

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

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

The Industry LEEDer Newsletter ♦ Third Quarter 2016

## The BCH Mechanical Timeline

**BCH Mechanical** is celebrating its 40th anniversary this year and **ConServ Building Services** its 25th, feats that we are celebrating for the entire year. In the last issue, we listed our company's key milestone accomplishments from 1976-1999. In this issue, we are highlighting important events from 2000 to 2007.

### 2000

In August, **BCH Mechanical** was sold to TECO Energy. The goal was to build central plants, sell chilled water like electricity, and do Performance Contracting (PC) type projects all over the state of Florida.



**ConServ Building Services** started the Test and Balance Division and **Ed Berry** became NEBB Certified.



Brad McIntire

The Construction Division was established, with **Brad McIntire** of **ConServ** completing several energy projects, including: Broward County Schools, Jackson Medical Complex, and Miami-Dade Ice Storage Facility, which fed the Miami Heat Arena and United States Postal Service.

### 2001

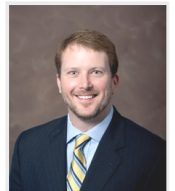
**BCH** hits \$49.5M in revenue with **ConServ** at \$10M. Established the Lighting Retrofit Division out of South Florida to facilitate the energy performance scope of work on projects.

### 2002

**BCH** performed full mechanical for the \$11M Hard Rock Casino project and was contracted by DPR (Hardin) for Nielsen Media's HQ, a 475,000 sq. ft. \$15M project.

### 2003

**Brian Wilkinson** started the Orlando Construction office, obtaining key jobs like Merritt Island High School Piping Replacement and Central Florida Community College HVAC & Lighting Retrofit.



Brian Wilkinson

## BCH Mechanical, Inc.

Daryl W. Blume  
*President*

Dan Allen  
*Vice President-Operations*

Brian Wilkinson  
*Vice President-Sales*

John Fields  
*Chief Financial Officer*

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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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# Flashback!

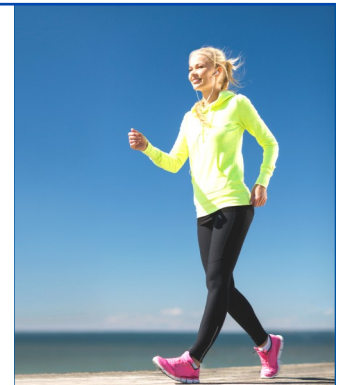
Do you recognize these graduates?  
They are members of the  
Apprenticeship Class of 1991.

### From Left to Right:

Jimmy Longstreet, Safety Manager; Jimmy Johnson, Jr., Plumbing Superintendent; and Dave Seiler, Piping Superintendent

## BCH Wellness: Tips to Renewed Health

- 1. YOU FIRST:** Make time for yourself, for up to 30 minutes of physical activity a day. Strive to get some kind of activity—even if it's a walk with the dog or a bike ride.
- 2. DO WHAT YOU ENJOY:** The most important determinant of long-term success with fitness is how much you enjoy the activity. Choose FUN!
- 3. PARTNER UP:** If you have a friend with similar abilities and goals, hold each other accountable. It is much more motivating to push each other. Friendly peer pressure and competition will do wonders to help you in meeting goals.
- 4. COMFORT ZONE:** We all want to live comfortably, but workouts produce the best results when they are uncomfortable. Adjust your mindset to seek greater challenges over time and you will see your body respond.
- 5. SLOW AND STEADY:** The adage that life is a marathon and not a sprint is so true for fitness. Doing a 4 hour workout in hopes of shaping up fast will likely do more harm than good. Commit to 30-60 minutes a day and gradually build up intensity.
- 6. 90-DAY CHALLENGE:** Dive into a transformation challenge with a group. Don't do it for money; do it for the personal challenge. Going all-in and attaching a deadline provides daily motivation that can become self-perpetuating after you have a good fitness base.
- 7. HIIT:** High intensity interval training is where you alternate periods of very fast activity with slower recovery and body weight strength training. Research has shown HIIT training will help you burn more calories. Burn baby, burn.
- 8. FIND INSPIRATIONS:** "Knowledge is power", so educate yourself. Read or watch transformation stories. Bodybuilding.com, Biggest Loser, and numerous other shows and articles are out there to teach and motivate you. Post that "before" pic of yourself on the fridge, one that you will see every time you are ready to open the door, for added inspiration. Motivation works wonders!
- 9. SHOP WITH A PLAN:** Don't go grocery shopping when hungry. Think through your meals and go with a list full of vegetables, produce, whole grains, brown rice, quinoa, sweet potatoes, and healthy options. Avoid packaged, processed foods and fast digesting carbs, such as white bread, pasta, and sugar.
- 10. EAT CLEAN:** Limit restaurant dining to once per week. Not everyone loves to cook, but commit to making one "clean" meal per week. Make it a fun challenge to get creative in the kitchen.





# Celebrating 40 Years: BCH Timeline Continued

## 2004

**BCH** secured the Cox Target Media Headquarters (Valpak) contract, the first of several negotiated projects with the Austin Co.

Cox Target Media HQ (Valpak)



Joe Downs

**Joe Downs** joined **BCH** as Piping/Plumbing Coordinator. An associate of **Dan Allen's** from Chicago, Joe runs our water-side field operations.

**CBS** upgraded the Westfield Countryside Mall CEP on a design build basis, saving the owner \$16k/mo. in utility costs and continues to service multiple facilities for them to this day.

**BCH** contracted our largest project at \$31M, the new St. Joseph's Hospital-North and secured the Grand Central at Kennedy, a \$7.5M multi-family chilled water project, for which **ConServ** has maintained the service agreement.

St. Joseph's Hospital-North



## 2005

**Daryl Blume** and **Dan Allen** purchased the business back from **TECO Energy** in January. The initial goal was to grow service and pull **BCH** construction back to a 150 mile radius of Pinellas County.



Dan Allen

**BCH** performed the major addition at Tampa General Hospital with Skanska. Our first major open book fee-based project at \$25M. The **BCH-TGH** relationship is 11 years running with over 100 additional projects performed since.

Contracted for a \$5.1M design build project at the Buccaneers Training Facility and have since maintained agreements with the Tampa Bay Buccaneers.

The Buccaneers Training Facility



**Ed Berry** and **Brad McIntire** were both promoted to the positions of Vice President of **ConServ**. Ed was placed in charge of operations at **ConServ** HQ in Largo and all local divisions. Brad was tasked with directing the expansion of service territories and overseeing national accounts.



Ed Berry

## 2007

Secured the Polk South County Jail, a 3-phased, \$16.5M project. **ConServ** locally established an Electrical Service Division (at this time we had HVAC, Plumbing, and General Service Divisions in Largo).

## Bowling for a Good Cause

**BCH** is pleased to have participated in the Construction Bowl 2016, a fundraiser hosted by Manhattan Construction. On Thursday, April 28th, teams sponsored by firms in the construction industry bowled against each other for a fun night of entertainment and networking at Pin Chasers Midtown. Proceeds from the event benefitted the Big Brothers Big Sisters of Tampa Bay.

The BCH Team (at right): Tasha Murine, Daryl Blume, Grant Walker, & Brian Wilkinson



# Congratulations to Our Employees of the Month!



**Zoey Semidey**

**March's Employee of the Month** is **Zoey Semidey**. Zoey is in the Accounts Receivable Dept. and is known to be an energetic team player with a positive attitude. In addition to completing her own responsibilities in a timely and efficient manner, she continually seeks opportunities to assist her team members.

**Kelley McKay** is our **April Employee of the Month**. Kelley is a part of the **ConServ** Service Operations Dept.,



**Kelley McKay**

where she went above and beyond, taking on the duties of a coworker for several weeks. Kelley was also integral in expediting permits and inspections, making valuable contributions before her cross training was complete.

**May's Employee of the Month** is **Samantha Bryan**. Samantha is part of the Payroll Dept., where her keen attention to detail has resulted in timely and accurate payroll distribution. Samantha saved our firm



**Samantha Bryan**

significant amounts of money, by identifying and correcting software-related mistakes, preserving accurate payroll figures without missing deadlines.

## ConServ Superstars

Thank you Jocelyn, gave the tech the green light. The tech is **John (Berthiaume)** from **Conserv**. He is the best HVAC tech I have used thus far, very pleased with his skill and knowledge.

Thank you,  
**Jason, Travel Centers of America**

CHECK US OUT ON THE WEB: [www.bchmechanical.com](http://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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Happy Anniversary to  
BCH and ConServ!

