



USF-SP Student Center



St. Joseph's Hospital-North

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

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

The Industry LEEDer Newsletter ♦ Fourth Quarter 2016

ConServ Integrated Building Controls

ConServ Building Services can take care of all of your building control needs in one convenient, integrated platform.

ConServ is an established, full-service Honeywell ACI (Authorized Controls Integrator). Our technicians installed a web-based controls system in the state-of-the-art Shorecrest Athletic Facility when it was first constructed. We also installed a web-based integrated controls system with security for Florida Cancer Specialists.

Our work with Charter Schools USA has best exemplified the power and efficiency of Honeywell control systems. We have installed individual control systems in their school buildings across the south and have tied them together utilizing a Honeywell Niagara Enterprise Server. This ensures that all of their building management needs can be met from one convenient site—with monitoring, trending, alarming, and control of all of their buildings from one central place.

We are now performing multi-system integrations for businesses with multiple locations throughout the Southeast.

Shorecrest Athletic Facility



Florida Cancer Specialists, Brandon

To learn how the Honeywell integrated controls platform can save you time and money, contact Controls Division Manager, Josh Lemus, at (727) 215-9282 or via email at jlemus@conservonline.com.

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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 Southeast. Expanded services, such as plumbing, electrical, test & balance, control systems and integration, and general maintenance, are offered at select locations.

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Message from the President

All year, we have been celebrating our 40th anniversary. **BCH Mechanical** was founded in 1976, to provide HVAC systems in commercial facilities. Our service division, **ConServ Building Services**, is also marking an important milestone, celebrating 25 years in business. **ConServ** was established in 1991 to provide HVAC maintenance in the Tampa Bay area.

"It takes many good deeds to build a good reputation, and only one bad one to lose it". —Benjamin Franklin

BCH and **ConServ** have grown beyond our wildest expectations in volume, reach, and variety of services. The one constant, since the beginning, has been our goal to "exceed customer expectations" and develop a culture that pushes our customer service level beyond anything that is experienced in the industry.

"If you do build a great experience, customers tell each other about that.

*Word of mouth is very powerful".
—Jeff Bezos*



Our team drives excellence with dogged persistence, challenging every associate to bring their highest level of quality and commitment every day.

I believe that this singular focus on service has enabled us to grow into one of the top mechanical and service companies in Florida. These extraordinary business achievements are a direct result of our customers. Our repeat customers are the one thing that clearly separates our business from so many others. We have customers with whom we have continuously done business for 10, 20, or 30+ years in construction and service.

"Patience, persistence and perspiration make an unbeatable combination for success." —Napoleon Hill

We are humbled and proud to be so well thought of and we continue to come to work each day with a singular focus on getting better, continuing to drive our performance and service.

Daryl Blume

Team Anniversaries: 20 Years or More!

20 Gene Angell (96)

20 Peg Thomas (96)

20 Donald Page Jr. (96)

20 Ted Bawor (96)

20 Bobby Goodman (96)

20 Ralph Yturriaga (96)

21 Kevin Early (95)

21 Felix Cordero (95)

21 Mark Pfeffer (95)

21 Lynn Halverson (95)

22 Michael Sherron (94)

22 Brad McIntire (94)

22 William Rowley (94)

22 Jeffrey Laska (94)

23 Timothy Scott Parker (93)



24 Edward Sian (92)

24 Jeffrey Nichols (92)

25 Kevin Fowler (91)

26 Mark Priddy (90)

26 James Mitchell (90)

26 Kenneth Thomson (90)

26 Joseph Surey, Jr. (90)

27 Lester Brensinger, Jr. (89)

27 Angelo Terrasi (89)

28 James Berthold (88)

29 Michael Wright (87)

30 David Seiler (86)

30 Jesse Moody (86)

32 James Johnson (84)

35 Ed Berry (81)

36 Daryl Blume (80)

38 Richard Hunt (78)

Thanks For Your Loyalty

Celebrating 40 Years: BCH Timeline Continued

2008

ConServ Building Services agreed to service Target stores in Atlanta, GA, officially expanding outside of Florida. The CBS-Target relationship has since expanded to 492 locations throughout the southeast.



BURNHAM INSTITUTE AT LAKE NONA

BCH was selected for the Amway Center (Orlando Magic) and the Burnham Institute, a 3-story, 178,000 sq. ft. project, at \$16.2M, our largest lab/clean room at that time.

2011

ConServ purchased Bradford Mechanical, in Houston, expanding into Texas and reached a record \$20M in revenue, contributing to **BCH's** annual total of \$62.8M.

BCH obtained Charter Schools USA contract for Winthrop Charter School in Riverview, with Ryan Companies. **ConServ** now performs the controls, test & balance, commissioning, and service for their facilities throughout the southeast.

2013

BCH was selected for the Eckerd College CMLS project; USAA, a 466,000 sq. ft. new facility; and the \$4M University of Tampa Residence Hall, one of several projects with UT and Beck Construction.

2014

ConServ purchased Florida Pro Air, in Jacksonville, FL. Owner **Phil Tanner** stayed on as branch GM. **ConServ** exceeds \$35M in sales revenue, a 75% increase in 3 years. **Mike Sherron**, Sheet Metal Coordinator overseeing roughly 150 men, celebrated his 20th anniversary with **BCH**.



LAKELAND REGIONAL MEDICAL CENTER

2015

BCH was contracted for Lakeland Regional Medical Center, at \$33M, our largest project to date.

ConServ purchased Cool Air Solutions, in Nashville, TN, as well as Marshall Mechanical in Richmond, VA. **Dave Smith** and **Johnny Pritchett** stayed on as GMs.

BCH earned record revenue of \$98.6M (\$38.35M from **ConServ**), a 57% increase in 4 year's time.

2009

ConServ purchased Anytime Heating and Cooling out of Atlanta, GA, and officially established **ConServ of Georgia**. **Robert Blalock**, one of the original owners, stayed on with the new entity and has guided our Georgia presence since.

BCH secured USF Visual Performing Arts, one of several projects for University of South Florida, including Magnolia Hall Dorms, over the next few years.



2010

ConServ purchased RP Heating and Cooling, in Charlotte, NC with **Jason Morris** guiding **ConServ of NC** with phenomenal growth. **BCH** performed the Nemours Children's Hospital project in Orlando, with Skanska.

2012

ConServ purchased Stillwater Refrigeration and Construction, in Piedmont, AL, with owner **Bob Holbrooks** remaining on as General Manager. **BCH** contracted for the Sarasota Memorial Hospital Patient Tower, a \$10.6M project with Skanska. We also began our relationship with **RC Stevens** and have performed multiple Coca-Cola facilities with our industrial mechanical division.



SARASOTA MEMORIAL HOSPITAL

2016

ConServ purchased V-tec Mechanical, in Dallas, TX. Owner **Justin VanVleet** remained to oversee operations. **BCH** secured the contracts for Winter Haven Hospital for \$8M; Raymond James Stadium for \$4M; and Grand Living for \$6M—our largest design build project to date. **Jesse Moody** celebrated 30 years with **BCH**. He has guided our sheet metal shop from manual operation to automation, producing 4M+ pounds of metal per year.

BCH celebrates 40 years and **ConServ** turns 25 this year!



Congratulations to Our Employees of the Month



June's Employee of the Month was **Kelly Navarro**, in the ConServ Service Operations Dept. She was nominated for this award for

voluntarily working overtime in order to meet deadlines—completing quotes and activating orders for equipment parts, in order to keep service response times down. Our technicians and our customers have enjoyed smoother, faster repair visits as a result of her diligence.

Kelly Navarro



Kelly Burke was our July Employee of the Month. Kelly is the Lead for the Accounts Payable Dept. and was nominated because

of her attention to detail and her commitment to go the extra mile. Recently, she caught and corrected vendor billing errors, which resulted in significant cost savings for our firm.

The August Employee of the Month was **Galina Calvo**. Galina is the Lead for

Kelly Burke

the Accounts Receivable Dept. and was nominated for her commitment to excellence and problem solving ability. Galina is

always seeking innovative solutions to problems and takes the initiative to solve them. Galina's efforts have overturned errors in billing that led to increased profitability for our firm. She consistently meets or exceeds deadlines and inspires others to do the same.



Galina Calvo

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

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A Special Thank You

On July 1st, Terry Kahl, a **BCH** employee, was stung by a wasp at the BISC project; Terry has a severe allergy to bee stings. **Chris Clark**, Colwill Superintendent, was in the trailer next to ours when Terry was stung. He immediately saw the severity of the situation and personally rushed him to Florida Hospital.



CHRIS CLARK, COLWILL ENGINEERING SUPERINTENDENT

By the time they arrived, Terry was unconscious. Doctors immediately administered a dose of medicine which reversed the effects of the wasp sting. Had Terry been brought in only moments later, this would have been a much worse outcome. We want to thank Chris for his quick response, taking action to get emergency care for a member of our team.