

ISSUE 2 | 2021

THE BUZZ

The Newsletter of BCH Mechanical and ConServ Building Services



**CONSTRUCTION
SAFETY WEEK 2021**

CHECK OUT HOW WE CELEBRATED

PROJECT SPOTLIGHT:

MOFFITT CANCER CENTER
EXPANSION HOSPITAL

**OUR APPRENTICES
GRADUATED!**

LEARN WHY APPRENTICESHIP
PROGRAMS ARE SO IMPORTANT

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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.

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ConSrv 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.

A WORD FROM OUR CEO

COACHING



After 40-plus years in business, I hired a “Coach”. I had spent many years mentoring and coaching the future leaders of our business, but I was seeking more tools, techniques, and strategies to be more effective, so I enrolled in a coaching certification class. The “paradigm shift” started immediately, when I realized I needed to “coach the person” and not solve their problems for them. I also needed to be personally “coachable” by others.

This coaching strategy that I learned was familiar to me, just not in the business realm. During my 10-year basketball coaching stint at Shorecrest, I never made a free throw, but I did give feedback daily with intentionality. Our players watched film footage after games and visualized how they could expound upon those aspects of their game in which they were doing well, and we dissected and fixed those elements we needed to shore up. We came up with a solid game plan for the next game and held each other accountable for our roles as part of the team. It was a winning formula for my teams, and it should have dawned on me that this steadfast focus on daily improvement, a resilient mindset, and personal accountability—that “team is first” would work in business and life.

You should hire a coach if you need help:

- **Clarifying your goals:** A coach will extract these goals from deep in your heart of hearts; you will be in your element and thrive since it will be aligned with what you really want, need, and desire.
- **Help in prioritizing:** “What is the ONE thing I can do such that by doing it everything else will be easier or unnecessary?” –Gary Keller. Daily focus on doing the “important, but not urgent” (Stephen Covey) allows you to take your business and life to heights you never thought possible.
- **Identifying your blind spots:** What you do not know or think you know, but really do not know, are blind spots. A coach will help you to identify your blind spots and work with you to plug those gaps.
- **Thinking “outside the box”:** A coach will jar you into that vulnerable zone, since growth is to be found outside that comfort zone, and ask you pointed questions. If there were not perceived limitations—money, time, knowledge, would you consider other options?
- **Keeping you accountable:** While accountability takes on different forms in each sacred coaching relationship, the one thing that remains consistent is the feeling of positive pressure that our masterful coach will layer into your relationship.
- **Unbiased and unfiltered insights:** The truth may hurt, but candid insights and a swift kick to the ego may be just the wakeup call you need.
- **Show me the money:** Financials statements are the language of the business and the quickest way to tell the health of the business. Masterful coaches understand that they must constantly be checking these “vital signs” of the business.

Why does Tom Brady still have multiple coaches even outside the team coaches? The answer intuitively is obvious; he wants whatever edge he can get to take his fitness, mental acuity, and longevity to the next level. The single difference between elite and average performers is that elite people seek coaches and mentors. Put me in Coach!

PROJECT SPOTLIGHT

MOFFITT CANCER CENTER EXPANSION HOSPITAL

BCH Mechanical was awarded the sheet metal and piping scope of work for the new Moffitt Cancer Center Expansion Hospital project on the McKinley East campus in Tampa. We are excited to be working with Barr & Barr on this project, which is expected to be completed in July 2023.

The new \$400 million hospital will be a 10-story, almost 500,000 square foot facility, located on 20 acres across from the Richard M. Schulze Family Foundation Outpatient Center. The new facility will expand the capacity for inpatient hospital care and will modernize the ability to treat and cure cancer. The hospital site includes a nearly finished central utility plant of approximately 26,000 square feet and a completed three-story parking garage. Also included in the plans is a connecting bridge over McKinley Drive that will link the new structure with the outpatient center. Starting with 136 inpatient beds, it will have the capacity to expand to 400. The new hospital will feature 19 operating rooms, 72 perioperative rooms, three MRI scanners, one IMRI (mobile MRI), three CT scanners and two nuclear cameras.

This project includes over 54,000 feet of chilled water, heating hot water, and steam piping; over 850,000 pounds of sheet metal; and over 43,000 pounds of welded ductwork systems. BCH Mechanical is also installing 17 owner provided operating room and hybrid operating room ceiling systems.



CONSERV BUILDING SERVICES

RECENTLY COMPLETED PROJECTS

BED BATH & BEYOND DAVIE
TARGET - MULTIPLE LOCATIONS
HUDSON MIDDLE SCHOOL
ENCOMPASS LUTZ
EISENHOWER MIDDLE SCHOOL
WATER STREET COOLING STATION CEP
WELLS FARGO - MULTIPLE LOCATIONS
PARK CENTER
GRAYBAR PANAMA CITY
7 ELEVEN - MULTIPLE LOCATIONS

RECENTLY AWARDED PROJECTS

BED BATH & BEYOND - MULTIPLE LOCATIONS
TARGET - MULTIPLE LOCATIONS
FRED KARL
WFTS CHANNEL 28
7 ELEVEN - MULTIPLE LOCATIONS
MOSAIC LITHIA
MEDPROPERTIES EMERSON
ST. PAUL UNITED METHODIST
PELTZ SHOES
WELLS FARGO - MULTIPLE LOCATIONS
ALLIKRISTE OFFICE REMODEL

BCH MECHANICAL

RECENTLY COMPLETED PROJECTS

MOFFITT MKC PHARMACY
MOFFITT MCC GAS LINE
USF EVT PHASE 2
SLIGH MMS COMMUNITY CENTER
ASHLEY FURNITURE CENTRO YBOR
WATER STREET CEP WATER SOFTENER
TGH AHU-5 COIL REPLACEMENT
TORONTO BLUE JAYS DEHUMIDIFIER

RECENTLY AWARDED PROJECTS

UT CASS SCIENCE ADDITION
USF STERN LAB
DUKE ENERGY SUBSTATION BAYBORO
THIRD LAKE "FO" SPACE
MOFFITT SRB
HAINES CITY HARBOR FREIGHT
MCC NEW CEP UPGRADES-PHASE 2



SAFETY SPOTLIGHTS

CONSTRUCTION SAFETY WEEK 2021



MIKE GARD

Mike works as a Service Technician for ConServ Building Services out of our South Carolina branch. He always makes sure that he is wearing the proper PPE and performs work safely. On two-man jobs, he is sure to communicate with the second technician clearly about what needs to be done and makes sure that it is safe. When he needs new gloves or glasses, he reaches out and asks for them. Mike does not have any driving violations and is always sure to follow company procedure behind the wheel.



BOBBY GOODMAN

Bobby has been a Pipefitter with BCH Mechanical for almost 25 years. He brings many years of trade experience that allows him to foresee hazards and plan a safe job task. Bobby offers to help others with safety situation solutions as needed and is always willing to jump in and train them on how to do their job safely. He is a strong believer in "always watch out for the person working next to you". Thank you Bobby, for always promoting our safety culture and the prevention of injuries!



ERIC HAGGERTY

Eric works for ConServ Building Services in our New Construction division out of our North Carolina branch. He has been working in the HVAC field for a long time and because of that, he understands the importance of PPE. Eric is always the first person to let more novice workers know when they are doing something wrong or unsafe, and he quickly uses it as a training opportunity. Eric always makes sure that ladders are tied off properly, and he lets the office know if someone he is working with needs a new ladder because of deteriorating circumstances.



FELIX SANTOYO

Felix has worked as a Sheet Metal Foreman with BCH Mechanical for 6 years. He always comes to work every day with a "can-do" attitude. Felix takes safety and his supervisor duties very seriously and is always willing to go the extra mile to get the job done right the first time. In light of recent events, keeping your workplace clean and following proper social distancing measures has posed as a challenge. He shows great concern for the safety of his team in his daily safety planning, regularly identifying safety concerns and developing resolutions in response.



Our Apprentices Graduated!

A big shout-out and congratulations to our apprentices, who recently graduated from ABC Florida Gulf Coast's 4 year Apprenticeship Program in different trades. The purpose of the apprenticeship program is to develop a qualified, adaptable, and most important, a safe workforce. These apprentices went through both classroom training (where the apprentice learns the theory of the trade) along with on-the-job training (where the apprentice gains practical experience). We congratulate these hardworking individuals. We are so proud to have you all as part of our team!



Nathan Ortiz
HVAC Apprentice
ConServ Building Services



Hunter Hinton
HVAC Apprentice
ConServ Building Services



Nicholas Wertman
Sheet Metal Apprentice
BCH Mechanical



Adam Clarici
Plumbing Apprentice
BCH Mechanical



David Henderson
Plumbing Apprentice
BCH Mechanical



Mark Hughes
Plumbing Apprentice
BCH Mechanical

Going The Extra Mile



OUT WITH THE OLD AND IN WITH THE NEW!

Dardan Dabaj and Bakari Lodge (ConServ technicians in Wake Forest, NC) recently replaced a large, obsolete fan assembly on a Seasons Four unit at a Target store. Emphasizing a safe and secure approach and being experienced in performing this task, they decided to first build a stand to support and protect, as required.

Our technicians take pride in their work and are always using innovative ways to get the job done more efficiently, while also keeping safety at the forefront of everything they do. Job well done!



J.J. THE "BEE" AWARD



BCH MECHANICAL'S EMPLOYEE RECOGNITION PROGRAM

April Winner



Eileen Proctor

April Winner



Michael Deau

May Winner



John Ward

June Winner



Calvin Wolfe



ROWER OF THE MONTH



CONSERV BUILDING SERVICES EMPLOYEE RECOGNITION PROGRAM

April Rowers

Charlotte: Prescilo Piano
 Raleigh: Jose Henriquez
 Atlanta: Mike McDill
 Tennessee: Steve Parker
 Alabama: Chris Hill
 Orlando: Jorge Moraga
 Sunrise: Eduardo Diaz
 Largo: Raymond Spaulding
 Largo Trades: Keji Gipson

May Rowers

Charlotte: Mike Gard
 Raleigh: Chris Dale
 Atlanta: David Wills
 Tennessee: Keith Lewis
 Alabama: Richard Parker
 Orlando: Orlando Rodriguez
 Sunrise: Ariel Landrau
 Largo: Carlos Diaz
 Largo Trades: Bill Cahill

June Rowers

Charlotte: Tylor Hughes
 Raleigh: Nate Allen
 Atlanta: Dennise Medlock
 Tennessee: Michael Herring
 Alabama: Nick Pavino
 Orlando: Jorge Moraga
 Sunrise: John DelGiorno
 Sunrise: Alex Haydu
 Largo: Jeff Laska
 Largo Trades: Joe Montes

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



Our Estimating and Sales team had a fun time with the awesome crew from R.C. Stevens Construction (pictured above) at a Lightning game in April.



LIGHTNING STRIKES AGAIN ✂ What a great time to live and work in Tampa Bay! Our Estimating and Production Team (pictured above) enjoyed a lively Lightning play-off game with the team from Barr & Barr!



We spent Construction Safety Week celebrating the incredibly hard working people in our industry, who make safety the foundation of everything they do. We look forward to demonstrating our continued commitment to building a stronger, safer industry! Our team (pictured above) showing off their new safety shirts!



WORK HARD, PLAY HARD! Our Preconstruction team had the pleasure of spending a morning at Tampa Bay Sporting Clays with the Tampa Batson-Cook Construction team (pictured above).



Some of our ABC Young Professionals (pictured above) participated in the Great Port Clean Up to celebrate Earth Day. This event was organized by Keep Tampa Bay Beautiful and Port Tampa Bay in an effort to clean up local waterways. Over 500 volunteers helped to remove more than 5 tons of marine debris from our waters.



Our Preconstruction and Production team (pictured above) joined in on the inaugural ABC Young Professionals "All-American" Golf Tournament, held on June 25th!



Our team (pictured above) completes an in-depth scissor lift training. We believe in creating an accident-free environment through leadership, communication, and motivation.

A New Chapter



After 33 years with BCH Mechanical, our Sheet Metal General Superintendent Jim Berthold, is retiring and heading out on a new adventure! Jim has been an integral part of our team and will be sorely missed. We are grateful for the years of commitment he has given us, and we wish him all the best in his future endeavors!

Never Stop Learning

Lisette Villei, ConServ Building Services Tampa Bay Area Division Manager, recently completed a Diversity, Equity and Inclusion in the Workplace program. The training was provided by the University of South Florida Muma College of Business, along with Jabil and the Tampa Bay Lightning. Items covered included Emotional Intelligence, Stereotypes and Biases, and The Future of Your Organization Through D&I.

GET TO KNOW...LITTLE BLOOMERS

BCH Mechanical Accounting Manager, Grant Walker and his wife Jamie, have dedicated the past several years to making a difference within the foster care system. In 2019, they started a not-for-profit organization - *Little Bloomers*. Read below to get to know Grant, his family and the mission they care so deeply about.

WHAT IS LITTLE BLOOMERS?

- Little Bloomers is a not-for-profit organization founded in 2019. Our primary mission is to ensure no children sleep in Child Protective Services (CPS) or Case Managers' offices and that each child has a safe home, even if it is for a short time until they are reunited with their biological family.

HOW DID YOU GET INVOLVED IN FOSTER CARE?

- In 2017, we began our journey after attending an event that focused heavily on the foster care system and the many needs it faces. We were shocked and saddened by the number of foster children in our own backyard, many of whom spend most nights in Case Workers' offices. It was less than two months later that we became licensed foster parents. We started with two children, and over the next two years, we had fostered three others. We fell in love with the kids and the difference we were making in their lives.

HOW HAS YOUR MISSION GROWN SINCE FIRST GETTING INVOLVED IN 2017?

- In 2019, we were approached by Laure and Daryl Blume, offering to join and support us in our foster care journey. Through their very generous donation, we were able to purchase a larger home and expand our mission. Since then, our foster care pursuit has grown exponentially. We have filled every room and have had well over 20 children call our home theirs. We have seen these children grow so much in their short (or long) time with us.

WHAT DO YOU HOPE TO ACCOMPLISH IN THE FUTURE TO HELP THE GROWING NEEDS OF THE FOSTER CARE SYSTEM?

- Our home has become a hub for the local foster care community and our neighborhood. The outpouring of love, acceptance, and support we receive from family, friends, and the community has humbled us in a way we never thought possible. The overwhelming support has been so generous that we hope to open more homes just like ours. Using our home as the model, we want to fulfill, someday soon, our mission of having no children without a safe, loving home to be a part of.

DO YOU ACCEPT DONATIONS IF PEOPLE WANTED TO HELP OUT? IF SO, HOW DO THEY CONTACT YOU?

- While we hope to have one soon, we don't have a website yet, but if you are interested in getting involved or helping out, feel free to reach out via email: MrGWalker777@gmail.com



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