent job everyone!"

## **Hyatt Place** **St. Petersburg, FL**

"I just wanted you to know that it was our pleasure to have **Ricardo Serracin** doing some drywall repair here in our laundry. He conducted himself in a very professional way. I know a little about drywall work and his work was seamless. What prompted me to write to you was that when **Ricardo** completed making repairs he actively searched for a mop and bucket to clean up his mess. Unheard of! It's that extra step and attention to detail that got my attention. Please let him know that he was appreciated."

***We appreciate the hard work and dedication of all our team members!***

CHECK US OUT ON THE WEB: [www.bchmechanical.com](http://www.bchmechanical.com) & FOLLOW US ON FACEBOOK! BECOME A FAN OF BCH MECHANICAL, L.L.C.

**HVAC • SHEET METAL • PLUMBING • MED GAS • SERVICE • LEED • DESIGN/BUILD**

**BCH**  
MECHANICAL, L.L.C.

[www.bchmechanical.com](http://www.bchmechanical.com)  
6354 118th Avenue N.  
Largo, Florida 33773

**ConServ**  
Building  
Services, LLC

[www.conservonline.com](http://www.conservonline.com)  
6350 118th Avenue N.  
Largo, Florida 33773



***Happy Holidays!***