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Sanford-Burnham Medical Research Institute at Lake Nona

BCH Mechanical, Inc. & ConServ Building Services, Inc.

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

The Industry LEEDer Newsletter ♦ Second Quarter 2017

We Have Exciting News at BCH!

We have entered into an agreement with **Comfort Systems USA (CSUSA)** whereby **CSUSA** will acquire the **BCH** family of companies, including **BCH Mechanical** and **ConServ Building Services**. The motto, however, is “business as usual”, so we expect minimal disruption to current roles. All key managers, including Daryl Blume and Dan Allen, will continue to run the day-to-day operations of the company so you will still see all of the familiar faces that make up the **BCH/ConServ** team.

Fortunately, **Comfort Systems** believes in having their entities run autonomously. This is good news, for both our team and our clients, because it allows us to continue operating the same way we always have. Our focus is on ensuring that you, our valued customers, receive the same level of service and support you have grown accustomed to with us. Even our name remains the same.



ABOUT COMFORT SYSTEMS USA (CSUSA)

You may have heard of **Comfort Systems USA**. They are a leading provider of commercial, industrial and institutional

heating, ventilation and air conditioning services that earned roughly \$1.6 billion in annual revenues in 2016. They have thirty seven (37) companies like **BCH** and many still have their original owners at

the helm. **CSUSA** encourages their entire workforce to share experience and best practices. We believe they can help us take our family of companies to the next level. As we sized up future partners, **CSUSA** stood out from the rest, and was, by far, the most closely aligned with our own culture and vision, “Think national. Act local.”

WHY NOW?

Being part of **Comfort Systems USA** will guarantee the continuity of the business as new leadership is developed. We expect this opportunity will afford us a smooth transition and allow for consistent growth in the coming years as the younger generations of our team forge their mark. We have many long-time associates in key positions, enabling us to turn over some of the reins and continue to promote from within.

“Our focus is on ensuring that you, our valued customers, receive the same level of service and support you have grown accustomed to with us”

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BCH Mechanical, Inc.

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

ConServ Building Services, Inc.

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ConServ Building Services, Inc., 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?

A New Arrival

Join us in congratulating Julia Klaiber, AP Manager, and her husband Brandon, as they welcome a new baby boy to the family! We couldn't be more excited for them. Covan was 7 lbs, 11 oz, and 21 inches.



Say Hello to the Newest Member of the BCH Family

Expressing Thanks

Members of the **BCH** crew were treated to a Worker Appreciation Lunch at the Steinbrenner Field Enhancements jobsite with Turner Construction Company. Our team was proud to have worked on the newly renovated NY Yankees Spring Training Facility.



Worker Appreciation Lunch @ Steinbrenner Field

Taking Care of Our Own

Recently, **BCH** employee Sean Bageard lost his home to a tragic fire. Thankfully, his wife and son were not home at the time. He arrived in time to save one pet but was not able to save the others nor salvage any of their possessions. The property they were renting, and all of their belongings, were burned in the fire. We set up a contribution fund and were able to present Sean with a check for \$6,000 to help his family through this difficult time. We are so grateful that he and his family are safe.



Ray Cordell, Sean Bageard, and Joe Downs

Reaching Your Goals

BCH promotes a healthy lifestyle for our employees. One method of ensuring our team stays on track is our "Lifestyle Worksheet". There are 21 items to try to check off each day to work toward a healthier you. The goal is to get as many items checked off the list as possible. The checklist items are:

- ◆ Slept at least 7.5 hours
- ◆ Ate a nutritious breakfast
- ◆ Ate at least two servings of vegetables
- ◆ Ate at least two pieces of fruit
- ◆ Included 25 grams of fiber in diet
- ◆ Ate a nutritious lunch
- ◆ Drank water: 1/2 body weight in oz.
- ◆ DID NOT eat any fast food
- ◆ DID NOT drink soda/sweet tea/fruit juice
- ◆ Ate a healthy snack
- ◆ Got up and moved every 20 minutes
- ◆ Ate a balanced and nutritious dinner
- ◆ Ate dinner before 8 pm
- ◆ Took 9 deep inhales and exhales in a row
- ◆ Exercised in a group fitness class
- ◆ Exercised for at least 30 minutes on own
- ◆ Did 10 push ups
- ◆ Did 1 minute of plank work
- ◆ Did 10 air squats
- ◆ Said something nice to someone
- ◆ Smiled - often

We Have Exciting News at BCH *(Continued)*

THE SUCCESS THAT PAVED THE WAY

Last year, **BCH Mechanical** celebrated 40 years in business and **ConServ Building Services** marked 25 years, providing best in class service in Tampa Bay. We are closing our best year ever, eclipsing \$104M in annual revenues in 2016 with 11-offices throughout the Southeast and over 600 associates.

It was our service expansion over the last 10-years has helped fuel our growth. For many years, it was our firm who acquired smaller, high performance HVAC-R companies in order to enhance our services and resources. **ConServ** now has offices in Atlanta, GA; Charlotte, NC; Dallas and Houston, Texas; Nashville, TN; Piedmont, AL; Richmond, VA; and Jacksonville, FL. These are in addition to our original Florida locations in Ft. Lauderdale, Orlando, and our home base in Largo.

With the Tampa Bay economy going strong and the construction market gaining momentum, we feel we are

primed to continue our growth in the coming years.

HOW CSUSA WILL HELP US TO SERVE YOU BETTER

Our team will continue to exceed expectations for you, our valued customers. One of our top priorities is to train, coach, and lead the next generation of service superstars in order to continue earning your trust and confidence. Each project allows us to reaffirm our reputation as one of the region's top specialty contractors. We know this depends on the quality of each new job we complete for you and that will continue to keep us focused. We also understand that we need to continue improving at an accelerated rate to stay above the competition.

CSUSA brings tremendous tools and resources on which we can capitalize for our associates, from training programs for PMs, Superintendents, and Service Technicians to a host of industry topics. They hold regular peer meetings and

encourage collaboration with sister operating companies, which will help us keep our goal of constant improvement in the ever evolving arenas of pre-fabrication technique, BIM coordination, and job tracking systems, for example.

For our staff members, this opens up new opportunities for those interested in growing both personally and professionally. Being part of a larger team, with incredible financial resources, will give us the opportunity to pursue an even wider array of job sizes and types.

QUESTIONS?

If you have questions or concerns about how the acquisition may affect your firm, please don't hesitate to contact us. Pick up the phone or send an email to a member of the estimation, project, or management team. We are confident that this step will positively impact our team as well as the quality and safety of our work. If you want to learn more about **CSUSA**, visit them online: www.comfortsystemsusa.com.

Join ConServ at PRSM2017

ConServ Building Services has been a proud member of the Professional Retail Store Maintenance Association (PRSM) for over a decade. We value our relationship with this dynamic organization and look forward to the annual conference so that we may connect with the retailers and retail facility maintenance professionals that we have the privilege of serving all year long.

ConServ is exhibiting at PRSM2017 in Fort Worth, TX, from April 18th-20th. Our team will be on hand to answer all of your HVAC-R service and planned maintenance questions. **Stop by booth #333** to say hello and register to win an iPad!

ConServ Service Superstars



"Please put in a good word with the management at **ConServ** regarding Danny (Bawor). He has been amazing...working hard and long to get the A/C back working properly. He is not only very competent at his job, but is mannerly and professional, and makes sure everything is to satisfaction before he leaves. He deserves to be commended for a job well done. Thanks again!"

Mary L. Bowne
University Community Independent Practice
Association, Inc. (UCIPA)

Sign up for the RFAC 5k, 10k, and 1 Mile Family Fun Run!

Scheduled for May 13th in downtown St. Pete, the annual chip-timed races and fun run have become an instant classic. And many of our **BCH** team members will be there! The event is sponsored, in part, by the *BCH Foundation* and benefits the *Johns Hopkins All Children's Hospital Foundation*. Visit www.runforallchildren for more information.



Congratulations to Our Employees of the Month



Darlene Siegle

Congratulations to **Darlene Siegle**, **January EoM**. Darlene is a Service Coordinator for our Georgia office and received multiple nominations from her co-workers. She was selected for her positive attitude, dedication, and willingness to go the extra mile.

Darlene has received compliment calls from numerous clients. She keeps everyone updated and provides comprehensive data, often before it is requested. Darlene does a fantastic job and our customers have let us know how much they appreciate the work she does. In the office, Darlene pitches in, even handling dispatch calls for other service areas, when co-workers need assistance.

The **February EoM** is **Paul Sanchez**! Paul was nominated for his ability to take the initiative and step up whenever he sees a need. Most recently, Paul volunteered to be responsible for measuring, analyzing, & ordering a specialized exhaust system.



Paul Sanchez

Paul quickly took the lead on the project and learned everything there was to know about this critical system. To ensure the customer received the highest quality product and service, Paul took this task to heart. He came in early, stayed late, and personally worked with everyone from the field foreman to the supplier. Paul is an asset to **BCH**. We appreciate his dedication as well as his willingness to exceed expectations.

CHECK US OUT ON THE WEB: www.bchmechanical.com & FOLLOW US ON FACEBOOK! BECOME A FAN OF BCH MECHANICAL, INC.

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



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