

THE BUZZ

The Newsletter of BCH Mechanical and ConServ Building Services

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What's New at BCH & ConServ?

BCH MECHANICAL, L.L.C.

Daryl Blume
CEO

John Fields
President

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

CONSERV BUILDING SERVICES, LLC

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President

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Executive Vice President

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Sales Manager

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

The Year in Review

FROM OUR CEO



BCH Mechanical (Construction) & ConServ Building Services (Service) exceeded all expectations in 2019. Both combined, earned over \$140M in revenue. Many thanks to our team of employees and loyal customers who have made this year a success. The key to our construction growth was due, in part, to critical anchor jobs, several fast track jobs, and additional summer shut-down work, which pushed us over \$100M in construction work alone.

Those key anchor jobs included USF Morsani, a \$25M mechanical scope for the first of the new downtown Tampa Water Street projects. Then, just as Morsani was winding down, the JW Marriott was ramping up. The 26-story hotel project is worth over \$30M, and is expected to be completed at the end of 2020, in time for the Super Bowl.

Our diverse 2019 projects allowed us to build stable, consistent resources, while also performing additional, significant fast track projects, such as DRKCOM. This 325,000 sq. ft. Osteopathic Medical School, in Clearwater, was performed while simultaneously working on six (6) Hillsborough County school summer projects, which required numerous full mechanical replacements in the nine (9) weeks that school was out.

With the large-scale work and intense remodels behind us, we are well positioned to take on major opportunities in 2020. We have expanded our in-house capabilities, with a new 28,000 sq. ft. sheet metal manufacturing and assembly facility. We are re-purposing our existing facility for piping and plumbing pre-fabrication, enabling us to reduce field labor and assemble in a controlled environment. 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 like plumbing, piping and sheet metal, allowing us to complete projects in significantly less field hours. Our BIM department, including engineering and CAD design talent, has placed us in the position to offer design build, design assist and provide redesign needs on any project.

ConServ Building Services, our service division, with skilled service technicians and offices from Virginia to Florida and west to Texas, are on track to keep expanding in all local markets we serve, building our national and regional customer base. Technology and efficiency will continue to drive business.

"Thank You" to our clients, subcontractors, suppliers for the business afforded us in 2019. And most importantly our team members, who continue to "Exceed Customer Expectations" and my expectations on a daily basis.

Please call me for any of your needs in 2020. Happy New Year!

Daryl Blume, CEO

PROJECT SPOTLIGHT

VA HOSPITAL



BCH Mechanical is excited to be partnering with Turner Construction on the James A. Haley Veterans' Hospital Bed Tower Expansion. It is the most recent in a spate of hospital construction projects throughout the Tampa Bay area, totaling more than \$1 billion.

The VA Hospital project will cost \$148.6 million, and is designed and built by Turner Construction Company and Page Southerland Page Inc., under a contract awarded by the US. Army Corps of Engineers. BCH Mechanical was awarded the HVAC and plumbing scopes for the project. The James A. Haley Veterans' Hospital will gain nearly 150 new beds after construction of a multistory bed tower at the Tampa hospital.

The 245,000 sq. ft. bed tower project will consist of 96 medical surgical, single patient rooms and 40 intensive care beds. The new tower is located directly east of the main hospital and south of the Community Living Center. The completion of this project is expected in 2021.

RECENTLY COMPLETED PROJECTS

BCH MECHANICAL

PASCO COUNTY JAIL CAMPUS UPGRADES
SUNBELT APOPKA HEALTH & REHAB
CROSTOWN CENTER PHASE II
USF MARINE SCIENCE LAB RENOVATION
TGH 6K PARATHYROID
FHT LAB RENOVATION
CPCC-ADVANCED TECHNOLOGY CENTER
CPCC NEW ED CENTER
LAKEWOOD HIGH SCHOOL PHASE II
LRH NEW COOLING TOWERS
JHACREB
BAYCARE WHH GME
QDI EXPANSION PHASE II
BRANDON REGIONAL HOSPITAL SANITARY RISER
MOFFITT MCC DEMO
TCC CONCESSIONS
TGH AHU 6 COIL REPLACEMENT
EDITION HOTEL MODEL ROOMS
TGH AHU 72 REPLACEMENT
BAYONET POINT WOUND CARE
TGH 2F CARECOMM
BRANDON MOB HCA ED CENTER
NORTH BAY HOSPITAL GENERATOR ADDITION
NORTH BAY HOSPITAL NUCLEAR MED
MORTON PLANT EP2 & EP3 RENOVATION
INTIMISSIMI INTERNATIONAL PLAZA
MEDICAL CENTER OF TRINITY CT RENOVATION
MEASE COUNTRYSIDE OR 11
MOFFITT IDS PHARMACY
DUNBAR ELEMENTARY SCHOOL PHASE I
BAYONET POINT CT RENOVATION
YANKEES IT
USF ENB 214 & 216
TOHO SQUARE GARAGE TRENCH DRAIN
NYY BATTING CAGES



CROSTOWN CENTER PHASE II

CONSERV BUILDING SERVICES

POINCIANA SUITE 220
SEARS DESIGN BUILD
LAKEWOOD RANCH FITNESS CONTROLS
WELLS FARGO REPLACEMENTS
TARGET DAVENPORT
CHANNEL 28 MINISPLIT INSTALLATION

RECENTLY AWARDED PROJECTS

BCH MECHANICAL

BAUSCH & LOMB WASH ROOMS
MOFFITT M2GEN CELL THERAPY
LARGO MEDICAL DECON SINK
MEMORIAL HOSPITAL OF TAMPA
COCA COLA LINE 7 REPAIRS
SKYCENTER ONE
LLT ACADEMY SOUTH BAY
MOFFITT MCC GAS LINE



SKYCENTER ONE

CONSERV BUILDING SERVICES

CITY OF LARGO WWRF OPS BUILDING
JHACH ENDOSCOPY RENOVATION
BAUSH & LOMB WASHROOMS
UNIVERSITY OF TAMPA FERMAN CENTER
PATRICK MARSTON UNIT REPLACEMENTS
CIRCLE K
SUNHYDRAULICS 1500 BUILDING
AUNTIE ANNES & CINNABON SARASOTA
NIKE 88 ORLANDO
APPLE GREEN
7 ELEVEN
CHS VERO BEACH
GAMETIME COUNTRYSIDE MALL
DR MATTHEW SMITH UNIT REPLACEMENT
JETBLUE OSC EXPANSION LAKE

BOWLING FOR KAITLYN FUNDRAISER



Kaitlyn is an 18-month-old little girl who inherited a disease known as Neurofibromatosis, a genetic disease that can cause tumors on the body, which in some instances, do become cancerous. This is the case for Kaitlyn, who is undergoing chemotherapy for a large, cancerous tumor on her right arm. She was fitted with a chest tube on October 23rd and began her chemotherapy on October 24th. Although chemotherapy seems risky for this young girl, doctors found twenty other dormant spots in her tiny body, and they are hoping chemo will not only shrink the tumor on her arm, but kill the other spots as well.

~EVENT SPONSORS~

ConServ Building Services, LLC
J.R. Leonard Construction Company

~TEAM SPONSORS~

Heinger Advertising Inc.

Data-Basics Inc.

Superior Cranes, Inc.

WO Grubb Crane Rental

Ram Tool

Boom Truck Service

Queen City Sheet Metal

United Rentals

IPC Technologies, Inc.

Kaitlyn's Angels

Leger Corporation

Kaitlyn is the granddaughter of ConServ Building Service's Service Manager, Wayne Coss, who has been a dedicated employee with ConServ of North Carolina since 2010. On December 14, we hosted a bowling fundraiser in Charlotte, NC, and with the help of our amazing employees and sponsors, we raised **\$10,700** for Wayne's granddaughter, Kaitlyn. Please continue to keep sweet Kaitlyn in your thoughts, as she has a long road ahead of her.



MEET OUR NEW DIRECTOR OF SAFETY



We are happy to announce that we have hired a new Director of Safety, Rick Hauf. Rick comes to us with over 30 years of safety-related experience including construction, power generation, gas and electric transmission, and distribution and manufacturing. We are excited to have his knowledge and talent to help us continue to drive our safety culture. He will be based out of the Largo office, but will be responsible for safety at all of our locations.

Rick holds a Bachelor's degree from Loyola University and an MBA from the University of Colorado. He is an expert at OSHA and EPA-mandated compliance program development and training, and he is an OSHA 500 Authorized Outreach Instructor.

We are excited to have Rick join our team, as he will be researching new regulations and developments in the field of Health and Safety, and making recommendations for continuous improvement within our safety program.



J.J. THE "BEE" AWARD



BCH MECHANICAL'S EMPLOYEE RECOGNITION PROGRAM

October Winner



Victor Ortiz

November Winner



Jeff Nichols

December Winner



Diane Maher



ROWER OF THE MONTH



CONSERV BUILDING SERVICES EMPLOYEE RECOGNITION PROGRAM

October Rowers

Charlotte: Brian Noonan
Raleigh: Chris Bradford
Atlanta: John White
Tennessee: Don Bauer
Alabama: James Lee
Texas: Michael Tidwell
Orlando: Ernesto Perez
Sunrise: Jacob Kennedy
Largo: Jimmy McBride
Largo Trades: Craig Bialkoski

November Rowers

Charlotte: Jacob Bowman
Raleigh: Parker Hitt
Atlanta: Millard Wilson
Tennessee: Carlos Santiago
Alabama: Chris Hill
Texas: Nick Grimmes
Orlando: Juan Torres
Sunrise: John Hardy
Largo: Jeff Laska
Largo Trades: James Homan

December Rowers

Charlotte: Michael Absher
Raleigh: Jeff Montalvo
Atlanta: Bryan Amaya
Tennessee: Jonathan Conner
Alabama: Nick Pavino
Texas: Craig Showan
Orlando: Jamie Rivera
Sunrise: Jacob Kennedy
Largo: Ryan Kelley
Largo Trades: Trevor Simon

CONSERV KUDOS - A WORD FROM THE CUSTOMER

“ I just wanted to take a moment to compliment the crew (Trevor Simon, Bryan Coleman & Dan Rau) that worked on our AC unit this past Friday. Not only were they professional and worked quickly, they minimized the mess and made sure to leave the office the way they found it. The air is working great and the office is at a continuous comfortable setting. Can you please pass this along to their management team? I just want them to know they have a great crew working for them and deserve the acknowledgement. Thank you again for you and your team assistance.

-Elsie Smith from Matthew G. Smith, MD office

“ I just wanted you to know how smooth this project went, I also wanted to give a shout out to Trevor. My General Manager and myself, wanted you to know that Trevor (Trevor Simon) and his crew were always around and handled any needs that came up. I appreciate him being here on these final days, he's gone above and beyond.

-Salem Clark, Lakewood Ranch Golf and Country Club

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What's new at BCH Mechanical and ConServ Building Services?



Associated Builders & Contractors of FL Gulf Coast Chapter hosts the best events! Our Estimating & Sales team went clay shooting with Whiting-Turner and enjoyed the ABC Golf Tournament!

Pictured above: Lance Behn (Whiting-Turner), Julia Klaiber, Chris Johnson, and Mike Ferguson (Whiting-Turner).
Pictured to the right: Quinton Cavil, Chris Johnson, Justin Cobb and Cole Perkins (Tampa Win Supply).



SWAG GIVEAWAY!

Pictured above: Garrett Wolfe, Pedro Pagan & T.J. Hemphill at the JW Marriott project in Tampa, handing out free swag merchandise to our employees. We had an amazing year, and we wanted to show our employees how much we appreciate them! All BCH and ConServ employees were given swag merchandise as a token of our gratitude!



Our offices are always festive when it comes to holidays! We hosted our annual Halloween Costume Contest (pictured above) and our annual Ugly Sweater Contest (pictured below). It is always fun to see how creative our team can be!



Our Estimating team participated in the ABC Chili Cook-off on November 14th. Team "Great White Chili" didn't place, but we definitely had a good time! We even brought our mascot with us! Picture above: Julia Klaiber, Chris Johnson & Tommy Thornton.



Company Picnic 2019

Pictured below: AR Manager, Grant Walker, wife Jamie and family.



Pictured below are the winners of the kid's egg & spoon relay race! They went home with movie gift baskets and movie gift cards!



Pictured above: LeAnne Green and family with their new snow cone machine!

Corporate Headquarters in Largo, hosted their 1st Inaugural Company Picnic on October 12th, at John Chesnut Senior Park. There were plenty of games and prizes for all age groups, and everyone had a blast!



Employees and their families enjoying the field games of Tug-A-War & Potato sack races!



Shoutout to our volunteers! This team helped setup, cleanup, and organized and ran the field games. Pictured above from left to right: Ed Berry, Chris Johnson, Julia Klaiber, Quinton Cavil, Galina Calvo, Jeannie Lewis, Eileen Proctor, Makayla Gephart, Carolyn Martens, Emily Walker & Warren Pugh.

'Tis the Season of Giving



BCH Mechanical and ConServ Building Services hosted a Food Drive at the beginning of December. We were able to collect 325 pounds of food and \$500. The food collected will provide 5,271 meals to the community. Thank you to Feeding Tampa Bay for working with us!



BCH Mechanical and ConServ Building Services also hosted our 2nd Annual Toy Drive, benefiting the Florida Dream Center. Pictured to the right are all of the toys our team donated - teamwork really does make the dream work!



Our team came together this holiday season and made Christmas cards to pass out to residents in nursing homes. We had no idea when we started this, that we would end up with over 350 Christmas cards! We were able to deliver them to 5 different nursing homes, along with trays of cookies. It is amazing to be able to do something that brightens someone else's day.

REGISTER FOR THE 2020 RUN FOR ALL CHILDREN

We have announced the 7th annual Run for All Children 5k/10k & 1-mile Fun Run! Join us on Saturday, May 16, 2020 in support of John Hopkins All Children's Hospital.



The signature event is special to our company, as it was founded by Brian Powers, Sales Manager, & John Fields, President.

To register, or to learn more about the race, visit: www.runforallchildren.com

Remembering Gary Adkins

We are saddened to share that a beloved employee from our Georgia office passed away on October 5, 2019. Gary was with ConServ Building Services for almost 10 years, and was a dedicated employee.



Gary was full of life and an important person to so many people. Every time Gary was around, he was on the phone helping someone out, whether it was a co-worker or a friend.



His knowledge of the industry came from years of experience and made him a go-to-guy. He will be dearly missed by all of us at ConServ.

WELCOME TO THE FAMILY!



BCH Mechanical Supervisor, Aaron Kistner and his wife, Loren welcomed a baby girl, Presley Lynn Kistner.
Born on October 9, 2019.



From BCH Mechanical's Sheetmetal Department, Wade Stischok and his wife, Susan welcomed a baby boy, Adan Matthew Stischok.
Born on October 17, 2019.



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