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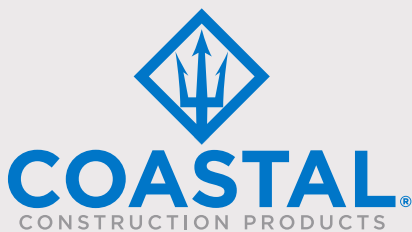
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# President's Letter



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What a difference two months make in the life of this world.

In last issue, I wrote about what a banner year this chapter of ABC was planning to have. Then COVID-19 spread like a prairie wildfire and consumed the economic activity of the world.

The Chinese, where many say it originated, are just now lifting restrictions, five months later. President Trump and Governor DeSantis are in the early stages of planning for a post-pandemic world.

Construction dodged a bullet. With the big exception of the closure of projects at Disney and Sea World, most construction projects continued. Those, of course, were big exceptions to those impacted. Hopefully, those parks will open soon to limited audiences, and gradually rebuild their clientele until they are back to normal, with convention and casual tourism as well.

Throughout this pandemic, all the area building departments continued to issue plan reviews and conduct field inspections with proper precautions. Thanks to the longstanding relations with Orange County and the city of Orlando, ABC was able to get that message out quickly.

We also enjoy a longstanding relationship with the Florida Chamber president Mark Wilson, who is heading the Governor's task force to re-open Florida. He reached out early in the pandemic on behalf of the governor to find contractors and suppliers who might have excess N-95 masks for healthcare workers.

For many decades, ABC has been engaged with the state's political leadership. ABC has been an active participant in the political campaigns of those who share the principles of free enterprise and open competition. Many of those candidates now hold high office, and ABC is often consulted by state and county officials on issues that impact the commercial construction industry. Those relationships at the federal, state and county levels have resulted in keeping the construction industry open and employing high wage workers, when many other industries are shuttered.

The Small Business Administration's Paycheck Protection Program was designed to help employers keep a vulnerable workforce employed when revenues took a dive. The first \$350B was announced and employers with good relations with their community banker were able to secure these no-interest loans. If you were with a problematic bank, like the one with the stagecoach, you might have found them capped or unable to help. Going forward, many members are going to be re-examining their banking relationships.

These are many of the examples of the old saying, "relationships matter." In your home, in your office, on your project or in your community, relationships with people you know, and trust can get you through the tough times and back to some kind of normalcy. ABC was built on relationships and continues through even these pandemic times to help members stay connected and open for business.

Because of the threats to the economy and this industry, maintaining a strong ABC with these historic relations is more important than ever. I have let the Board know that I will postpone my planned retirement past the end of the year to help guide the association through the potentially turbulent times ahead. While this chapter is on a solid financial footing, that could change dramatically if construction customers do not pick up where they left off on February 29. Experienced leadership with many good connections will be more important than ever in the coming 18-24 months.

Please watch your inbox for new opportunities to learn and network in the coming months! ❖



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### On The Cover: Williams Company

At the heart of the Stetson University campus in Deland, lies a 1950's era building affectionately called the CUB. The acronym stands for the Carlton Union Building. The two-story brick building with arched colonnades, gleaming white columns and green shutters is truly the center of the Stetson campus. *Cover story photos courtesy of Scott McIntyre*

Want to see your project on a future issue of BUILDING Central Florida? Call 407-628-2070 or email [bcbf@abccentralflorida.org](mailto:bcbf@abccentralflorida.org) for pricing and information.



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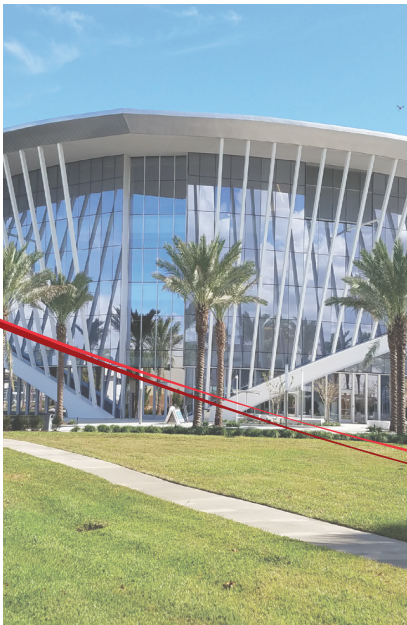




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# Are You Swimming Naked?

## Accountability Chart, Confrontation, Lessons Learned, Right People

By: Dave Riley, 2nd Stage Advisors

It was a quiet December morning in 2008 and I was using a Skilsaw to cut the desks in my office into small dumpster sized pieces. I had just negotiated out of my five-year lease for our office and a condition of the deal was that it be empty when I left. No one wanted used furniture at that point, I couldn't even give it away. I sent what was left of the staff of my seven-year-old company home so they wouldn't have to watch me literally cut up our business and throw it in the trash.

Warren Buffett is famously quoted as saying, "It's only when the tide goes out that you know who's been swimming naked." Meaning a downturn in the market exposes those companies who, while they may be making money, have weaknesses that are being ignored. In December of 2008 that was me and the tide was going to be out for a long time. It was a painful lesson and the water was quite cold.

In looking back there were issues I needed to deal with but didn't. Some of the issues were structure related, some were people related and some stemmed from my reluctance with confrontation. Fortunately, there were indeed some positives that came from that experience. I emerged a stronger leader with a keener ability to confront and diagnose root issues and solve problems once and for all. Here are five take-aways from my experience swimming au naturel:

### 1. GET YOUR STRUCTURE RIGHT

A great employee put into a disorganized company will eventually leave or become a mediocre performer – the constant friction of a disorganized company will always win. Moreover, confusing or cumbersome organizational structures decrease accountability for poor performers and create places for them to hide. Accountability charts maximize alignment and ownership of responsibilities throughout your business. For more information see my previous articles on creating an Accountability Chart. (2ndstageadvisors.com/blog)

### 2. RIGHT PEOPLE, RIGHT SEAT

With your new accountability chart complete you can now decide based on the needs of the position who is the best person for each seat. Too often, company leaders will try to adjust requirements of the seat being filled rather than making sure the person is right for the seat. This square

peg round hole approach sets the employee up for failure and inevitably creates more issues to be solved for the leader. If you've got an employee problem, it's almost always a wrong person or wrong seat issue contributing to structural dysfunction.

### 3. CONFRONTATION IS YOUR FRIEND

Confrontation doesn't have to be ugly or painful, but for many it is usually uncomfortable. For a dozen years, I've been part of a roundtable of fellow business owners who meet monthly to discuss their businesses challenges and triumphs with like-minded entrepreneurs. The repeated theme over this time from my peers and myself has been, "I probably waited too long." Conversely, I have never heard someone say, "I stepped in early and the problem was nowhere near as bad as I thought it was." Fear of confrontation and a culture of accountability are mutually exclusive. Proactively seeking out and handling issues directly and decisively when they come up is a leader's job. Embrace it.

### 4. GET NEW PROBLEMS

A newly hired executive at one of my companies once told me, "We need new problems." He was right. We had been wrestling with a few recurring issues for far too long. We were solving issues related to the symptoms, but we weren't dealing with the disease. So many leadership teams, like the one I was on, get this wrong. Not peeling the onion back far enough to get to the root cause of an issue will guarantee dealing with it again. Toyota Manufacturing's Five Why's exercise is great for identifying root causes.

### 5. ACCOUNTABILITY IS FOR EVERYONE

Holding everyone accountable to a clear set of expectations is key to a predictable, high(er) performing team. The leaders or leadership team sets the tone on this. If the company sees leadership holding itself accountable, they will too. Lagging tasks, missed deadlines and cancelled meetings send a message to the company that things can slip without consequence. Be the Leader, set the tone and always remember, you get what you tolerate.

Had I embraced these five principles in my first company, I may have weathered the storm much better. I knew there were issues, but I didn't deal with them because

the tide was high, but when the tide went out (and it went out fast) there I was, in all my glory.

Dave Riley is a serial entrepreneur and the president of 2nd Stage Advisors, a consulting firm specializing in helping growth minded entrepreneurial companies. For more information on how he can help your company grow, visit [2ndStageAdvisors.com](http://2ndStageAdvisors.com). [dave@2ndstageadvisors.com](mailto:dave@2ndstageadvisors.com) (407) 496-6031 ❖

## 2019 National Safety Excellence Awards



The ABC National Safety Excellence Award recognizes companies that exhibit a continued commitment to jobsite safety and whose safety performance and programs are judged to be exemplary by the ABC National Safety and Health Committee. Awards are based on data submitted via STEP applications, essay questions and video interviews with company presidents/CEOs/principals about their corporate safety culture. Award categories are based on a company's total work hours per calendar year and placement within the North American Industry Classification System (NAICS codes).

Congratulations to these Central Florida Chapter ABC member companies receiving the 2019 ABC National Safety Excellence Awards. ❖

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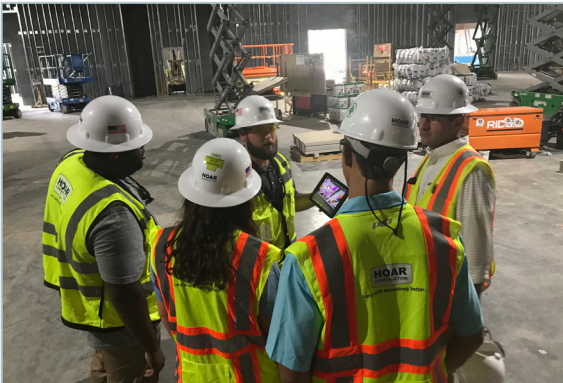
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## 30th Annual National Excellence in Construction Awards

The 30th Annual National Excellence in Construction (EIC) Awards ceremony celebrates the best in merit shop construction, honoring the most outstanding construction projects and contractors of 2019 for their remarkable achievements in leadership, safety, innovation, and diversity. ABC National recognized one local project in their annual EIC Awards competition this year. **The Orlando International Airport Airside Four Renovation and Wing Expansion** by Hensel Phelps won an Eagle Award in the renovation over \$15 to \$100 million category. The winners will be presented the EIC Awards Gala scheduled on August 18 in Nashville, Tennessee, in conjunction with the National ABC Convention. ♦



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*To find out how your company can be recognized as a CFC ABC Model Member, contact Catherine Wert, Membership Director, [membership@abccentralflorida.org](mailto:membership@abccentralflorida.org), 407-398-1278*

## ABC National Names Contractor of the Year

Tri-City Electrical Contractors Inc., headquartered in Altamonte Springs, FL, was named the Associated Builders and Contractors 2020 Contractor of the Year, an award that recognizes companies for corporate integrity, commitment to safety, professional development and expert craftsmanship. The award will be presented at the 30th annual Excellence in Construction® Awards gala during ABC Convention 2020 in Nashville, Tennessee, on Aug. 18.

Tri-City has held the highest level — Platinum — in ABC's STEP Safety Management System, a testament to its strong commitment to the safety of all its employees, and won ABC

Central Florida's Safety Award for attaining the local industry's best record in the million work hours category. The company has also achieved the high marks that qualify it as an ABC Accredited Quality Contractor; won a number of state and local ABC Excellence in Construction® Awards and was ranked No. 25 on ABC's 2020 Top 200 Performers.



"It's an honor to recognize Tri-City Electrical Contractors and their 60-plus years of contributions to the merit shop construction sector with this esteemed award," said 2020 ABC National Chair Tim Keating, owner and president of R.C. Stevens Construction Co., Winter Garden, Florida. "With utmost dedication to workforce development, jobsite safety and project excellence, Tri-City has been a leader at the local, state and national level for decades. It's an honor to present Buddy and the entire Tri-City team with this well-earned award."

Tri-City works in a broad array of markets, including commercial, entertainment, government, health care, hospitality, industrial, multifamily, schools and more.

As an employee-owned company, Tri-City encourages its more than 800 field and support staff to invest in the success of the company, the well-being of its people and the future of the entire industry. Tri-City Contractors was founded in 1958 and has additional offices in Tampa, Fort Myers and Pompano Beach, FL.

"The senior management of Tri-City Electrical Contractors understand and support the responsibility of training their workforce. The company is the largest and oldest supporter of apprenticeship training in the electrical field," says CFC ABC President Mark Wylie. "They support hundreds of apprentices in Central Florida through the Florida Electrical Apprenticeship Training (FEAT) program and have been a huge supporter of the Central Florida high school pre-apprenticeship training program, Academy for Construction Technologies (ACT)."

"This chapter has many members who are dedicated to workforce development, business development, community engagement or government advocacy, but few are engaged with and dedicated to all of those areas to the depth and leadership of Tri-City Electrical Contractors, Inc." he continues, "ABC has certainly benefited from their support and I believe their senior leadership understands that their success is tied directly to the success of ABC in Central Florida." ❖



# Technology Tips for Construction Firms During COVID-19

By: Sherry Goode, Withum

COVID-19 will probably be forever known as not only a pandemic, but as the single most significant cause for transformation across the world.

The impact of this pandemic will most likely change the way that we interact with others, conduct business, and handle daily routines indefinitely. Many industries have had to adapt to new methods of working with little to no preparation, notably the Construction industry. Construction companies that can remain open during the COVID-19 crisis will now have a different outlook on construction management. We want to share some insight on what construction companies can do to stay ahead of the curve.

## Keep Project Teams in the Loop

Most construction firms' project teams are out in the field. They rely on on-site presence to get their work done. Construction project managers must maintain open lines of communication with their superintendents and other field staff. With a stay at home orders and social distancing, it is now challenging to maintain face-to-face relationships. Additionally, construction staff may not have the ability to get to site drawings, permits or other documentation because they now must work remotely. By utilizing Microsoft Teams, a new project team can be created in the platform for members to chat about various topics, share and collaborate on documents and schedule and facilitate virtual meetings. A project team can also use Teams to provide access to external users (outside of the Construction company) so that they can also collaborate, share content and meet with the team remotely.

## Teams: The Hub for Teamwork in Microsoft 365

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## Ability to Access and Share Content

The ability to access and share content is critical to the success of not only running a project but potentially bidding on new

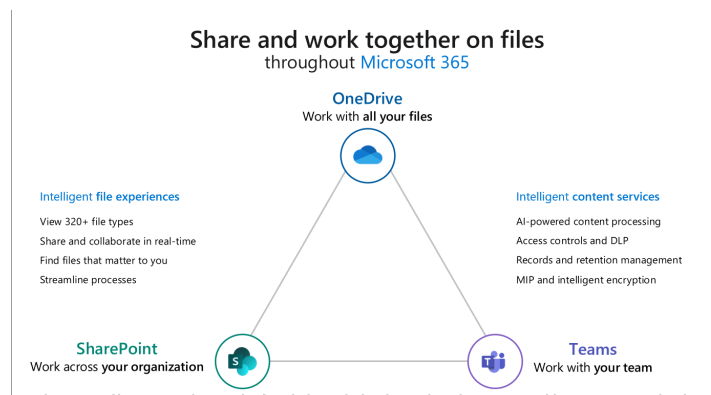
project work. There are some construction firms that utilize FTP setups to share bidding information with their subcontractors, which creates an additional solution for an already strained Information Technology department to have to manage.

Microsoft OneDrive, Teams, and SharePoint all offer the ability to share documents with external users securely. For example, a construction firm's Estimating Department can post new project RFIs

using Coordinator can create a new folder within their OneDrive with the required documents, and control who can access those documents. OneDrive provides the following options: share with anyone with a link, share with people within their organization, share with people with existing access, or share with specific people. The Estimating Coordinator can also specify if the shared link allows for reading or editing rights on the folder. This example is just one way that construction firms, especially firms that already have Microsoft 365, can eliminate the need for FTP setups to share information.

## Move Away from Paper – Quickly Digitize Paper Forms

Microsoft 365 and Teams allow for quick ways to transform paper forms into digital ones while also providing the ability to capture and save the data collected from them. This solution can convert information obtained in a paper format to an electronic format in under 10 minutes. This



and plans from architects and clients safely using OneDrive or SharePoint. Microsoft 365 document management solutions support up to 320+ file types (including large CAD files) and offer up to 1 TB of space in each document library source. Additionally, in March 2019, Microsoft announced integrations with Autodesk and AutoCAD for Microsoft OneDrive and SharePoint.

Looking further into the OneDrive example to collect RFI information, an Estimat-

Continued on page 14



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solution eliminates the need for keeping hard copy documents on the job site and creates transparency for the project team. Information collected from a Microsoft Form gets entered in real-time in an Excel spreadsheet. The spreadsheet gets securely stored in Teams.

Let's look at Daily Reports, for example. In Teams, a construction Team can go to the Files tab, and choose New Forms for Excel. The Forms editor gets launched, where we can quickly create the fields from the Daily Report into an electronic format. Once the form gets created, a link becomes available, which gets provided to the individuals who need to complete the Daily Report. The report can be completed either on any device (computer, laptop, or mobile phone).

After the form is submitted, the results get collected in the Excel worksheet.

[illegible]

From there, the results are viewable by the Safety Manager and the team.

Some construction firms still utilize many of their applications through a VPN connection. In these times, where everyone is accessing everything over the Internet, this can wreak havoc on a company's network infrastructure. Now is the time to move away with server-side hosted applications and look towards the cloud. Construction firms should investigate the cloud-based version of their app, if available, to alleviate the use of VPN or Citrix-based setups for access. If there is no cloud-based solution, construction firms should still investigate

other software that provides access without the use of a private network connection. Looking into a new solution may not be the highest priority, so devising a plan to cut down the load on network resources may be the best option. Limit application use to those individuals who need to use them. If there are staff members who do not need to use VPN to complete their day-to-day tasks, ask them not to log in to those applications as frequently if not required.

These few quick tips above can help realign a construction firm with more flexibility to operate in these challenging times. Please reach out to Sherry Goode [SGoode@Withum.com](mailto:SGoode@Withum.com) or Ray Bastin, Partner, CPA CGMA, Team Leader for Florida Construction Services [rbastin@withum.com](mailto:rbastin@withum.com) for more information. ♦

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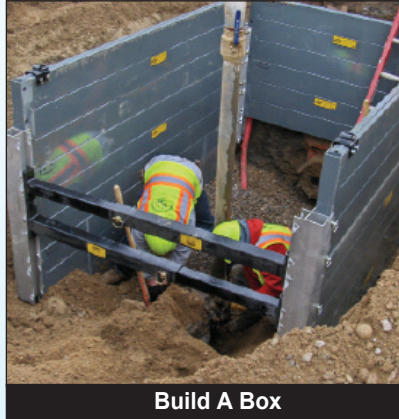
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# PCL Construction Celebrates 25 Years Building in Central Florida

This year, PCL Construction, the 114-year old, 100% employee-owned company celebrates 25 years building in Central Florida. What began with a six-man operation relocating from Denver, Colorado has expanded into a diverse team of experts responsible for an average annual operating revenue of over \$1 billion, recognized by Engineering News Record as Florida's largest contractor. PCL's robust projects portfolio include some Central Florida's most high-profile projects spanning the hospitality, entertainment, transportation and public project markets. While making a mark on the building landscape of Central Florida, PCL employees have been driven to uplift not only business partners and employees, but the communities in which they live and work.

With more than 75 million visitors in 2019, Orlando's tourism industry has an economic impact of \$50 billion. Contributing to the guestroom availability for the expanding tourist community, PCL's experience in the hospitality industry includes new resort projects and dozens of room renovation projects that in total provide approximately 15,000 guestroom accommodations. In the last year, PCL has completed two ground-up resort projects in Central Florida, totaling over \$400 million.

PCL has built landmark projects within each major theme park in Central Florida and some of the area's most visited waterparks. The more than 100 projects supporting theme park operations completed by PCL span parks with a combined annual attendance of over 93 million. PCL's themed entertainment projects include some of the most iconic attractions of the decade. Since 2008 alone, attraction projects completed by PCL have received eight Eagles from ABC's Excellence in Construction program, as well as Project of the Year in 2010.

Orlando's bustling economy is supported by transit-oriented projects that bring millions of travelers to the region's most popular destinations. PCL has completed more than twelve projects for the Orlando International Airport, which services 49 million passengers a year. Recently, PCL completed a complex renovation and modifications project to the airport's high-traffic, operational main ticket halls. Other transit-oriented projects completed by PCL support the Lynx bus system's 25 million annual passenger trips and the 4.5 million annual passengers passing through Port Canaveral, the

world's second busiest multi-day cruise embarkation port. As a self-perform concrete contractor, PCL has built numerous parking garage projects which total more than 24,000 parking stalls accommodating vehicles at venues throughout Central Florida. PCL's self-perform expertise brings cost benefits to a range of clients, including public sector clients on projects like the design-build GEICO Garage completed for the City of Orlando at the Amway Center and the downtown campus garage for the University of Central Florida.

Having grown to a team of over 400 employees including salaried staff and hourly tradespeople, PCL's professionals now operate from a 22,000-square-foot, state-of-the-art office located in the heart of Orlando's tourism district. The local PCL staff provide preconstruction, estimating, purchasing, human resources, marketing and communications services in-house to a range of clients throughout the Southeastern U.S. PCL has been recognized by the Orlando Business Journal, Orlando Sentinel, and Florida Trend magazine as a "Best Place to Work" in Florida, due largely to the organization's employee-ownership model and outstanding benefits program.

PCL's employees put their culture of ownership to work for clients, bringing the passion for building and client understanding, respect and trust to make a difference on each project. PCL employees are driven to serve the communities in which they live and work. The unique employee ownership model of PCL drives employees toward community volunteerism and giving — last year alone, PCL and its employees gave more than \$130,000 and 5,500 volunteer-hours to local humanitarian organizations, food banks, sustainability initiatives, educational organizations, healthcare facilities, community development drives, and sports and arts organizations.

"As members of the vibrant Central Florida community for the past 25 years, PCL and its employees have dedicated their construction expertise to helping transform the landscape of the region," says Rick Goldman, Vice President & District Manager of PCL's Florida Buildings Group. "With iconic projects that span the residential, hospitality, entertainment and transportation market sectors, PCL is proud of the work our employees have accomplished to improve the Central Florida experience for the millions of visitors and residents of our community." ❖





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# Creating A Dream for the New National Children's Museum



CONCEPT SKETCH COURTESY OF GYROSCOPE, INC.

By Jeff Stuckey, Entech Innovative Engineering

Taking a basic sketch provided by a client, then designing, engineering, fabricating and installing the specialty project takes years of proven experience in a range of markets. With the late February 2020 opening of the National Children's Museum in Washington, D.C., children up to age 12 can now experience interactive exhibits focused on science, technology, engineering, arts and mathematics, or STEAM, including the marquee Dream Machine three-story climber and slide.

Entech Innovative Engineering partnered with Universal Services Associates to engineer, build and install the Dream Machine from the ground floor up three stories, where children can let off steam by imagining they are an airplane pilot in one of many lighted Easy Pods up in the clouds or sliding down the 45-foot slide like an astronaut landing from space. Located on the Space Coast of central Florida, Entech Innovative has more than 25 years of experience combining art with technology to build creative solutions for museums, theme parks, experiential marketing agencies, and large general contractors.

The Dream Machine is composed of the main climbing structure, the large slide for older children and adults, the little cloud slide for smaller climbers, two easy pod enclosed structures, a see-saw and different themed areas including 14 suspended marine buoys, several hanging weather balloons with mirror balls and cloud clusters formed from several white acrylic spheres. Some of the more innovative processes used to construct Dream Machine included 3D modeling software combined with five-axis milling machines used to build a virtual model, then aid in fabrication. Drawings of the parts were then delivered to our fabricators and vendors to build with exact details.

This project had a challenging installation due to its small space spanning three floors in height and nearly 30,000 pounds of steel and fiberglass components, not including the equipment needed to erect and assemble the structures. Small Spyder Cranes, forklifts and aerial work platforms, sometimes all working in concert, were used to install the project.

Some of the most difficult engineering for the Dream Machine included correctly lining up the suspended pods and ensuring the angles were right and true. Because of the ongoing collaboration between engineering and project management teams, the design was well developed and easier to put together on site.

As with all Entech Innovative projects, proven safety features were installed throughout the Dream Machine. High density polyethylene, or HDPE, was installed to prevent climbers from receiving scrapes and safety netting was placed around the crawl tubes. Additionally, the pod rings were fabricated to lock into

the brackets as they were installed and pods included small holes to let in light, as well as additional lighting in some of them to assist climbers. The whole climbing structure is also wheelchair accessible at multiple points.

"There's a magical moment of entry as soon as visitors enter the front door," said Crystal Bowyer, the museum's president. The Dream Machine gives children a chance to let off steam by climbing from the ground floor up three stories and sliding down. With 20,000 square feet of exhibition space, the museum features plenty of rooms including permanent and temporary exhibits. Great design is everywhere!"

Other contributors to the \$16 million project include PNC Bank, Nickelodeon, the Bill & Melinda Gates Foundation, the National Oceanic and Atmospheric Administration, the District Department of Transportation, the State of Qatar, and Microsoft. Visit [nationalchildrensmuseum.org](http://nationalchildrensmuseum.org) for more details. ♦

Photo courtesy of Jason Dixon

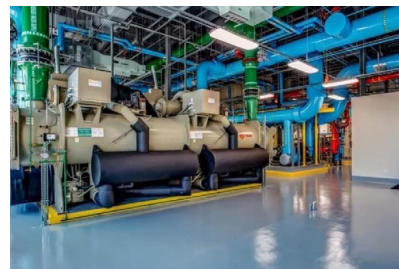
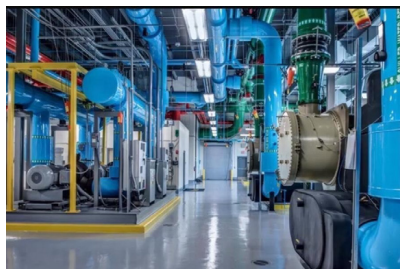






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# Robins & Morton

When Robins & Morton opened its Orlando office in 1999, the Birmingham, Alabama-based construction company saw the opportunity to expand its presence as a leading healthcare builder into Florida. Although Robins & Morton had previous experience working across the state, the company believed the way to grow in Florida was to be in Florida.

“Our business model is based on long-term relationships,” said Vice President Derek Gregg, who helped open the Orlando office. “We strive to be a long-term partner to our clients, to build relationships with trade contractors and to be part of the business and civic community.”

The approach worked, as Robins & Morton established relationships with health systems such as Florida Hospital, now AdventHealth, Orlando Health and Halifax Health. In Central Florida, those ongoing partnerships

at every step, from design through project delivery. The office's advanced VDC/BIM (Virtual Design and Construction / Building Information Modeling) capabilities include a technology lab for clients and industry partners, supporting virtual and augmented

## ROBINS & MORTON

reality and 3-D modeling. Operations management, pre-construction, sustainability and green building, and self-perform work teams are all housed in the South Keller Road office, minutes from downtown Orlando.

The Orlando office is backed by the full support of a leading national construction company that has completed more than 1,500 projects in 35 states. Robins & Morton is ranked second among the top

Robins & Morton has extensive experience with a range of delivery methods, including Construction Manager at Risk, Integrated Project Delivery, Design-Build, Design-Bid-Build and Construction Manager as Agent. The company's emphasis on relationships favors a partnering approach over hard bid, while a process of integrated preconstruction enables project teams to meet both design and budget goals with greater efficiency.

The company's emphasis on collaboration, coupled with lean processes and an unwavering commitment to quality, has kept it nimble and focused on client satisfaction. Drawing upon those attributes, Robins & Morton has completed numerous complex projects across Central Florida including Winnie Palmer Hospital for Women and Babies, Orlando Health – Health Central, Halifax Health Medical Center of Deltona and AdventHealth Waterman's recent expansion, as well as the University of Central Florida's College of Optics and Photonics addition and downtown central energy plant.

Current work includes the new Orlando Health – Horizon West hospital in the Orlando area, plus major healthcare projects in Miami and Tampa.

As Robins & Morton's business continued to grow, especially in Florida, the company opened a Miami office in 2015 to better support its South Florida clients. “Miami and Tampa are both very important markets for us, and represent a large portion of our Florida work, especially in healthcare,” said Vice President Bruce Adams. “Our Orlando office established our presence in Florida, and from there we've grown across the state.”

With projects stretching from Marathon Key to the panhandle, the company has more than 350 Florida projects completed or in progress, totaling more than \$5 billion.

Nationally Robins & Morton has more than 160 active projects in 17 states, with additional offices in Charlotte, Dallas, Huntsville, and Nashville. Florida is consistently one of the company's top revenue producing states, a fact Derek attributes in part to the permanent presence in Florida. “Our success in Florida is due to the relationships we've built and will continue to build,” he said. “Our Orlando office is a cornerstone of that, and we see a bright future ahead in Central Florida.” ❖



led to continuing healthcare construction, renovation and expansions across the Orlando metropolitan area and reaching southward into Tampa and east to Daytona Beach.

As the company's list of Florida projects grew, so did the capabilities of its Orlando office. Today, the Orlando team supports clients

healthcare builders by Modern Healthcare magazine and ranked 11th on Engineering News-Record Southeast's list of top contractors. The expertise of the company's 1,200 employees encompasses healthcare, hospitality, commercial, higher education and government buildings.



# 14 Ways to Greet Someone That Don't Involve Shaking Hands

BY NICOLE GALLUCCI MAR 03, 2020

## Hey, have you heard? Germs are everywhere!

More than 90,000 cases of the highly contagious new coronavirus, which results in the disease known as COVID-19, have been confirmed, and panicked people are stocking up on supplies like hand sanitizer and face masks.

By now, hopefully you know the importance of properly and frequently washing your hands, and have likely been told ad nauseam not to touch your face. But before you get too worried, it's worth noting that there are a bunch of myths associated with the virus as

well. If you're still especially concerned about the spread of germs, there is another simple preventative measure you can take: Stop making unnecessary physical contact with others.

Next time you go in to shake an acquaintance's hand, kiss a pal on the cheek, or greet someone with a friendly hug, don't! Instead, try using one of these 14 greetings that don't require any touching. And remember, epidemic or no epidemic, some people simply don't like to be touched, so feel free to say no to a handshake or physical greeting at any point time.❖

1. Literally just say hello
2. Touch feet
3. Wave at the person
4. Do the live long and prosper sign
5. Make a peace sign

6. Tip your hat
7. Give a nod
8. Do the Jim and Pam high five
9. Mime a fist bump
10. Do a salute of some sort

11. Do some air kisses
12. Say "raincheck"
13. Send a GIF while standing in front of someone
14. Share a welcoming squirt of hand sanitizer

Be safe out there, everyone. Good luck not touching. <https://mashable.com/article/coronavirus-best-handshake-alternatives/>

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## Carlton Union Building, Stetson University, Deland, FL

By Rose Batignani, Marketing Manager, Williams Company

At the heart of the Stetson University campus in Deland, lies a 1950's era building affectionately called the CUB. The acronym stands for the Carlton Union Building. The two-story brick building with arched colonnades, gleaming white columns and green shutters is truly the center of the Stetson campus. Completed in 1957, the CUB housed all of the dining and kitchen facilities on campus. If you want a meal or a snack, the CUB is where you go. Over the past 60 years, Stetson's attendance has steadily increased to its present number of approximately 3000 undergraduate students. In the high-tech age that we live in, a 60-year-old dining hall was not going to make the grade.

Stetson's President Wendy Libby arrived at Stetson in the summer of 2009. As she strolled through the palms and oaks to access the condition of the campus, she had her eye on the majestic dining hall named the CUB. Although, her priorities for the university were much-needed landscape and grounds improvements, a new athletic facility for their

revived football program, and a new Welcome Center for new and prospective students. Dr. Libby knew that one day she would see a completely renovated Carlton Union Building.

After completing the Rinker Welcome Center on the Stetson campus, Williams Company oversaw and built the ambitious Carlton Union Building addition and renovation. The project would become the most expensive project that Stetson had ever undertaken. The final budget for the project was \$32 million.

The biggest challenge for the project was keeping the building fully operational for the students and faculty during construction. All 3000 students and also the faculty continued to dine in the building as the 34,000 SF addition was added, and the existing 50,320 SF was renovated. Safety and coordination became a primary focus for a successful completion.

The project was divided into three specific phases. The first phase was a two-story addition on the north side of the existing

CUB. The entire electrical and mechanical systems for the existing building were going to be removed and replaced, so the phase one building addition housed the new main electrical switchgear and new air handlers. A new diesel backup generator was installed to run the entire building at full capacity. The new addition also housed a new sprinkler riser room, as the old existing building did not have a fire sprinkler system. Another feature in phase one addition is a new bookstore which doubled in size. The second-floor addition also includes student lounge spaces, offices for student government, and the Stetson Radio Station, W-H-A-T.

Phase two of the project would become the most challenging. The existing kitchen was located near the new proposed kitchen area, so keeping it open and operational was not feasible. A plan was developed to build a temporary 4000 SF premanufactured building that would house a temporary kitchen. The existing kitchen equipment was used in the temp kitchen, and the equipment was moved





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over the summer break. The main dining is a completely new space located on the back of the building. The new dining hall includes a 30-foot high east-facing glass wall that brings in natural light for the space. The new kitchen and serving areas feature state-of-the-art cooking equipment, including a Mongolian Grille. On the second floor of phase two is a completely renovated banquet and meeting space known as the Stetson Room. This area has an adjacent warming kitchen used for many formal gatherings of students and faculty.

Phase three of the project included the south side of the building overlooking the Stetson Green. On the first floor is the new coffee shop that features freshly brewed coffee and all sorts of breakfast and lunch options. The faculty lounge, including the original fireplace and stunning views, is located just off the main entrance of the CUB. On the second floor, the faculty offices and meeting areas were completely gutted and rebuilt.

Stetson's commitment to environmental sustainability was incorporated into the design and construction of the project. Beginning at the building envelope, the new and renovated portions of the building include a new standing seam roof, new roof insulation per current code, all new Anderson® windows, and a low "E" glass curtainwall at the dining hall. The plumbing fixtures feature low-flow water consumption and automatic faucets. All of the new lighting fixtures are low power LED lights, and the roof has 231 solar panels. Stetson's students and student government drove the solar panel initiative. Students pay a \$5 per semester fee to help pay for the solar panels, and any excess money goes into the Stetson Green Fund.

For past students of Stetson touring the Stetson campus, the outside of the Carlton Union Building remains virtually the same as the original building. What they may not notice is that all of the adjacent sidewalks have been replaced, and the brick exterior has been pressure washed and painted. All new shutters have been installed, and the stucco soffits have been removed and replaced. New windows that match the original design replaced the original rotting windows. The east side of the building is entirely unrecognizable to a former student. A new 42-jet fountain greets people at the southeast corner, and the 30-foot high curtainwall gleams in the Florida sunshine. The new service entry for the kitchen is full of delivery and maintenance vehicles.

As Stetson students and faculty roam through the new CUB, they encounter a building that retains its original elegance and charm but transformed into a modern oasis of technology and light. Artwork of old and new drapes form its walls, people gather in small nooks and crannies of the building, delicious meals are served throughout the day, and one can feel the new life that has been bestowed upon this campus icon. ❖



# What it Means to Deliver Outstanding Customer Solutions

By Kevin McCoy  
Argos Sales Manager, Central Florida

At Argos, when we say our focus is on delivering outstanding solutions to our customers, we mean it. Many companies focus on what they can deliver to the customer, but we take a different approach. Our customers and their needs drive what we deliver. We have story

leveraged our technical know-how and quality control to deliver concrete products that not only met their needs, but exceeded them.

In our Central Florida market specifically, we have worked alongside our customers for decades, so we have the experience and understand their challenges and project needs.

Because of this deep knowledge, we are continuously working to provide new products and services that will solve the ever-evolving challenges that our customers face every day—from higher strengths, quicker set-up times, harsh environments, sustainable materials, custom colors and more. We work hard to make sure we can answer the call from our customers without compromising on quality. Backed by a quality management system (QMS) manual that meets ISO 9001, our in-house technical experts put our concrete products through a rigorous research and development process with both laboratory- and field-testing, including testing for durability and long-term durability, sustainability and shrinkage, before any of our concrete products are introduced to the market.

In addition to a wide portfolio of products, we also look to deliver services that create value for our customers. A great example is Argos ONE, our online customer platform that makes it easier to do business with Argos. Argos ONE allows our customers to view and pay invoices online, as well as have real-time access to view statements, bulk invoice

exporting, and more. It is even mobile-friendly, giving our customers on-the-go access to their account, while in the field or on a jobsite. This service is above-and-beyond the products

that we deliver, but it is a great example of our approach to business. By putting our entire focus on our customers, we are continuously looking at creative and innovative ways that we can make the jobs of our customers a little easier, make their projects go a little smoother, and ultimately, make our customers proud to work with Argos.

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after story of how we created value for our customers because we listened to the needs and concerns they had for their project, and we



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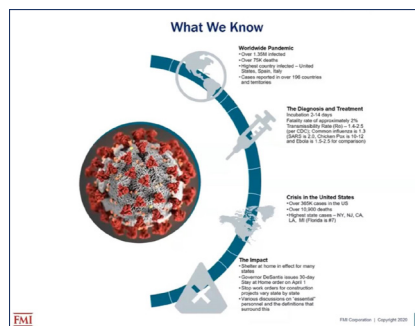
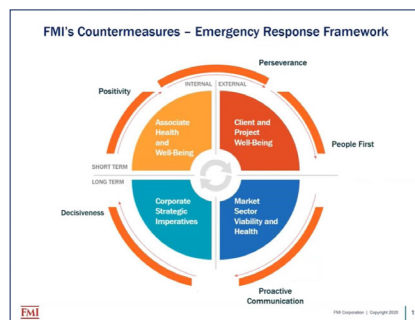


# CFC ABC Goes Virtual!

Emerging challenges in 2020 provoked CFC ABC Training and Development to quickly adjust to the virtual learning environment. National ABC and Central Florida Chapter ABC were committed to provide virtual learning opportunities to our members to ensure critical information was readily available. A special thanks to chapter members who partner with CFC ABC Training and Development and rose to the occasion to provide essential, informative webinars, addressing immediate, industry specific issues.



**Gregg Schoppman, Principal, FMI Corporation**, hosted two key industry topics with CFC ABC, *COVID-19 Countermeasures, Strategies and Tactics for the Construction World* and *Critical Project Restart Strategies*. This virtual webinar mini-series was the perfect time to discuss the impact to the supply chain and conduct collaborative conversations to drive action and results, the importance of cash flow reviews and steps to determine the fiscal results of COVID-19 on all projects, no matter what the stage is. Schoppman provided a list of immediate considerations related to workforces, delays, protocols and the ever-important 'Project Exit Strategy.'



**Keith Coker, President/Partner, OrLANtech** was originally scheduled to host our on-site *Lunch and Learn*, but after new social distancing awareness regulations and lockdowns, OrLANtech offered to host the event virtually to address *Cyber Security Concerns for Businesses & Organization*. In this virtual learning kick off at CFC ABC, our members were provided with resources to protect their business data and understand industry cyber security threats and vulnerabilities during a critical time.

**Dean Mead Attorneys at Law**, joined with CFC ABC to host *Force Majeure, Delays, Suspensions and Other Impacts on the Construction Industry*. The session was presented by **Thomas Wert, Board Certified Construction Lawyer**. Our virtual learning included possible effects on contractors' and owners' rights related to construction projects, including force majeure, commercial impracticability, delays, suspension, and termination in the free webinar. ❖



## Executive Forum

The first 2020 Executive Forum program's topic was *Management Buyouts: Lessons Learned* with guest speaker Ron Davoli, President & CEO, Wharton-Smith, Inc. The round table event held on February 19, 2020 at Dubsread Country Club was facilitated by Robert Newland, CEO, Newland Associates. The program which is exclusive to senior management of ABC member companies, is formatted in three 20-minute segments which include a presentation, table discussions, and sharing of ideas. All participants were engaged in highly interactive conversations, hearing their peer's ideas while sharing their own experiences and wisdom. The Executive Forum will be planned three times a year as a continuing program for ABC's senior management. ❖



## PAINT YOUR CANVAS ABC's 2020 Chair Commits to Renewing Each Day With Energized Perspective

By Rachel O'Connell,  
*Construction Executive magazine*

Summing up the contributions and commitments—daily or annual—of Tim Keating is akin to a Herculean task. Besides his annual hiking or biking trips to areas like Yosemite, Iceland and Prague; his biannual honey collection from the five beehives on his property; the quarterly "attitude adjustment activities" he organizes for company employees; his leadership on six local and national boards; and his participation in large-scale church fundraisers—roasting 86 turkeys for Thanksgiving and basting 114 slabs of ribs each year in service to the community—besides all of that?

A well-known saying in the town of Winter Garden, Florida, just a 25-minute drive past scenic palm trees outside Orlando, is: "Let's have Tim do it." The "it," of course, being whatever building needs construction, work or general oversight.

Performing as the third president and sole owner of R. C. Stevens, a design-build firm, Keating knows what it is to work from the ground upward. Keating's father passed away when he was only 7 years old. As the oldest of four boys and the new man of the house, Keating developed a strong personality (his own admission) and the ability to make decisions quickly. After high school, he decided to skip college and support the household. Although his grandfather ran Keating Glass, a commercial glazer in town, he steered young Keating toward another company, landing him a "glamorous" position pulling weeds by a lake. He also spread large quantities of sand and dug footings for a prospective home with just a shovel and an axe. All this, Keating says, was a setup by his grandfather, hoping he would head to school instead.

It worked, and Keating's choice of the University of Florida (Go, Gators!) allowed him to blossom. An early leader, Keating served as his fraternity's president prior to his senior year and met Mary, his future wife. College is also where, like most, he fell in love with his future profession. "I studied architecture at first," Keating admits. But, after working on a single project for an entire quarter, he remembers the professor's discouraging evaluation—specifically, "I just don't like it"—which inspired an immediate shift to majoring in building construction.

INTEGRITY, HONESTY, RESPECT  
During summers, rather than return to weeding and spreading sand, Keating's grandfather sug-



gested a mutually beneficial internship with family friend Ray Stevens, a man successful enough to operate 20 drawing tables, philanthropic enough to build a community basketball court and foresighted enough to build his own house across the street from the headquarters of his company, R.C. Stevens, which was then in Orlando. Keating flourished under Stevens' wing, learning key aspects of the business long before they were addressed in his college courses. Upon graduation, Keating was already a valuable player and was offered a position with a large firm—large enough that they operated two airplanes. But he couldn't stay away for long, and on July 2, 1984, he officially joined the team at R. C. Stevens as a project manager and estimator.

Founded by Ray Stevens in 1926, the company was still fairly small when Keating took the reins in 1993. "For me to take the ball and run with it was fine, because I was very committed," he says. Summing up his leadership style is easy for Keating: "Integrity. Honesty. Respect."

And even though he's made some upgrades over the years—relocating to Winter Garden; securing larger, more complex projects such as U.S. Sugar's citrus processing plant; and shifting to efficient, paperless processing—Keating remains dedicated to those



See the full article online at [www.constructionexec.com/article/paint-your-canvas](http://www.constructionexec.com/article/paint-your-canvas)

fundamental values, both preached and practiced at R. C. Stevens since the day it first opened its doors.

While the company typically concentrates on industrial and health care work, its leaders often go out of their way to help local clients and loyal friends. For example, during the recent office move and after newly inheriting leadership, Keating came upon decades-old receipts for work at the Roper property, which Stevens built for Winter Garden's citrus pioneer Bert Roper. It was revealed that above and beyond building the residence, Stevens would repair the leaky roof, sooty chimney, cracked foundation or any other phoned-in requirements based upon that warranty never expiring. Following this weighty realization, Keating also stumbled upon the original plans for the founding family's home and gifted them to the owners' grandson. "That's the type of company we are," Keating says. "It's integrity; doing what's right when no one's watching." ❖

A large construction site is shown under a cloudy sky. In the foreground, there are two excavators, one of which is a Barton Malow 333C. In the background, a large crane is visible, and the skeletal structure of a building is under construction. The ground is dirt and there are some concrete foundations.

# TRANSFORMING THE INDUSTRY

## BUILDING ICONIC VENUES IN CENTRAL FLORIDA & BEYOND

The Barton Malow logo, consisting of the company name in a bold, sans-serif font next to a square icon.

BARTON MALOW  
[www.bartonmalow.com](http://www.bartonmalow.com)

A row of social media icons for Twitter, Facebook, LinkedIn, and YouTube.





Brian Soucy, Project Manager  
American Building & Contracting



### American Building & Contracting

... has let its friends at CFC ABC know about news and happenings on several fronts at American. First, American Building is proud to announce its most recent of several new hires. Brian Soucy joined American Building & Contracting as project manager in January 2020. Brian has 25+ years working in the building industry right here in Central Florida and throughout the state of Florida.

Co-Owner Chris Wright took a moment to share with CFC ABC a little about Brian and about the company's culture as well. "We are thrilled to have Brian come on board with us. I have known him as a business associate and personally for over a decade and he epitomizes what we strive for in new hires at American Building." Chris went on to add, "We have found that when we bring in folks who have shown a demonstrated commitment to never skimp on high quality in everything they work on it comes through in the highest satisfaction we achieve in our projects." "Additionally, having known Brian for many years we are very pleased to get a person who not only has a track record of delivering excellence, he most importantly is a key contributor in doing so with on time delivery and satisfied clients."

Another quick bit of news at American comes from Co-Owner and President, Ben Evans "[COVID-19 has created] a tough time for the world, our nation and our local community. American Building is doing its small part to help persons impacted in the community through donations to local organizations helping those most effected by the pandemic. We at American Building and Contracting are sending our thoughts and prayers to all our leaders in government, first responders and health care workers for their tireless efforts to keep our country safe and well. Together we will get through this." ❖



### Barton Malow

... ette Hotel has selected Barton Malow as the construction manager for its first-of-a-kind, boutique hotel property set to open adjacent to Disney's Animal Kingdom theme park in Fall 2020. One of North America's leading contracting firms, Barton Malow is also self-performing civil and concrete services for the project.

Owned by Rosemont Hotels, ette Hotel is a unique brand that combines old world elegance with modern luxury, a boutique hotel not only by design, but also by service. It is the first hotel in the world with an open concept, back-of-house laundry room that assures guests of the hotel's meticulous attention to cleanliness. Located in Kissimmee on Sherberth Road off of U.S. Highway 192, the six-story, 126 room hotel features a rooftop lounge, library, and a theater room on the main floor with reclining chairs and wall screen projection for families to select a movie to enjoy after a long day of travel or visiting the nearby theme parks. Additional elements include meeting rooms, a kid zone, fitness center, outdoor pool and dining area.

"The attention to detail that Barton Malow provided in their project approach was second to none," said Alex Ekbatani, president of Rosemont Hotels, Inc. "We brought Olympia Structures onboard to represent us as program manager, and to ultimately help us select Barton Malow. We trust their leadership, and I could immediately see the connection with all parties involved. The comfort and valued partnership were key to making this important decision. We are excited and look forward to completing this hotel that we can be proud of for many, many years to come."

Barton Malow Senior Vice President Dave Price couldn't agree more. "This is an exciting project for Barton Malow. The concept and brand essence behind the ette name match closely with our organization's culture, which makes our partnership a perfect fit. Rosemont Hotels, Olympia Structures, and their teams have been a pleasure to work with and we look forward to continuing the relationship and completing this hotel that guests will consider a home away from home." ❖



### The Collage Companies

... was selected by developer JA Hospitality LLC, (JAH) as construction manager for the new three-story, 45,000 SF boutique hotel located in historic downtown Winter Garden, at 8 North Highland, directly across from Winter Garden City Hall on Plant Street. Collage has started pre-construction services and construction will begin by mid-2020.

The first floor of the new 60-room hotel will feature an as-yet unnamed culinary partner for the 5,000 SF full-service restaurant, 1,000 SF of retail space and 3,000 SF of meeting and event space. The second floor will contain guest rooms, common spaces and an open pool and pool deck. The third floor will contain additional guest rooms. JAH expects to reveal plans for use of the rooftop in early spring.

The city of Winter Garden is working on revitalization of parking in the downtown area, to keep pace with the area's growing popularity and population. The hotel will offer valet parking and utilize reserved spots in a city-owned garage.

Rob Maphis, VP of operations and COO at The Collage Companies commented, "Collage is thrilled to be part of the team for this hotel, one that will complement all of the exciting developments in Winter Garden's historic district."

JAH's Peter Watzka, a former Marriott executive, said of the project, "We want to create a unique hotel that offers visitors a taste of old-Florida and gives locals a new hot spot to gather at. The hotel is designed in historic alignment with the character of the area - but with all the modern benefits."

... was recognized on their project, Seacoast Bank Building, located at 250 North Orange Avenue in downtown Orlando, (formerly First Green Bank) for being awarded the US Green Building Council's Innovative Project Award for Central Florida on March 6 at the USGBC annual awards event.

When the 250 North Orange Avenue project was completed in 2018 it was celebrated as the first LEED v4 ID&C Retail Platinum project certification in the world. Rob Maphis, VP and COO of The Collage Companies commented, "LEED v4 is designed to up the ante with a more flexible, performance-based approach that calls for measurable results throughout a building's life cycle. It also allows for a more streamlined user experience and more goal-oriented credits."

The project implemented practical and measurable strategies and solutions aimed at achieving high performance in the areas of water savings, energy efficiency, materials selection and indoor environmental quality. The project team also focused on innovation in design and, the new component for LEEDv4, location and transportation. "While many businesses are able to provide sustainability solutions by designing a prototype building and reproducing the same building, this project chose the more challenging route of designing to the needs of an existing building," said Fred Muscatello, president of FCM Engineering, who served as the LEED Administrator for the project and has worked on other LEED certified projects with The Collage Companies. "By striving for the highest level of certification, the project does more for sustainability than required. Then, you combine that with strict budget oversight and return on investment goals. It's exciting to work on this kind of challenge. It tests your creativity and real-world experience." ❖





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### Comprehensive Energy Services, Inc.

... Co-Founder/Co-Owner Shelly Morgan was prominently featured in *Orlando Business Journal's* February 28 edition honoring its 2020 Women Who Mean Business. The article quoted Shelly as saying, "My smartest business move was taking a leap of faith with my husband on a shoestring budget 28 years ago to start our company, which now employs more than 300 team members in Florida. Todd is my biggest supporter and fan. Together, we have been able to do great things for others." The article goes on to say, "Beyond work, Morgan's CES contributed \$300,000 in cash to organizations in 2018." ... ranks as the Southeast's #1 largest mechanical contractor according to ENR Southeast's Top Specialty Contractors survey, and is an OBJ 2020 Best Place To Work for the 11th year!

... announced the creation of a new value-added partnership with Siemens Building Technologies offering CES customers the latest in state-of-the-art Building Automation Systems (BAS). As Florida's premier design-build-maintain HVAC/R contractor, CES has been a leading provider of Building Automation Systems solutions to the commercial building market for more than 20 years. ❖

*The Collage Companies* — 45,000 SF boutique hotel located in historic downtown Winter Garden, FL (above right); Seacoast Bank Building, Orlando, FL recipient of US Green Building Council's Innovative Project Award (right)








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## HoarConstruction

### Hoar Construction

... welcomes Doug Storer as director of business strategies for the Florida Division.

In his new role, Storer will leverage his thirty-years of design and construction experience to craft innovative solutions and develop implementation strategies to meet our clients construction goals.

"We have built tremendous momentum in Florida by focusing on efficient, innovative, and workflow-driven processes to deliver the very best building experience possible," said Michael Parks, vice president of Hoar's Florida Division. "Doug is a great addition to our team and will help us continue our growth and ensure our clients' success."

Doug brings a comprehensive understanding of the finance, development, design and construction of complex public and private buildings. He has led national teams for multibillion, Fortune 15 companies and has deep experience of the public sector having served as an elected official for more than a decade.

"I am excited to get back to my roots and be part of such a forward-thinking company. We all have experienced change and disruption in 2020, and Hoar is committed to identifying opportunities to move our clients' projects forward in this new economy and supporting them through the entire development process," Storer said. ❖



### JK2 Construction

... was named to the elite Gator100 list by the University of Florida for the fourth time because of its incredible growth.

The Gator100 awards, in their sixth year, recognize the 100 fastest-growing businesses in the world that are owned or led by alumni of the University of Florida. The list comprises some of the most innovative and successful businesses in U.S. and beyond.

"I'm incredibly proud to be a UF alumnus," said Paul Holmes, founder of JK2. "I know what I learned there gave me the foundation to build my business, and UF gave many of my staff members the tools they need to do the work we do every day. To be recognized among other outstanding alumni businesses is truly an honor."

The honorees are chosen and ranked based on compounded annual growth rate (CAGR) over a three-year period. To qualify, companies must have been in business for at least five years and had revenues of \$250,000 or more every year since 2016. From January 2016 to October 2019, a UF alumnus or alumna must have owned 50 percent or more of the company, or have served as chief executive, or have founded the company and served on the senior management team. Ernst & Young calculates the CAGR. Hundreds of companies apply for the honor each year.

"The Gator100 honors UF alumni from across the university who are founding and growing amazing companies around the country," said Matt Hodge, associate vice president for development & alumni relations at University of Florida Advancement. "It's an incredible affirmation of the innovative and entrepreneurial spirit of the Gator Nation." ❖



## KENPAT

### KENPAT

... is contracted to provide fireproofing for the new Coca Cola warehouse in Apopka. The Coca Cola project is a 300,000 SF freezer/cooler facility. KENPAT is applying Cafco Blaze Shield HS to the roof assembly and Intumescent Fireproofing to all the supporting columns. ❖



### R. C. Stevens Construction Company

... completed a 10,000 SF expansion for Spectrum Packaging Corporation in Orlando. New warehouse and offices will support future growth in the printing communications business.

... recently broke ground on The Exchange, a three-story mixed-use development consisting of brick and stucco that replicates the turn-of-the-century design of the surrounding buildings in historic Winter Garden. The upper two floors contain the largest contiguous office space available in downtown Winter Garden and will offer tenants state-of-the-art finishes and elevator lobbies. The floors are designed with large column spacing allowing for tenants ranging from 2,500 SF up to 14,000 SF per floor. The ground floor space is designed to accommodate a variety of restaurant space up to 7,000 SF and retail space ranging from 1,000 SF up to 4,000 SF. Completion is targeted for first quarter 2021. ❖



### Roger B. Kennedy Construction

... recently completed the upscale 300-unit ECCO on Orange apartments, under a \$40 million contract. The project includes two five-story and one four-story apartment buildings plus a seven-story parking garage with roof-level clubhouse, pool and fitness center. ... broke ground for the new Norton Commons apartment community in Sanford, under a contract totaling approximately \$10 million. The three-story, 68-unit project is located at 2580 Ridgewood Avenue, and is slated for completion in March 2021. ❖



### Williams Company

... recognized as one of the Southeast's largest and most respected construction companies, is celebrating its 100th anniversary. A 100% employee-owned company, Williams has long been recognized for its legacy of performance excellence, industry leadership, and giving back to the community. According to its website, "It was 1920 and J.J. Williams began his general contracting business in Orlando with one goal in mind – constructing a quality building that pleased his clients." Currently licensed in 13 states from Texas to Maryland, Williams specializes in educational, religious, industrial, retail, interior, senior living, theme, and office building projects. Leading the focus on client service are Bob Lipscomb, chairman, Taylor Huddleston, chief executive officer, Chris Rollins, president, and Roger Whitty, CFO, who bring 83 years of combined Williams Company tenure. With its growing team of 126 construction professionals, the future remains bright for Williams Company.

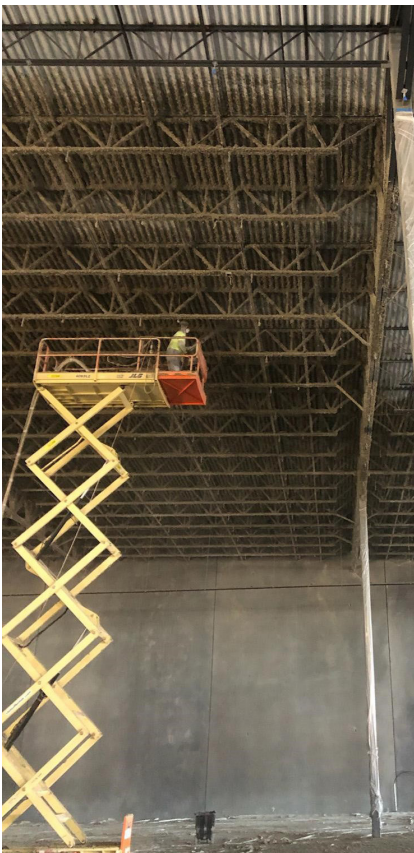
... Williams Company Southeast recently completed the five-story, 150-key LEGOLAND® Pirate Island Hotel, the first LEGO® Pirate themed hotel in North America. Also at LEGOLAND® Florida Resort, Williams previously constructed THE LEGO® MOVIE™ WORLD which opened in March 2019 and the 166-key LEGOLAND® Beach Retreat which was completed in 2017. ❖





R. C. Stevens Construction — Spectrum Packaging Corporation, Orlando, FL (above)

R. C. Stevens Construction — The Exchange, three-story mixed-use development which will replicate turn-of-the-century design of surrounding buildings in historic Winter Garden, FL (left)



KENPAT is applying Cafco Blaze Shield HS to the roof assembly



Roger B. Kennedy Construction — ECCO on Orange, Orlando, FL



## ABC On Tap

CFC ABC hosted a free member reception on February 13, from 5:30 – 7:00 p.m. at World of Beer Lake Eola. The **ABC on Tap** reception is an informal, after-work gathering for ABC members and prospective members (by invitation only).

This was an opportunity to network with other business associates, exchange ideas, obtain business leads and make professional referrals and friends. The turnout was tremendous as attendees enjoyed an evening of re-connecting after the holidays. The February event was sponsored by Hoar Construction, LLC and S. I. Goldman Company, Inc. ❖



**HoarConstruction**

**COMFORT SYSTEMS USA**  
S.I. Goldman Company, Inc.

## PAC Annual Seafood Boil Fundraiser

Over 100 members and guests attended the annual CFC ABC Political Action Committee Seafood Boil fundraiser on Thursday, March 5 at Wekiva Springs in Seminole County.

The event raised nearly \$7,000 for the PAC, helping reach their goal of \$45,000, to potentially engage in some 30 or more different races.

During this election year, the ABC PAC will be interviewing and supporting candidates for the Florida House of Representatives, Florida Senate, and a few local candidates whose election will impact the construction industry and the economy.

Giving money to candidates is never a guarantee of results, which is why the PAC interviews candidates to make sure their legislative philosophy aligns with free enterprise and open competition. The PAC doesn't 'give to all' or give to the leading candidate just because he or she will likely win.

ABC's diligence and targeted support resulted in significant political victories in 2016 and 2018. As a result, ABC was able to pass two key legislative bills with bipartisan support in the legislature this year. ABC was also able to kill several bad bills in a session with a near-record low level of new legislation coming out of the Capitol.

ABC PAC donors are welcome to participate in candidate interviews which will take place in the coming months when the "all clear" coronavirus whistle is blown, and everyone can get back to business. More information will be coming in a couple of months. ❖

### PAC Sponsors

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## ABC/UCF Student Chapter Golf Tournament

ABC/UCF Student Chapter members came together with CFC ABC members and UCF alumni for their annual golf tournament fundraiser on February 17 at Stoneybrook Golf Club. The funds raised with this event help civil and construction engineering students pursuing careers in construction to send a competition team to the National Competition held in Nashville in August this year. Students also were sponsored to play in foursomes with member companies, allowing them to network and to learn from professionals in the industry. *GO KNIGHTS!*

### Big thanks to the sponsors who made this event possible!

**Beverage Sponsors** Modern Plumbing Industries, Inc. **Cart Sponsors** Burr & Forman LLP, Fender Marine Construction, WCA of Florida, LLC **Double Hole Sponsor** Burr & Forman LLP, KHS&S Contractors, Recycled Concrete & Materials Inc., **Hole Sponsors** Baker Concrete Construction, Barton Malow Company, ECS Florida, LLC, Interior Specialties, Inc., McCorvey Sheet Metal Works, L.P., Modern Plumbing Industries, Inc., Sharp Plumbing Systems, United Rentals, Wharton-Smith, Inc., **Participating Students** Alden Gunder, Keegan Hensley, Jeremy Langford, Jacob Leipheimer, Walter Paniagua, Eddie Sellian, TJ Skinner, Matt Sullivan. ❖



## GC Connect Exhibit

The GC Connect event held on March 12, 2020 at the Winter Park Community Center was a general contractor tabletop exhibition where GCs shared information about upcoming projects, their bid lists, and networked with subcontractor, supplier, and associate members. Over 200 attendees gathered to meet and interact with multiple representatives from 26 exhibiting general contractor companies.

Attendees had the opportunity to reconnect with people they know and meet new people within the industry. It was a great evening of networking and many left the event with new projects and valuable contacts.

### Thanks to the Special Events Committee volunteers who helped make this a success!

Emily Cornell, Acousti Engineering Company of FL; Amanda Mattingly, Mid-Florida Materials; Angela Melendez, Trade Management, Inc. ❖

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## COVID-19 Doesn't Stop This Group! DESIGN & BUILD INDUSTRY MIXER FUNDRAISING EVENT EXCEEDS 2020 GOAL!

By Nancy Wray, VP & COO

Due to social distancing guidelines amid the COVID-19 pandemic, the annual Design & Build Industry Mixer after-hours social fundraising event scheduled to take place on May 28 was cancelled. The benefactor, Second Harvest Food Bank of Central Florida, needed the support of this event now more than ever.

The Meetings & Events team at CFC ABC, Taylor Tidwell and Maria Casas, quickly shifted the in-person event to an online virtual fundraiser and immediately got the word out through social media, weekly events emails and direct contact with the awesome members of CFC ABC. Last year's event raised \$1200. This year's goal of **\$2020** was surpassed on May 26.

*Thank you to everyone who donated to fill grocery carts to feed central florida neighbors!*



## ABC of Florida State Convention July 16-18, 2020

The ABC of Florida State Convention gives you an opportunity to make connections and develop relationships with peers from all five Florida ABC Chapters, while enjoying the Florida's Gulf Coast. Reserve your room for Thursday, Friday and Saturday nights at the Ritz-Carlton Naples.

**Ritz-Carlton Naples**  
280 Vanderbilt Beach Road  
Naples, FL 34108  
239-598-3300  
<https://tinyurl.com/RCNaples>



### Room Reservations

ABC of Florida has reserved a limited number of rooms at a discounted group rate, which is available while supplies last. The deadline for the group rate is **June 17, 2020**. After this date, there is no guarantee that rooms or the group rate will be available. Group rate is available three days pre/post, based on group availability. For more information and **Sponsorship Opportunities** please visit the CFC ABC web page: [www.abccentralflorida.com/state-convention](http://www.abccentralflorida.com/state-convention)

### ABOUT ABC OF FLORIDA

ABC has the strongest network of commercial and industrial contractors in the state of Florida with five chapter offices serving over 2,000 companies in every major construction market. No one protects you and your business' legislative and regulatory rights as well as ABC, while providing apprenticeship, skills, management and safety training, networking, member discounts, and many other benefits.

*This event supports state-wide legislative and political efforts for ABC members.*



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# Nothing Replaces Face-to-Face

## CONSTRUCTION EXPO 2020

By Nancy Wray, VP & COO

Trade shows and expos are all about business deals, but they are also so much more. Most people think awareness - getting your company, brand, products and services right in front of current and potential customers.

*But what other benefits can ABC's Construction Expo provide?*

The Expo gives you opportunities to engage with customers and get their feedback for a new product, new service, new jobsite techniques and technology or even customer service.

The ABC Construction Expo is the place to obtain local competitive industry knowledge. It gives you the opportunity to look at other companies' exhibits, network with peers and gather information about trends or impending threats to the industry in central Florida, as well as check out creative marketing strategies and compare.

The ABC Construction Expo is an opportunity for member companies' new employees, as well as those who may not get out of the office as much as they'd prefer, to observe competitors, meet key people in the industry, and begin to build relationships.

The ABC Construction Expo is a dedicated event for member companies to develop new partnerships and to make and strengthen strategic alliances. Build on your excellent customer service by giving attendees the opportunity to ask questions and help solve issues or voice concerns.

There are many more benefits too numerous to list here. For more information about becoming an exhibitor, contact Meetings & Events Director, Taylor Tidwell at [events@abccentralflorida.org](mailto:events@abccentralflorida.org), 407-398-1272. ❖

## Join CFC ABC For The Annual Construction Expo!



This year's theme - **Through the Decades** - takes you on a journey through time to witness fashion trends, dances, lifestyles, trademarks, historic events, and more!

### Get your groove on!

Showcase your company, meet new members and connect with over 1,200 current and potential customers.

**September 15, 2020**

**Central Florida Fairgrounds**

4603 W. Colonial Drive, Orlando, FL 32808

4:00-7:00 p.m.

**Early Bird Pricing for Booths ends July 1, 2020**

### "Trendsetter Tips" for a Groovy Booth

- \* Reserve your booth early - booth selection is first-come, first-serve. Don't miss out on a prime location!
- \* Save the date on your company's calendar
- \* Get strategic with your booth... it's your year to win **Best Themed Booth!**
- \* Plan in advance and organize your deadlines
- \* Order supplies and promotional items
- \* Prepare the sales and executive teams
- \* Dress as a team
- \* Make sure your booth is set up by 3:00 p.m.
- \* Bring business cards
- \* Bring your marketing materials
- \* Be active on social media
- \* Provide giveaways!

[abccentralflorida.com/construction-expo](http://abccentralflorida.com/construction-expo)

## Upcoming CFC ABC 2020 Member Events

Legislative Hobnob . . . . .	July 8
ABC Florida State Convention . . . . .	July 16-18
Casino Night . . . . .	August 21
Construction Expo . . . . .	September 15
Fall Golf. . . . .	September 25
EIC Awards Banquet . . . . .	October 17
Golf at Bay Hill #1 . . . . .	October 26
Golf at Bay Hill #2 . . . . .	November 9



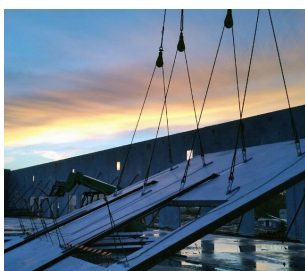
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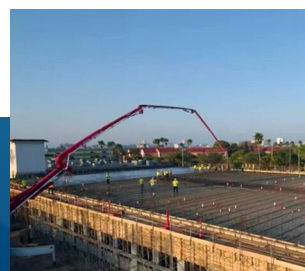


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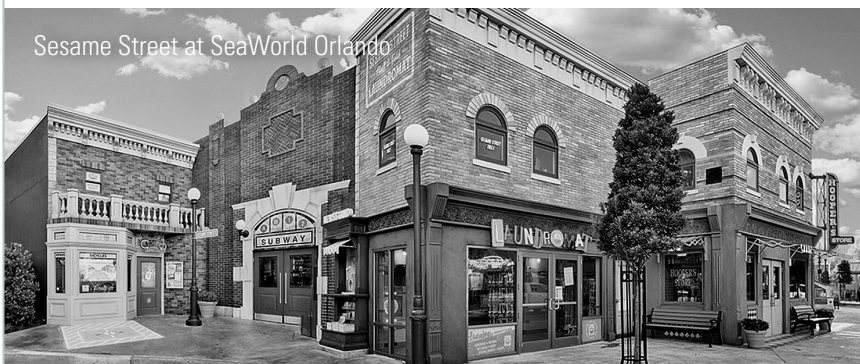


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## PHOTO GALLERY

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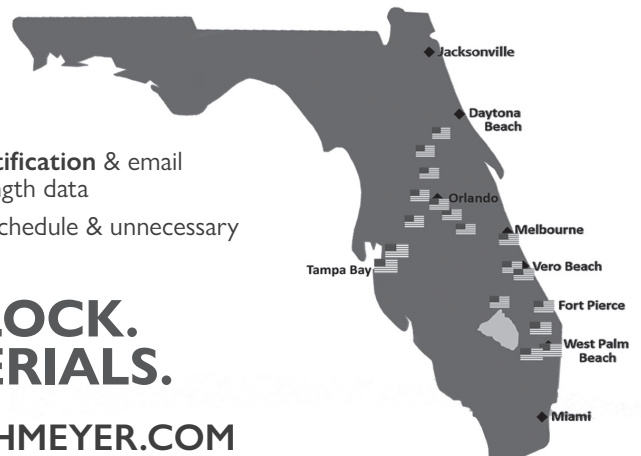
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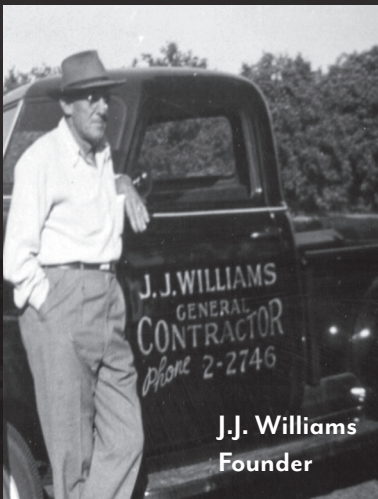
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