

ISSUE 4 | 2021

THE BUZZ

The Newsletter of BCH Mechanical and ConServ Building Services

2022

THE YEAR IN REVIEW

CHECK OUT THE RECAP FOR 2021!

PROJECT SPOTLIGHT

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SAFETY MATTERS

NEAR MISS REPORTING

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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.

BCH MECHANICAL & CONSERV BUILDING SERVICES

2021 - YEAR IN REVIEW



The year 2021, with COVID and all its related business challenges, wreaked havoc on the best made plans. We were challenged on multiple fronts to keep focus on the “important but not urgent” items instead of just the emergency of the day, of which there were seemingly plenty all year. We made 2021 the year to focus on the most pressing items, one at a time. As an endorsement

to the principals from the “One Thing” book by Keller/Papasan, we tried very hard to stay focused. We stayed the course to acknowledge that the most important things don’t always scream for attention and “things which matter most must never be at the mercy of things which matter least” as noted by Johann Wolfgang Goethe.

We are very proud of our accomplishments under this mantra, including rolling out Procore software for time recording and submittals, putting a process in place for BIM/Prefabrication, and revamping our orientation to kickoff the process from pre-construction to production. These were all accomplished with a maximum participation from a variety of team members. Special thanks to Ray Bushfield from CSUSA, for coaching and facilitating our group meetings.

Kudos to our team of employees, who endured lots of overtime to make up for project delays, re-shuffled schedules, and a variety of additional circumstances surrounding the virus. We acknowledged (see related article) over 25 individuals who worked every day and many overtime weekends to cover shutdowns and labor shortages—these folks are the backbone of what our companies are all about.

ConServ Building Services, our service division, had a record year, despite challenges with COVID, obtaining skilled service technicians throughout the Southeast and parts and supplies to keep systems operational. Obtaining service parts and new vehicles (due to chip shortages), made keeping up with demand even more challenging.

Gene Angell, Orlando’s GM, retired after 25 years, and Ed Berry, ConServ Vice President, completed his 40th year with the company. Our team members, like these long tenured associates, are the “difference makers” in all we do every day.

We enter 2022 with a record backlog, with new key project “wins”, including South Florida Baptist Hospital/Plant City, St. Regis/Longboat Key, Free Standing EDs for Bayfront and TGH—nearly \$100M from these four jobs alone. The “One Thing” focus for the first quarter will be to gradually build on our amazing talented team of field and service personnel, including sheet metal, piping, medical gas, plumbing, and service associates.

Our humble gratitude...to the BCH/ConServ team, our clients, subcontractors, and suppliers for the business opportunities afforded us in 2021 and the backlog in 2022 and beyond. We will continue to endure all the challenges, which seem to never end, and to maintain the trust and confidence you have given us.

Happy New Year!
Daryl Blume, CEO

PROJECT SPOTLIGHT

ST. REGIS LONGBOAT KEY RESORT AND RESIDENCES

BCH Mechanical has been awarded the HVAC and plumbing scopes for The Residences at The St. Regis Longboat Key Resort located at 1620 Gulf of Mexico Drive in Longboat Key. We are excited to work alongside Moss Construction on another unique project!

The 18-acre luxury destination will be comprised of multiple buildings. The Resort will include 166 luxury hotel rooms. The Residences will be comprised of three, six story residential buildings featuring 69 private luxury condominiums between 1,553 to 5,895 square feet.

The \$600 million development has been pursued by developer Chuck Whittall, president of Unicorp National Developments. "Set on a magnificent white sand beach, The Residences at St. Regis Resort combine breathtaking Gulf views with impressive architectural elements and the signature St. Regis Resort amenities and service," says Chuck Whittall, President of Unicorp National Developments, Inc.

Residents will have access to resort amenities provided by the adjacent St. Regis Resort & Spa, which include a full-service spa, piano bar, and three restaurants. Additionally, residents will also enjoy their own dedicated private amenities, including pool and spa with sundeck, clubhouse, and a wellness center with open-air yoga. Owners and their guests will experience St. Regis Resort butler and concierge services, beauty services, daily housekeeping, Bentley and chauffeur service, on-site pet grooming, and chef services.

The hotel has a 1,000 ton central energy plant delivered chilled water to eighteen air handling units serving common areas, ball rooms, meeting rooms, the spa, multiple restaurants, and pre-function spaces. Hotel guestrooms are conditioned by horizontal fan coils units connected to the hotel reservations system, giving the staff the ability to pre-cool rooms at arrival. The hotel reservations system is also connected with in-room lighting and balcony doors, enhancing the efficiency of the property. The residences are being conditioned with variable refrigerant flow (VRF) air conditioning equipment, which is very efficient. Elaborate ductwork systems from VRF air handling units distribute air to the spaces. Kitchen hoods are ducted to an exhaust fan on the roof and 100% dedicated outside air units are providing fresh air to the residences and corridors.

The project began in October 2021, and the new resort and residences are expected to be complete in late 2023.



CONSERV BUILDING SERVICES

RECENTLY AWARDED PROJECTS

BUY BUY BABY
TARGET – MULTIPLE LOCATIONS
MOFFITT MCKINLEY ULTRASOUND ROOM
GRAND CENTRAL – EAST & WEST BLDG BOILERS
ZUMIEZ – MULTIPLE LOCATIONS
MOSAIC FISHHAWK
CIRCLE K – MULTIPLE LOCATIONS
POLK COUNTY JAIL TOWERS 1-3
LAKEWOOD RANCH CHARTER SCHOOL T&B
NIKE – MULTIPLE LOCATIONS
HIGHLAND OAKS BLDG 1, 2 & 3
IRON MOUNTAIN TAMPA
WELLS FARGO
7 ELEVEN – MULTIPLE LOCATIONS
UNIVERSITY VILLAGE TENANT UNITS
CASUAL BITES COUNTRYSIDE MALL
CEMEX PARK CENTRE
FIT FOR LIFE

BCH MECHANICAL

RECENTLY AWARDED PROJECTS

NSU INT'L GRAD DENTAL PROGRAM
D.R. HORTON RENOVATION
ASHLEY FURNITURE
CHAMBERLAIN H.S. ATHLETIC RENOVATION
ST REGIS LONGBOAT KEY RESORT & RESIDENCES
TGH FREESTANDING EMERGENCY ROOM
LONZA XCELODOSE HUMIDIFIER ADDITION
BAYFRONT HEALTH FS&D
MEDICAL VILLAGE PFT ROOM
TBJ HOME PLATE CONCESSION AREA
74TH ST. ELEMENTARY SCHOOL RENOVATION
SF BAPTIST REPLACEMENT HOSPITAL & MOB
MOFFITT MIOMS BOILER REPLACEMENT





SAFETY MATTERS!



NEAR MISS REPORTING: PREVENTING TOMORROW'S ACCIDENT, TODAY!

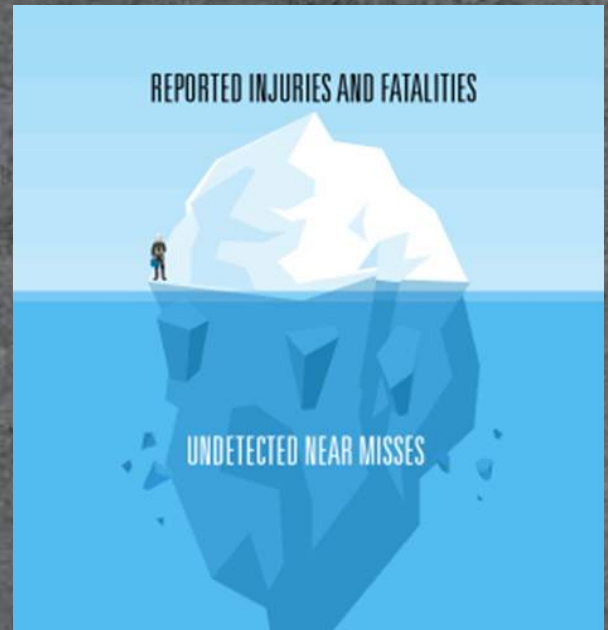
A Near Miss is an unplanned event that did not result in injury, illness, or damage, but had the potential to do so. Only a fortunate break in the chain of events prevented an injury, fatality or damage. Other familiar terms for these events are a "close call," a "narrow escape," or in the case of moving objects, "near collision" or a "near hit."

You may ask yourself, how exactly does Near Miss Reporting prevent future accidents? In a nutshell, many safety activities are reactive and not proactive, and some companies wait for losses to occur before taking steps to prevent their recurrence. Near miss incidents are often a precursor to accidents or worker injuries but are often overlooked as there was no harm (no injury, damage, or loss).

Many organizations don't have a reporting culture where employees are encouraged to report these close calls. Thus, many opportunities to prevent these incidents and accidents are lost. History has shown repeatedly that most accidents and incidents, both serious and catastrophic, were preceded by warnings or near miss incidents. Recognizing and reporting near miss incidents can significantly improve worker safety and enhance an organization's safety culture.

In January 2022, BCH/ConServ/RoyalAire will be introducing our own Near Miss Reporting system which will be rolled-out throughout the organization during Q1 2022. The foundation of our Near Miss Reporting system will be an 800# number whereby employees can anonymously report near misses from anywhere in the BCH/ConServ/RoyalAire system. The system will allow not only verbal reporting of Near Miss incidents but will also allow employees to text in Near Miss events as well.

We are extremely confident that the introduction of Near Miss Reporting at BCH/ConServ/RoyalAire will have a tremendously positive impact on the company. Every employee can play a part in stopping major incidents and accidents, simply by reporting them before they happen again. The difference between complacency and speaking up (about a near miss or hazard) can make the difference between no one getting hurt, an injury or a tragic fatality. And this, my friends, is how we prevent tomorrow's accidents... today!



Here's to a safe 2022!
-Rick Hauf, Director of Safety

IT'S RETIREMENT TIME!

Gene Angell

Gene has been the ConServ Building Services General Manager for the Orlando division for 25 years, and has officially retired! Gene came to our organization via an acquisition in 1996. He came aboard and adapted to our company with flying colors and was always willing to help the company and the technicians.

Gene was originally running the branch from Cocoa beach and relocated to the Orlando market, where Gene and his department took the branch of the year on multiple occasions. He was instrumental in helping with the onboarding of the Jacksonville market when we made an acquisition there. Before we had a true safety department, Gene helped play the role of a safety representative for ConServ and was instrumental in keeping the organization safe.

Gene always had the support and loyalty of the guys that work with him, as he was always willing to be available for them. We will truly miss Gene as he moves on to the quieter life of being a farmer in Arkansas. We wish him the best as he moves on to grow tomatoes and raise chickens.

Cliff Keller

After a successful career, Cliff Keller retired at the end of the year. He has been our Purchasing Manager for 22 years and was responsible for millions of dollars in products and materials purchased at BCH Mechanical every year.

There were many years when I arrived early in those hours of 6 am, or often earlier, Cliff would be already at his desk, and most weekends for a few hours catching up on his paperwork. When Laure started the 5:30 am HIIT workouts that went on for several years in the Warehouse, Cliff was a dedicated fixture, but still be back an hour later at his desk to tend to the constant barrage of field requests that came up most mornings. Cliff was as dedicated as team member as BCH has ever had, and we were extremely lucky for his years of selfless service.

He also juggled other departments and individuals over his tenure with BCH, including vehicle and tool maintenance, deliveries and all the grounds. Cliff touched so many items and his list of responsibilities grew from year to year.

Cliff will be sorely missed by all in the BCH Family! We wish him all the best in his new ventures including lots of travel, Disney visits and more time with his wife Karen and the grandkids. The suppliers and vendors he dealt with over the years will miss him greatly, because even though he was tough and demanding for the good of BCH, he was always fair and rewarded those who worked hard for our company.

Diane Maher

Diane Maher retired at the end of the year. Diane has been a Production Assistant for BCH Mechanical since 2015. She is the backbone that keeps our Production Department organized. Diane is known around the office as being a nurturing and kind-hearted person. She is the "Office Mom" - always taking care of the staff and bringing in little goodies. She always came in to the office with a smile and a positive attitude.

Diane was also very involved in the community - always spending her free-time volunteering with The Florida Dream Center. She was a driving force these last few years with getting BCH Mechanical involved with the organization. We imagine she will spend much of her time giving back to the community now that she is retired.

Diane has been a joy to work with, and she will be greatly missed by all of us at BCH Mechanical! We wish you all the best in this exciting new chapter!

'Tis the Season of Giving



In honor of World Homeless Day on October 10th, our team came together to collect items needed for the homeless! The Pineapple Projects is a local non-profit that transforms houses into homes for families starting over, using donations from the community of new or gently used home goods. This year, for World Homeless Day, The Pineapple Projects handed out bags of daily essentials to the homeless in Pinellas County. We are grateful for our team's contributions to this amazing cause!



BCH Mechanical and ConServ Building Services also hosted our 4th Annual Toy Drive, benefiting the Florida Dream Center. Pictured above are all of the toys our team donated—teamwork really does make the dream work! Each year, The Florida Dream Center comes together to donate, wrap, & distribute toys to the local community.

2021 BCH MECHANICAL TOP PERFORMERS



We acknowledged over 25 individuals at the end of 2021 as 'Top Performers'. These individuals worked every day and many overtime weekends to cover shutdowns and labor shortages—they are the backbone of what our companies are all about. We had a challenging year juggling the COVID difficulties and the labor shortage. We recognize these individuals for going above and beyond and for their extensive hours of service and incomparable commitment towards work in 2021. Thank you for putting in your maximum efforts and delivering stupendous results!

Adam Clarici
Jorge Vazquez Acosta
Elvin Rivera
William Correa Lopez
Juan Mena Melgares

Frankie King
Jonathan Correale
Milton Morales
Kenneth Mackenzie
Cristobal Rivera

Christopher Moody
Rocco Spagna
Hans Reber
Simo Simic
Wayne Tepper

Aaron Kistner
Jesus Cesar Penas
Orlando Garcia Cruz
Stephen Crowell
Joseph Surey Jr

Bobby Goodman
Antony Acosta
Timothy Parker
Felix Santoyo
Felix Cordero

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



Mike Wright, BCH Mechanical CAD Detailer, participated in the Great American Teach In at Dunedin Elementary. Mike taught the students the process of making the duct and piping, how we use the drawings to help with the fabrication and installation, and how we use math and other things they're learning in our everyday work.



Our Estimating and Sales team enjoyed a night at TopGolf in Tampa with the awesome crew from The Perry Company back in December!



The Holidays are the best time of the year! Our employees never disappoint when it comes to our Annual Halloween Costume Contest (pictured above)! We also passed out our holiday popcorn to all of our employees for Christmas (pictured to the right).



Our Estimating and Sales team had so much fun at the ABC Florida Gulf Coast Chapter Chili Cook-off last week! When we commit to a theme, we REALLY commit! Thank you to those who stopped by our table and shared a laugh with us!



Some of our ABC Young Professional members enjoyed the Ugly Sweater Happy Hour. This YP group also collected toys for Mary Lee's House to help bring some joy to kids in need this year!



Our Largo team went PINK in October to honor survivors, remember those lost to the disease, and to support the progress we are making together to defeat breast cancer!



BCH Mechanical hosted a Safety Stand Down at several job sites the last few months and will continue to host safety activities like these. A Safety Stand Down is an opportunity to talk directly to employees about the many facets of safety - job hazards they face, protective methods, and the company's safety policies and goals. Staying committed and involved keeps our workplace and worksites actively working to achieve a harm-free environment.



J.J. THE "BEE" AWARD



BCH MECHANICAL'S EMPLOYEE RECOGNITION PROGRAM

October Winner



Jose Rodriguez

November Winner



Carolyn Martens

December Winners



Steve Crowell
Jesus Cesar Penas
Alberto Serrano



ROWER OF THE MONTH



CONSERV BUILDING SERVICES EMPLOYEE RECOGNITION PROGRAM

October Rowers

Charlotte: Kendrique Lawton
Raleigh: Dennis Carroll
Atlanta: Adam Baker
Tennessee: Rolando Bencomo
Alabama: Tony Lambert
Orlando: Arnaldo Velez
Sunrise: Brandon Melvin
Largo: Mike Dones
Largo Trades: Joe Bollman

November Rowers

Charlotte: Tevis Burleson
Raleigh: Mike LaMountain
Atlanta: Al Geddes
Tennessee: Mindy Herrera
Alabama: Pat Holbrooks
Orlando: Seth Anderson
Sunrise: Oniel Grey
Largo: Ryan Kelley
Largo Trades: Craig Bialkoski

December Rowers

Charlotte: Ariel Diaz
Raleigh: John McKethan
Atlanta: Adam Baker
Tennessee: Derek Dudley
Alabama: Richard Parker
Orlando: Lawrence Laloo
Sunrise: Nicole Graham
Largo: Tamisha Coleman
Largo Trades: Laura Tyler

WANT TO MAKE SOME EXTRA CASH?



REFER A FRIEND & GET SOME CASH TO SPEND!

BCH
MECHANICAL

**KNOW A QUALIFIED
PROJECT
MANAGER?**

**REFER THEM
AND GET \$2,500!**

* \$1,250 payable after employed at BCH Mechanical for 90 days
& \$1,250 payable after employed at BCH Mechanical for 1 year.

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- **PIPEFITTERS**
- **WELDERS**
- **PLUMBERS**

**REFER THEM
AND GET \$1,000!**

* \$500 payable after employed at BCH Mechanical for 90 days &
\$500 payable after employed at BCH Mechanical for 1 year.

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

