

THE BUZZ

The Newsletter of BCH Mechanical and ConServ Building Services

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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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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.

A WORD FROM OUR CEO

2020 - YEAR IN REVIEW



Some years are better to put in the rearview mirror, leaving us feeling thankful for how well we endured and looking forward to a bright future— 2020 would be the epitome of that year. We have all felt the pain of Covid-19 in the construction industry, including virus impact on employees and love ones, project cancellations and delays, productivity impacts due to trade and material delays, new restrictions, and safety requirements. As they say, “the new norm” is upon us, we just decided to embrace the change and move ahead.

Despite the 3 to 4 months of malaise, BCH Mechanical (Construction) & ConServ Building Services (Service) put together a very respectable year. Special thanks to our team of employees who endured lots of overtime to make up for project delays and re-shuffled schedules as well as a variety of circumstances surrounding the virus. As a company, our office staff learned how to work efficiently from home. We became proficient in using Microsoft Teams, intercompany and with clients.

We do want to celebrate our backlog building back up with a vengeance, with key recent project “wins”, including Moffitt Expansion Hospital, JW/Marriott-Clearwater Beach, USF Honors College, UT Fitness Center and several TGH projects, to name a few. These jobs afford us the ability to maintain and gradually build on our stable and consistent resources, a major concern only several weeks ago, while focusing heavily on BIM and Prefab project planning. We have expanded our BIM department to handle the pre-fabrication element, with the goal of producing 50% of our project labor in our 3 manufacturing spaces— sheetmetal, piping and plumbing.

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 sheetmetal better than ever before. This will enable us to complete projects in significantly less field hours.

ConServ Building Services, our service division, with skilled service technicians in local offices from Virginia to Florida, are poised to build within the local markets we serve and build our national and regional customer base. ConServ saw demand soar for air quality improvements, including UV (ultraviolet) lights, GPS (global plasma solutions) and premium filtration, to help prevent the spread of viral bacteria. Our technology and efficiency strengths will continue to drive our service business.

Thank you, thank you, thank you... to the BCH/ConServ team, our clients, subcontractors and suppliers, for the business opportunities in 2020 and for the backlog afforded to us for 2021. We will strive daily to maintain the trust and confidence you have given us.

Happy New Year!
Daryl Blume, CEO



SAFETY MATTERS



SAFETY & THE DIFFUSION OF RESPONSIBILITY



Diffusion of Responsibility, also known as the "Bystander Effect", is a phenomenon by which a person is less likely to take responsibility for action or inaction when other bystanders or witnesses are present. Basically, the individual assumes that others either are responsible for taking action or have already done so.

This phenomenon can have very serious effects when it comes to jobsite safety.

Take, for example, the case where you are at a jobsite with many other workers and you come across something that is inherently unsafe, such as, an extension cord draped across a walkway that could be a trip hazard. If you were the only one at that jobsite and saw that safety hazard, you would likely fix the issue. Unfortunately, when you are working around others at a site, you may be much less inclined to take action. Why? Because your mind would likely tell you that you don't need to, since there are so many other people at the site and one of them will likely fix it. We need to train our brains to be of the mindset that we are the only ones there and, therefore, are the only ones that can fix the safety situation and then go and fix it.

Safety is not the just responsibility of Daryl Blume, John Fields or even myself. Safety is the responsibility of everyone within the organization as every employee needs to be accountable for safety. So as we embark on a new year, let's each take a moment to reflect on what is truly important in our lives and do everything within our power to sustain that what is truly important. I would challenge every single employee, myself included, to never pass over or disregard something that is unsafe or to assume that others will resolve it.

Here's hoping for a safe 2021!

- Rick Hauf, Director of Safety

COMFORT SYSTEMS USA VISITS LARGO!

Comfort Systems USA President/CEO Brian Lane and COO Trent McKenna, made a visit to our Largo office in November. They rallied our troops to share with us that despite a tough year, they continue to be impressed with our performance and are happy to have us as part of the CSUSA family. They also touched on our important continued safety efforts. They were able to tour our new sheet metal shop and visited the VA jobsite, where they were able to meet some of our key field employees.



LOOK WHO'S ON THE MOVE

Scott Draper Retirement



Senior Project Manager, Scott Draper, is retiring after 19 years with BCH Mechanical! Scott joined our team in July of 2001 and brought with him nearly 20 years of experience from

Southeast Mechanical Contractors. Throughout the years, Scott has overseen some of the largest projects in the Tampa Bay Area, including USF Morsani College of Medicine, Raymond James Stadium, and Wyndham Hotel on Clearwater Beach. In the summer of 2019, BCH even replaced all of the HVAC units that Scott installed at Blake High School, back when it was built— talk about coming full circle!

Scott has been such an integral part of our team, and his calm demeanor and sage advice will be sorely missed! After 40 years in the mechanical trade, It is time to follow dreams long set aside and enjoy the rewards of a job done well. Wishing you the best Scott!

Peg Thomas Retirement



Our long time Office Manager, Peg Thomas, has retired after 24 years with BCH Mechanical. Throughout the years, she has been adored by

our team - the "Office Mom" and the glue that holds our office together. Her pure zest for life, warm demeanor, and her ability to make everyone feel like family will be so incredibly missed! Congratulations on your very well-deserved retirement, Peg!

Patrick Gain Promotion



We are excited to announce the recent promotion of Patrick Gain to General Manager of the North Carolina branch. Patrick started his

career at ConServ in August of 2014, with approximately 5 years of HVAC experience. Having very limited exposure to refrigeration and food service equipment, He seized the opportunities that came his way to learn and grow.

Within two short years, he advanced to one of the best technicians we had, regardless of the equipment. He was promoted to a team leader and worked on the service side for almost two years before our construction division had a need for an experienced lead, and then Patrick stepped in. He worked on the install crew as a leader for almost three years and still managed to find time to keep up his personal growth, obtaining his North Carolina Mechanical Contractor's License. Over the last year, Patrick has played a vital role in training our Florida technicians on beverage services to ensure success with the recently awarded Circle K RFP.

Patrick has always been positive and eager and jumps at any opportunity to better the team, whether local or miles away. Patrick still serves as support for technicians caught in a bind and walks them through troubleshooting step by step. We are excited to watch him excel in his new role and look forward to all he will achieve.

Jeff Nichols Retirement



Jeff Nichols has retired after nearly 34 years with the company. He started in mechanical estimating under Jon Preiss— who was the consummate sheet metal man. Jeff was the perfect pupil and over the years, became the “go to” sheet metal guru for the company and the industry as a whole, even writing dual wall ductwork specification for engineers to use. Whenever there was a sheet metal challenge, Jeff was always the one who came to

to the rescue with solutions. Jeff is looking forward to a slower pace life in upstate Minnesota, where he is from, and much more time for hunting and fishing. Wishing you all the best in this next adventure!

Spreading Joy this Holiday Season

BCH Mechanical and ConServ Building Services hosted a Food Drive at the beginning of December. We were able to collect 284 pounds of food! The food collected will provide 236 meals to the community. Thank you to Feeding Tampa Bay for working with us!

Now. More than ever.

FEEDING
Tampa Bay



BCH Mechanical and ConServ Building Services also hosted our 3rd 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!



We hosted our 2nd Annual Holiday Cards of Kindness! Our team came together this holiday season and made Christmas cards to pass out to residents in an Assisted Living Facility. This was an extra hard year for seniors— many of whom went months without seeing family and friends. Just because we are social distancing, does not mean we need to emotionally distance too!

BCH MECHANICAL

RECENTLY COMPLETED PROJECTS

FDLE TBROC RENOVATION DEMO
AH WESLEY CHAPEL E-TANK STORAGE ROOM
MARINA DEL MAR PARKING GARAGE
SKYVIEW CONDO CONDENSER WATER
MAIN TERMINAL CURB EXPANSION

RECENTLY AWARDED PROJECTS

MPH STEAM UTILITY EXTENSION
WATER STREET CEP WATER SOFTENER
TGH 1J MRI REPLACEMENT
TIA RESTROOM RENO ASA & ASF
UNIVERSITY VILLAGES
JW MARRIOTT CLEARWATER BEACH
CHAPTERS HEALTH SYSTEM
HUDSON MIDDLE SCHOOL RENOVATION
WILSON & GIRGENTI OFFICE
TGH REHAB SURGE
UT FITNESS CENTER PHASE 2
TGH HEALTHPARK
SHORECREST 2ND FLOOR
INDUSTRIOUS ST. PETE
USF JUDY GENSHAFT HONORS COLLEGE

CONSERV BUILDING SERVICES

RECENTLY COMPLETED PROJECTS

TARGET (MULTIPLE LOCATIONS)
WELLS FARGO (MULTIPLE LOCATIONS)
7 ELEVEN (MULTIPLE LOCATIONS)
AJAX OFFICE
FRANKLIN MIDDLE SCHOOL
FRED KARL COUNTY CENTER
ALL CHILDRENS HOSPITAL RESTROOM
USF MCOM
AMAZON RUSKIN

RECENTLY AWARDED PROJECTS

BED, BATH & BEYOND
TARGET (MULTIPLE LOCATIONS)
HUDSON MIDDLE SCHOOL
BRANDON REGIONAL DIALYSIS ROOM
UNIVERSITY VILLAGES
HEART INSTITUTE
TRINITY MOB
CENTER FOR DIGESTIVE HEALTH
7 ELEVEN (MULTIPLE LOCATIONS)
V3 KENNEDY OFFICE
WELLS FARGO



J.J. THE "BEE" AWARD



BCH MECHANICAL'S EMPLOYEE RECOGNITION PROGRAM

October Winner



Mike Graham

November Winner



Aaron Kistner

December Winner



Billy Lowman



ROWER OF THE MONTH



CONSERV BUILDING SERVICES EMPLOYEE RECOGNITION PROGRAM

October Rowers

Charlotte: John Bancroft
Raleigh: Larry Volkov
Atlanta: Kim Adams
Tennessee: Rod Holt
Alabama: Josh Moore
Orlando: Juan Torres
Sunrise: Brian Coyle
Largo: Linus Barber
Largo Trades: Chuck Fields

November Rowers

Charlotte: Kevin Love
Raleigh: Patrick Bingham
Atlanta: Megan Beitz
Tennessee: Johnny Napolitano
Alabama: Nick Pavino
Orlando: Ed Turbeville
Sunrise: Eduardo Diaz
Largo: James McBride
Largo Trades: Craig Bialkoski

December Rowers

Charlotte: Jesse Fike
Raleigh: Shawn Odonnell
Atlanta: Dennis Medlock
Tennessee: Zach Ceremelli
Alabama: Chris Hill
Orlando: Jaime Rivera
Sunrise: Nicole Graham
Largo: Howard Hinton
Largo Trades: Laura Tyler

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

Associated Builders & Contractors of FL Gulf Coast Chapter hosted their annual Golf Tournament back in October. Our team had a blast! Pictured to the right: Chris Johnson, Tommy Thornton and Matt Valentine (Wehr Constructors)



Our team participated in the ABC Chili Cook-off on December 3rd. We took our theme very seriously this year! We came dressed to impress, and our "Old-Fashioned Griswold Family Chili" Team won 'Best Display' Pictured above: Chris Johnson, Julia Klaiber & Andrew McAuliffe



Our Estimating and Production Team (pictured above) joined the ABC Young Professional's Group for an Ugly Sweater Happy Hour at Hotel Haya! They also hosted a toy drive and fundraiser at the happy hour, benefiting Mary Lee's House.



Some of our ABC Young Professionals helped out at Metropolitan Ministries in November. The group had the opportunity to assist in the donation lane, food sorting, food box building, and distribution for families in need inside the Holiday Tent.



Our offices are always festive when it comes to holidays! We hosted our Annual Halloween Costume Contest (pictured above) and our Annual Tacky Sweater Contest (pictured to the left). We also hosted raffles on both holidays for our sheet metal, piping and plumbing shop employees!



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