



# Heavy lifting

STORY ON 10

Photo Illustration by Mark Wemple

## COFFEE TALK

GULF COAST  
BUSINESS BUZZ

### + Stay safe at work, win a new pickup

When it comes to assuring contractor safety at job sites,

a pickup truck can make for a pretty good incentive.

Largo-based **BCH Mechanical Inc.** recently gave one of its employees a 2011 Chevrolet truck as a reward for completing 90 days without an accident. For the last three years, BCH has offered either a new truck or \$15,000 each quarter to improve safety.

"Our president and vice president take safety very seriously, and they believe it's worth it,"

**Erica Rogers**, BCH marketing coordinator, tells Coffee Talk. She says the money for the four-wheel award comes from the company's general budget.

**Toney Hodges**, a pipefitter working at the **Nemours Children's Hospital** site, was the lucky winner this time around. He opted for the truck and also received a bonus \$200 gas card from another contractor, Skanska USA, to fill the tank.

BCH performs commercial

air conditioning, piping, plumbing, medical gas and sheet metal work statewide.

### + Good times roll on at local bank

The continuing turnaround at Lakewood Ranch-based **Community Bank**, an institution that sat on the brink of failure two years ago, is just short of a miracle, says founder **Bill Sedgeman**.

Recent highlights include the bank's fourth straight profitable quarter for the period ended March 31, when it earned \$194,000. The bank also surpassed \$300 million in assets in early April, a few weeks after federal regulators lifted a consent order imposed on the

bank in 2009 for its capitalization issues.

The results are so miraculous it might even conceal one of the most important executive business lessons Sedgeman, a 40-year veteran of local community banks, has ever learned. That would be the ability to know when a problem has gotten too big and an admission you need help.

"You can't solve the problem when you're in it," says Sedgeman, referring to low capital ratios, foreclosures and defaults that have crippled more than a dozen Gulf Coast-based community banks over the last two years. "I told myself, 'Bill, shut up and listen.'"

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