

January/February 2018

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# Chairman's Q&A

## Get to know CFC ABC's 2018 Chairman of the Board

BY: KELSEY WILKINSON, CFC ABC MARKETING DIRECTOR



### How did you get your start?

I started straight out of Bethlehem HS back in 1985. I had a friend in the mechanical business and thought it would be good career. Little did I know that 32 years later, with the last 23 with Energy Air, Inc., I would have worked my way up from an apprentice to the Sr. Vice President of Energy Air, Inc.

### Give one word that describes you the best.

Family

### What are your goals?

Personally, I strive to take advantage of the opportunities that God gives us and be a good father and husband for my family. Professionally, I work hard every day to ensure that Energy Air, Inc. maintains the same values it did when I started here. It's what makes this company great.

### What are your three biggest accomplishments?

Meeting my wife, having three daughters (Kaitlyn, Kassie, and Kara), and breaking the chain of poverty that I grew up in and making sure my children have the opportunities that I did not.

### Who is a person that you considered as a role model early in your life? How and why does this person impact your life?

Dave Kulp, for giving me the opportunity to be a part of Energy Air, Inc. which has allowed me to take care of my family and has made me a better man.

### What do you hope to achieve in 2018 as CFC ABC Chair?

I hope to measure up to past chairs and to fulfill all of the expectations our membership has come to expect from this great association. I would like to see the chapter grow while keeping up with the demands of the industry.

### Tell us about yourself.

I grew up very poor and have always strived to be the best I can be through hard work and integrity. I believe in God (although I don't go to church nearly enough) and I stand for National Anthem and will continue to do so till my last breath. I love my family, I am an avid golfer, and I love to vacation with all my girls and look forward to taking them skiing again this year.

### What are the most important decisions that you face daily as a leader in your organization?

How to maintain a steady workforce, and keep them busy and happy.

### What is most important to you and your organization - mission, vision, or core values? Why?

Our core values are most important because we are and always will be a family-orientated company.

### What advice would you give a new employee going into a leadership position for the first time?

Be honest, up front, and lead by example.

### What is the most important characteristic that every leader should possess?

Willing to listen, learn, integrity and a sense of urgency.

### What are your favorite questions to ask those you lead?

When making decisions, would your decisions be any different if you were solely responsible?

### What are the keys to developing the next generation of leaders in your world?

Training, allowing future leaders to grow and make their own decisions. No one is micromanaged. Everyone is expected to do their job without someone looking over their shoulder but we are always ready to help when needed. That's what a team and family does for each other.

### What questions are you asking yourself lately?

How can we make Energy Air, Inc. a better place to work? How can we stay up with the industry? How do we keep up with a skilled labor and construction manager demand that is ever growing?

### Family - What do you do to keep your family Priority #1?

It's a very hard thing to manage and I couldn't do it without help from my wife. You have to make time for the things that matter and family comes first.

### What do YOU DO to take care of your employees?

Safety is first for each and every employee. Recognizing and appreciating each employee is also important; all need to hear "good job" and "thank you" for what we do. And by working as hard as we can to ensure a strong backlog for company strength and security.

### Where do you see the industry going in 2018?

There will continue to be a shortage of skilled labor. Addressing this challenge will be of utmost importance in the coming year.

### The needs and challenges ABC members face?

Where to find skilled craftsman and project managers to meet the needs of the demanding construction schedules we face day-in and day-out.



Central Florida Chapter

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Tucker Paving, Inc.

### Carlos Velasco

Acousti Engineering Company of Florida

## UCF National Competition

November 5-9, 2017

BY: CRAIG SMITH, ABC/UCF STUDENT CHAPTER COMMITTEE CHAIRMAN, ASST BRANCH MANAGER, BRIGHTVIEW LANDSCAPE DEVELOPMENT

The University of Central Florida's Student ABC Chapter placed among the top seven teams out of the 21 Universities competing at ABC's 2017 National Construction Management Competition. This was a challenging year that utilized Universal Studio's Project 927 as the reference project.

The Student Team had six weeks to create a well thought out and detailed proposal. It included their Estimate, PM Plan, QC Plan, Site Logistics Plan, and Safety Plan. Day one of the completion was an all-day event that tested their management skills and project knowledge. The UCF team shortlisted and day two of the competition was a 15 minute presentation of their proposal on stage in front of the judges and their peers. These talented young men did all of this while also juggling their normal school loads, work responsibilities, and personal lives. An impressive effort and results they can be proud of. Go Knights!



Pictured left to right: Andrew Coleman, Drew Domingo, Nick Hogan, Ivan Pastirak, Chris Lonas, Craig Smith



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# Chili Cook-off

November 2, 2017

GRACE CHURCH

FC ABC members and future members kicked off Fall with this year's 15th Annual Chili Cook-off, full of hearty chili and even better company. ABC's dedicated competitors arrived early in the morning with their secret recipes on hand, spending majority of the day cooking their chili to perfection. Sold out at 22 teams, the competition was intense. Chili tasters arrived eager to try everything from white chili, spicy and regular, to Zing Zang chili recipes and more! ABC's animated judges from the Apopka Fire Department and St. Cloud Fire Rescue were beyond enthused to taste some of the best chili in Central Florida. Attendees also had the privilege of voting for their favorite chili and the best themed booth. Thank you to the sponsors, judges, and Program & Events Committee for making this another successful year!

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### Best Themed Booth

- 1st Place: WELBRO Building Corporation, WBC ChiliMania
- 2nd Place: Tri-City Electrical Contractors, Inc., Tri-City High Rollers Chili
- 3rd Place: Winter Park Construction, WPC - A patri"hot"ic salute to veterans

### People's Choice Award

- 1st Place: WELBRO Building Corporation, WBC ChiliMania
- 2nd Place: Morton Electric, Inc., "Busy Guys" Chili
- 3rd Place: Tri-City Electrical Contractors, Inc., Tri-City High Rollers Chili

### Judge's Choice Award

- 1st Place: Mayer Electric Supply
- 2nd Place: Sunbelt Rentals
- 3rd Place: WELBRO Building Corporation, WBC ChiliMania



# Fall Golf Tournament

November 10, 2017

FALCON'S FIRE GOLF CLUB

### Closest to the Pin - Hole #15

Gary O'Brien, Maschmeyer Concrete

### Longest Drive - Hole #4

Terry Brady

### Longest Putt - Hole #18

Ian Fraiser, Energy Air, Inc.

### Winning Foursomes

#### 1st Flight - Gilbane Building Company

Heath Bruns, Mike Coleman, Sean Anderson, Mike Gafford

#### 2nd Flight - Oelrich Construction, Inc.

Derek Dykes, John Paul Thatcher, Jack McDonald, Keith Haghdaul

#### 3rd Flight - Acousti Engineering Company of Florida

Carlos Velasco, Jeff Judy, Bob Armstrong, Lee Bagley



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# Construction Expo

September 28, 2017

CENTRAL FLORIDA FAIRGROUNDS

It was a full house at the Central Florida Fairgrounds for the 2017 Construction Expo. Central Florida Chapter ABC (CFC ABC) members brought TV to Life with their interactive booths, incredible costumes, themed treats and great giveaways. With 1,500+ in attendance and 82 CFC ABC members exhibiting, this year's Expo was one of the most successful to date. Exhibitor booths were judged by members of SMPS Central Florida for best booth, and 1st, 2nd, and 3rd place awards were given in three categories: Associate/Supplier, Subcontractor, and General Contractor. A special thank you goes out to the Programs & Events Committee, volunteers and sponsors for making the event possible.



## Best Booth winners

### General Contractors

1st Place: WELBRO Building Corporation  
2nd Place: Winter Park Construction  
3rd Place: R. C. Stevens Construction Company

### Subcontractors

1st Place: Cherrylake, Inc.  
2nd Place: Comprehensive Energy Services, Inc.  
3rd Place: Energy Air, Inc.

### Associates/Suppliers

1st place: Certified Slings & Supply  
2nd place: Quality Labor Management, LLC  
3rd place: Guignard Company



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National Trench Safety  
PlanGrid  
Quality Metals, Inc.  
R. C. Stevens Construction Company  
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Sherwin-Williams Company  
Site Storage, Inc.  
Sunbelt Rentals  
Terry's Electric, Inc.  
Tharp Plumbing Systems  
Tri-City Electrical Contractors, Inc.  
Tucker Paving, Inc.  
Unified Labor Solutions  
Wharton-Smith, Inc.  
Window Interiors  
WithumSmith+Brown, PC



Central Florida Chapter

## EVENT CALENDAR

### January 18

CFC ABC Kick-Off Party  
*BJ's Brewhouse, 4151 Conroy Rd., Orlando*

### January 25

Sporting Clays  
*Catfish Creek Sporting Clays*

### February 12

ABC/UCF Student Chapter Golf Tournament  
*West Orange Country Club*

### March 9

Fishing Tournament  
*Hickory Point Recreation Park*

### March 15

GC Connect

## EDUCATION CALENDAR

### January 15

Blueprint Reading begins

### January 23

OSHA 10-hr Refresher course

### January 31

CPR & First-Aid

### February 14

Spring Leadership ABC 20181 begins

### February 21

CPR & First-Aid

### February 22

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OSHA 10-hr. and 30-hr. online courses  
available at [abccflosha.com](http://abccflosha.com)

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## WORKSHOPS

### January 23

Get Involved - Committee Workshop

### February 23

EIC Awards Workshop

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# Member News

## THE COLLAGE COMPANIES

... in celebration of 35 years of building construction projects that strengthen the foundation and fabric of the Central Florida community and beyond, Collage hosted a 35th anniversary celebration on November 30. Called "Party with a Purpose" this lively event featured dinner, dancing, an awards ceremony and a live-art presentation. A highlight



of the evening was a check presentation for \$35,000 to Shepherd's Hope, a faith-based organization of volunteers that has been providing access to healthcare for the uninsured in Orange and Seminole counties for over twenty years.

Over the last 35 years, Collage has given millions of dollars of savings and support to projects and causes that inspire. During a Party with a Purpose, Collage acknowledged individuals they call "Bring Changers." Brian A. Walsh, Founder, President, CEO of The Collage Companies: "These are people who have undoubtedly done great things but there is also another reason. We are creating "Party with a Purpose" as an annual event that we will celebrate our year together as a company but also celebrate the community and individuals in our community that make a difference or bring change in the lives of others around them. The awards were presented to: Steve Strang, Florida Surety Bonds and Jeff Reich, President and Founder of Florida Surety Bonds.

## COMPREHENSIVE ENERGY SERVICES, INC.

... proudly ranks fifth largest among Orlando Business Journal's 2017 Largest Specialty Contractors in Central Florida, published on October 27.

... donated \$25,000 to Florida Hospital Cancer Institute Altamonte at CES's 11th Annual Charity Golf Tournament held October 23 at Alaqua Country Club. The event marked the company's fourth consecutive year of support for Florida Hospital Cancer Institute, and its charitable tournaments have now raised



*CES's Todd and Shelly Morgan presented a \$25,000 check to Florida Hospital Foundation president David Collis, right, on October 23. Photo credit: Brion Price Photography*

over \$225,000 benefiting local causes. Thanks in great part to their numerous tournament sponsors and supporters, CES's Todd and Shelly Morgan proudly presented the check to Florida Hospital Foundation president David Collis.

... was prominently named among the honorees for Orlando Business Journal's 2017 Corporate Philanthropy Awards announced on October 30. Under the philanthropic leadership of Todd and Shelly Morgan, pitching in for the common good has long been part of CES's companywide culture. As longtime supporters of Florida Hospital Foundation, Universal Orlando Foundation, and countless other causes, Todd and Shelly and the CES team have always believed strongly in giving back to the community.

... started \$3 million of heating, ventilation, air conditioning, plumbing and special effects work at 24 new Orlando-area projects. In addition to four theme park related projects, the work includes: Lake Nona Town Center Building 2 plumbing, for PCL Construction; Orlando Health UF Health Cancer Center HVAC, for Barton Malow; Orlando Health Summerport Pediatric Cardiology HVAC, for R.C. Stevens Construction; Florida Hospital East MRI Replacement plumbing, for Robins & Morton; Florida United Methodists Children's Home HVAC and plumbing, for McCree General Contractors; and others.

## GUIGNARD COMPANY

... hired Eileen Heard as the company's newest senior account executive. Having serviced accounts throughout Florida and the southeast for over 25 years, Heard brings a wealth of experience to the Guignard team.

As a seasoned account executive, Heard has worked with accounts of all sizes, including accounts with multi-million dollar contract and commercial bond needs. In 1990, Heard began her surety career with the Joseph U. Moore agency in Tampa. Most recently with Willis Towers

Watson, formerly Willis, Heard has also contributed her surety brokerage skills to companies across the Tampa Bay



area, including Aon Risk Services and Lykes Insurance, Inc. For more than two decades, Heard has worked directly with clients, supervising contract bonds, implementing necessary procedures and ensuring commercial surety needs are achieved.

As a top surety bond agency in Florida, Guignard provides both contract and commercial bonds to businesses across the state. Heard's combined experience and skills in surety bond brokerage are a great addition to Guignard's team of industry-leading professionals.

## JK2 CONSTRUCTION & SCENIC

... recently completed a major update to two meeting spaces at the storied Swan and Dolphin Resort.

The project included the demolition of one of the Swan's existing restaurants and the game room and the rebuilding of the 2,766-square-foot space. JK2



completed the work while the hotel was occupied, and the company seamlessly matched the finishes of the hotel's signature style.

"We're thrilled to have worked on the iconic Swan and Dolphin Resort,"

*Continued on page 12*

Member News continued from page 11

said Paul Holmes, president and founder of JK2. "The property is renowned for its art and architecture, and our talented team worked hard to ensure the updates fit perfectly."

The project was led by Vice President Rick Amundson, Project Manager Tucker Holmes and Project Superintendent Bill Glascock.

The Swan and Dolphin Resort is one of Disney's landmark properties, featuring signature art and architecture from the renowned Michael Graves.

JK2 has a long history of working with entertainment, hospitality and amenity partners, including Orlando's theme parks and resorts. The family-owned company is in its 30th year.

...recently completed work on a luxury community clubhouse in Orlando's

growing tourism corridor.

The clubhouse is part of Pulte Home Corporation's Ruby Lake development



off Turkey Lake Road. The nearly \$2 million project features a 5,241-square foot building that includes a fitness area, community room, bathrooms and an office. JK2 also constructed a large community pool with a children's splash pad and water features, a community mail center and a tennis court.

The amenity site is situated on 1.27

acres on a lakefront, and residents are able to sit poolside and see the Disney's nightly fireworks. A dock for residents to enjoy is planned for the future.

This is the latest in a string of projects JK2 has completed for premier home builder Pulte Home Corporation. "Pulte Home Corporation knows what residents in Orlando's growing communities want," said Paul Holmes, JK2's president and founder. "Our design-build approach allows us to produce these quality centers quickly and affordably while they focus on constructing homes for their clients. We're thrilled to be their trusted partner."

Ruby Lake is located in the Dr. Phillips neighborhood and features 10 home designs starting at \$441,990.

JK2's project team included Vice President Rick Amundson, Project

## William Wharton

September 11, 1922 - November 12, 2017

Central Florida Chapter ABC Board President (Chairman) 1981

**W**illiam R. Wharton, Jr., 95, known to all as Bill, passed away peacefully Sunday evening, November 12, 2017 at his home in Longwood, Florida. Bill was born on September 11, 1922 on the family farm near South Bend, Indiana. Bill was the oldest of six children born to Mildred Patterson and William R. Wharton, Sr.

Bill graduated from Greene Township High School, as Valedictorian, in 1940. Awaiting the draft for World War II, he worked at Bendix Corporation as an office boy, navigating the large manufacturing plant on roller skates, and then worked in the personnel office. Drafted into the U.S. Army, in 1943, he was sent to Fort Carson, Colorado as part of the 292nd Ordnance Company. Although he trained in the Ski Patrol on Pikes Peak, he was deployed to the South Pacific--New Guinea and the Philippines—and was part of the U.S. Army's invasion of the Philippines, and the battle of Leyte Gulf.

After his discharge from the Army in 1946, Bill attended Purdue University on the G. I. Bill, and earned a degree in Civil Engineering graduating in 1949. In

December 1949, Bill married his first wife, Marilyn, with whom he had three daughters, Laurie, Amy, and Melissa. Bill was hired by Chapin & Chapin, Norwalk, Ohio, where he worked on road construction projects throughout Ohio and Indiana, including a significant portion of the bridges and underpasses on the Ohio Turnpike and the Indiana Toll Road. His wife Marilyn passed away in 1964 after a lengthy illness.

In 1965, Bill married Lina Baron whose husband (who was also employed by Chapin & Chapin) had died a few months after Marilyn. Their combined family now included Lina's three children, Steve, Woody

and Lori Baron. Bill, Lina and the six children lived in Huron, Ohio and Bill went to work for Bay Construction, eventually becoming Senior Vice President.

In 1975, Bay Construction (then known as Bay-Con) opened an office in Orlando and sent Bill and another employee (and good friend), George Smith, down to Florida to run the office. In 1984, when Bill was 62, Bill and George decided to take a leap of faith, mortgaged their homes, and made an

offer to take over Bay-Con's unfinished Florida work. With those projects and a handful of employees, Wharton-Smith, Inc. was born. Wharton-Smith has since grown into one of Central Florida's largest and most successful general contractor and construction management firms. While officially retired in 1992, Bill remained a member of the Board of Directors until his death.

After retirement, Bill and Lina traveled extensively, visiting many parts of the world. Bill kept busy at home, too, taking up golf, scuba diving and fly-fishing in his spare time. Bill and Lina moved to Village on the Green in 2002 and immersed themselves in many new activities. Bill shared his time and expertise as a volunteer for the Brede-Wilkins Scholarship Fund, joining the Board in 2003 and becoming it's Chair in 2008. He continued to serve on the Board until January 2016.

Bill is survived by his wife of 52 years, Lina; his children Laurie Dana (Richmond, Vermont), Amy Wharton (Portland, Oregon), Melissa Carter (Hudson, Ohio), Steve Baron, Woody Baron and Lori Brown (all of Huron, Ohio). Known as Papa to the next generation of family, Bill has 11 granddaughters; 7 great grandsons and 2 great granddaughters. He was always happy to be surrounded by family and he will always be in our hearts. ■



Manager Tucker Holmes and Project Superintendent Garrett Holmes. JK2 is a second-generation family-owned company.

In the past, JK2 has partnered with Pulte Home Corporation to complete amenity and fitness centers at Lakeshore at Narcoossee in St. Cloud, Royal Estates of Orlando and Lakeview Pointe in Winter Garden. The company has also worked with Starwood Land Ventures, Winter Garden's Orchard Hills Community, Summerlake Community in Windermere and Hickory Hammock Community.

**LEE CREST CO.**

... was named Small Business of the Year by Sanford Chamber. Shortly before his death in 1963 President John Kennedy signed a bill to recognize the accomplishments and contributions of America's small businesses. Each year since then the US Small Business Administration has recognized Small Business Week. This year the Sanford Chamber's Small Business Committee brought the focus to local small businesses at the Chamber's Business and Industry Awards Dinner. Chamber President/CEO Frank Hale told the attendees assembled at the Marriott Lake Mary, "The Chamber is pleased recognize the accomplishments of hard working small business owners in Sanford and Seminole and Volusia Counties."



The Chamber presented awards to business owners in five categories. Winners were selected from more than 60 nominees submitted by Chamber members, community leaders and residents. Businesses were asked to submit additional information that was blindly reviewed by independent judges after key identifying information was redacted from the application and financial information provided by each nominee.

The Chamber's 2017 Small Business of the Year was presented to Shanze Lee, owner of Lee Crest, a Sanford based construction company.

According to Chamber President Hale, "Lee Crest company owner is seventh generation and his family settled in Sanford. He is a graduate

of Seminole High School and joined the US Marine Corp. shortly after his graduation. After six years in the Marine Corp he attended Florida State University and graduated Cum Laude with a degree in business and finance. After graduation he worked at other companies and decided to open his own business in 2009."

**ROGER B. KENNEDY CONSTRUCTION**

... broke ground for The Lofts at South Lake, a five-story, \$16 million apartment



community in Clermont. The upscale 144-unit project is located at Citrus Tower Boulevard and Oakley Seaver Drive, and is slated for completion in November 2018. It marks Kennedy's third Orlando-area apartment community for the project's owner since 2015 totaling nearly 500 units. Most recently, in August 2017, the firms completed The Residences at Seminole Commons, a \$14 million, 175-unit community on Rinehart Road in Sanford.

**S.I. GOLDMAN COMPANY, INC.**

... was selected by Charles Perry Partners, Inc. for the UCF Student Union Phase 2B Food Court project located in Orlando, FL. Work includes the installation of new HVAC and Plumbing systems for (four) new restaurants and the Dining Area, including a chilled water system, air handling units, air distribution and exhaust system and building automation. Also included are sanitary, grease waste, domestic water and natural gas plumbing systems. Work began in September 2017 and is scheduled for completion in March 2018.

... was selected by PCL Construction Services, Inc. for the Disney Magic Kingdom MK-1 Early Works Package located in Bay Lake, FL. Work includes the installation of the HVAC and plumbing utility modifications for the building of a new Theater at the Magic Kingdom that is modeled after the iconic Willis Wood theater from 1920's Kansas City. PCL's work will include underground re-routing of the chilled water, heating hot water, compressed air, medium pressure gas, sanitary and domestic

water systems. Work on the initial utility relocations began in December 2017 and is scheduled for completion in April 2018.

**TURNER CONSTRUCTION COMPANY**

... has promoted Jeff Brown to Special Projects Division manager for the company's Central Florida office. In this role, he will be responsible for all aspects of the division - from overseeing preconstruction planning and estimating to project staffing - for projects ranging in volume under \$10 million. Previously, Brown served as manager of business development. He lends more than 13 years of industry experience, and holds a bachelor's degree in civil engineering from the University of Texas at Austin.



... has promoted Meridith Conser to manager of business development for the company's Central Florida office. Conser, who lends more than 13 years of industry experience, previously served as lead estimator for Turner's Special Projects Division. She holds an MBA and bachelor's degree in civil engineering from the University of Central Florida, is a Florida State Certified General Contractor and Designated Design-Build professional.



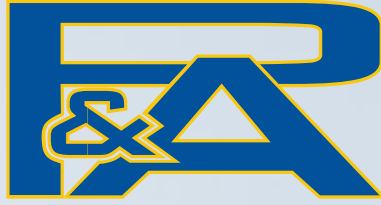
**WELBRO BUILDING CORPORATION**

... provided Construction Management Services for The Glass Knife project which included building out an existing



restaurant located on Orlando Ave in Winter Park near Morse Blvd. The

*continued on page 33*



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# PANDORA - THE WORLD OF AVATAR

BY: SARAH CARMANY, MARKETING COORDINATOR, BALFOUR BEATTY

**P**andora - The World of Avatar project is the design and construction of a new interactive attraction in an existing theme park. Balfour Beatty's scope of work included highly themed development, support facilities, and ride and show elements necessary to deliver a one-of-a-kind guest experience. From the onset, this project has an integrated strategy with the construction and project team co-locating. The goal was to foster a true team environment through collaboratively developing the project through the combination of innovative ideas and technology.

Pandora - The World of Avatar creates a mystical land that has come to life at Disney's Animal Kingdom® Theme Park. Tropical gardens with exotic plants thrive throughout the land that is surrounded by floating mountains, waterfalls, and bioluminescent pathways. The project includes a six-story 3D ride building, a meandering canoe ride, a QSR restaurant, a merchandise building, restrooms, and a new exterior theater inside the park known as the Night Time Show.

As a subcontractor to Balfour Beatty,

CCK assisting in making this project a reality, This included special foundations for steel structures, retaining walls, buildings, and props and lights placed in the Area Development phase of the project.

As the project developed, skilled craftsmen worked on themed character plaster, installation of ride cladding, and installation of show sets in close coordination with all the other trades. WDI described this expansion of the Disney Animal Kingdom® Theme Park as "an experience that's as realistic and immersive as possible."

A project highlight was the piping installed inside the floating mountain (at a high elevation) which supplied the water to the falls and streams. These same streams then flowed into the area development sections giving the guests an inspiring real-life interaction with the plants.

This was a very fast paced project that involved careful coordination and logistical solutions. The Team and trade partners used close scheduling sessions to create a schedule to deliver the work as needed. With patience and teamwork, all were able to meet the challenge and

produce this mystical land that you have to experience to appreciate. As the Na'vi would say oel ngati kameie (I see you). All were honored to have been a part of this beautiful creation. ■

## **Additional CFC ABC Members involved with this project:**

Advanced Millwork, Inc.  
Architectural Glass Services, Inc.  
Brightview Landscape Development, Inc.  
CCK Construction Services, Inc.  
International Flooring  
Mader Southeast  
MLC Theming, Inc.  
Otis Elevator Company  
P&A Roofing and Sheet Metal  
Pacesetter Personnel Services  
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# EIC Awards

October 8, 2017

HYATT REGENCY, ORLANDO

The 2017 Excellence in Construction Awards Banquet, was held at the Hyatt Regency Orlando on October 8, with a record attendance of almost 900 people. Over 100 companies were represented in the audience for the presentation of 114 Eagle Awards plus the announcement of the Special Awards for 2017.

The Excellence in Construction Awards program was created to recognize members who believe that the merit shop philosophy improves opportunities for individuals and contractors throughout the nation, as well as celebrate outstanding projects. These members believe in the system of free enterprise and open competition. As an organization of general contractors, subcontractors, suppliers, and associates, Central Florida Chapter ABC members have sustained this commitment through principles of cooperation and quality.

Both general contractors and subcontractors Central Florida Chapter ABC members received their awards on stage for their outstanding work. Over 90 architects and engineers, many of whom assisted in judging the projects awarded, joined the audience to show their support of the contractors.

In addition to the Eagle Awards, seven special awards were announced during the evening. The Free Enterprise Award is a way of recognizing a contractor's commitment to doing business with ABC members of central Florida. This award is given to both general and subcontractor members. The 2017 recipients of the Free Enterprise Awards were Cornerstone Construction Services, Inc. for Orlando City Soccer MLS Stadium and Balfour Beatty for Loews Sapphire Falls Resort at Universal Orlando.

As a way to raise the level of presentations, the EIC Awards Committee recognizes individuals who create a printed presentation and entry book with the Marketing Excellence Award. Members of the SMPS Central Florida assisted CFC ABC in judging the entry books. The 2017 recipient of the Marketing Excellence Award, Subcontractor category was Daniel Voss, Marketing Coordinator, Energy Air, Inc. for the entry book for Innovation Middle School. In the General Contractor category, Ben Parrish, Marketing Specialist, Turner Construction Company for the OCPS Ventura Elementary School entry book.

EIC project entries are judged on execution of design, quality of craftsmanship, attention to detail, proper installation, outstanding planning and coordination efforts, challenges successfully overcome, project complexity, custom materials, safety program, and owner satisfaction. Subcontractor Award of Excellence is the highest scoring project entered by a subcontractor. 2017 Subcontractor Award of Excellence was given to P & A Roofing & Sheet Metal for Pandora - The World of Avatar.

Project of the Year is awarded to a single project submitted by a general contractor which best exemplifies the contributions of quality construction to Central Florida. The 2017 Project of the Year winner was Balfour Beatty for Pandora - The World of Avatar.

For a complete list of winners, as well as how you can get your company involved, visit [abccentralflorida.com](http://abccentralflorida.com).

Thank you to the 2017 Excellence in Construction Awards Committee for their passion and dedication for producing an incredible awards program for the Central Florida Chapter ABC membership! ■

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Vehicle Assembly Building High Bay 3 Work Platforms, John F. Kennedy Space Center  
Photo: NASA / Bill White



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# Celebrating 25 years with Entech Innovative

BY: KELSEY WILKINSON, CFC ABC MARKETING DIRECTOR



I recently spoke with John Marhoefer, CEO, to talk about the history of Entech Innovative and what he sees for the future of the company.

**Q: What year was your company established? Who began the company? Are any of the original proprietors still with the company?**

**A:** John Marhoefer, P.E. founded Entech in 1993 and remains with the company to this day as the Managing Partner and Chief Engineer. The company began off of Forsythe Road in Winter Park and is currently located in Rockledge Florida off of US1.

**Q: What factors would you attribute to the company's original establishment?**

**A:** Orlando was increasing as the world's entertainment destination and there was a need for companies that could engineer and build the special content that Orlando's world-class destinations demanded. So, Entech was created to fill that need.

**Q: What would you say is the company's primary specialty(s)?**

**A:** Entech excels at engineering, designing and building special structures and dynamic machines. Anything that is atypical, as is often found in theme parks and other high-end destination facilities, is what the company provides. If it is unusual, large scale or complex – we'll build it!

**Q: What are some of your company's proudest achievements?**

**A:** The company's proudest achievements are the strong relationships with the company's clients and customers. These have come because of high quality and well-managed projects over many decades. Being recognized by our clients as instrumental in helping bring Orlando to current state is something we are very proud of. Being recognized as important in going forward with them into the future – something we're proud of even more so.

**Q: Have you won any awards for projects you've been involved in?**

**A:** Entech has won many awards throughout the years including many Eagle awards the most recent for work in

2016. We have also been recognized by the American Composites Manufacturers Association for advancing the use of composites in civil engineering structures.

**Q: Approximately how many people work for your company now as opposed to when it first began?**

**A:** The company employs 55 skilled tradesmen, engineers, designers and project managers currently. Over the decades the company has been able to find the "sweet spot" of workforce level to support the company's efforts consistently and professionally. The current workforce is considerably more than the five people the company started with but less that it has been from time to time in the past.

**Q: What strategies did your company employ to stay afloat during the big recession?**

**A:** The Great Recession hit many companies hard and Entech was no exception. Surviving during that period meant closely controlling cost. To do that Entech focused on upgrading project management skills and processes and instilled advanced corporate reporting methods. The company simultaneously vigorously prosecuted sales and marketing activities. In so doing Entech was able to develop profitable niche projects throughout the period and throughout the country. The rigor and discipline required to sustain during the Great Recession remain as a positive by – product in the company to this day.

**Q: How do you see your company's future in 5 years? 10 years and beyond?**

**A:** While Entech works on projects throughout the continental United States, the company's focus was originally and remains primarily in support of entertainment and resort complexes in Florida. Entech expects that in the next decade the growth of this market in Florida will be the greatest in its history. As the creative designers and architects continue to seek to distinguish themselves, we believe that there will be only an increasing need for our specialty engineering and build services.

**Q: What advice would you have for those entering the commercial construction job market?**

**A:** Ordinarily I try not to give advice unless asked but since I have been, I suggest that people get involved with work for which they have a passion and aptitude. Beyond that, I recommend recognizing that all good results come from people working together and with that in mind, focus on developing people skills.

**Q: What do you see as the future for Central Florida's construction market?**

**A:** We see no reason that Central Florida will not eventually become an increasingly larger and diverse population center and tourist destination to either be or rival that of the world's largest. With this view in mind the demand for construction services will only continue to increase over the long term.

**Q: What would you like to see happen to ensure the future of the commercial construction market in Central Florida/USA?**

**A:** The growth of Central Florida is assured provided that the governments and politicians share in support of the vision. It will be important that these entities remain committed to revitalizing and expanding the civil infrastructure that will be necessary.

**Q: Any additional values, highlights from years in business, projects you've delivered, special moments or stories, or anything additional that makes you different?**

**A:** Experience teaches. One lesson learned is the importance of standing for something—having values. Knowing what you're about provides a foundation that is not only valuable for when times get tough but also distinguishes a company and those in it as professional, known and admired. Entech recognizes, publishes and teaches its employees on the company's core professional values which are the 4 C's: Confidence, Competence, Commitment, Consistency.

These values are memorialized in the Entech professional values logo following which is prominently featured throughout and the company's facilities. ■

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# Guignard Celebrates 40 Years in Business



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**G**uignard is a family-owned surety bond agency that offers an honest approach to business, one of the many reasons it is celebrating 40 years in business. With an entrepreneurial spirit, Jack Guignard, an experienced surety professional, founded Guignard in 1977. Since then, Guignard has made its mission to deliver reliable, professional and sincere service to every client. With Jack's son, Bryce Guignard, serving as current president after 25 years at the agency, the combined experience of the Guignard family, along with that of its seasoned team, provide a strong stewardship for the business.

As a surety agency, Guignard serves as the facilitator between clients needing bonds and the surety companies that provide them. Because it works with multiple sides of the industry, Guignard's team not only understands the process, but they respect it and are dedicated to finding the right solution for clients. The agency prides itself on fostering relationships, and that commitment goes beyond the normal workday. "We're not just an 8 a.m. to 5 p.m. company, we're available whenever the client needs us," says Guignard partner, Margie Morris. Guignard is comprised of more than 175 years of combined surety company and agency experience, as well as a trusted network of more than 20 surety partners to fulfill any bond request.

When working with clients, Guignard knows that integrity and relationship-building are key. A genuine dedication to helping people find the right solution is seen with each project. That's why the approach to every contract is the same,

"regardless of three zeroes or 9 zeroes on the balance sheet," says Margie Morris. Guignard employees, many of whom have over 25 years of experience, offer the same expertise to all clients, whether it's a startup company or a tenured business.

**"We treat each client with white gloves, and we walk alongside them at all levels of the contract process."**

*– Margie Morris, Partner*

Guignard's dedication doesn't end with its clients. In fact, it begins internally with a strong company culture. With a positive, family-oriented workplace, Guignard understands the importance of a work/life balance and it offers a flexible environment for employees. As a family-focused team, Guignard also cares about the wellness of its employees. A current health initiative is aimed at increasing office exercise, with the goal of collectively walking the equivalent of the Earth's diameter within one year.

Enjoying almost 30 years at Guignard, senior account executive, April Lively, appreciates the level of trust between employees and management. "There's independence and freedom to do my job and they know it's going to be done well."

**"From the top to the bottom of our agency, you're going to find a greater sense of ownership. We all take pride, and we all act like owners."**

*– Bryce Guignard, President*

To those looking to enter the industry as a surety professional, Guignard offers wise advice about respecting the process. The agency places a firm importance on assisting clients before gaining dollars. "Focus on doing the job of presenting good deals for everyone involved," says Bryce Guignard.

In addition to supporting clients and employees, Guignard supports charitable organizations in both a corporate and personal capacity, championing arts in Central Florida and participating in the causes their clients care about, such as the Central Florida Zoo, the Red Cross, Dancing for Diabetes, Kids House of Seminole, the American Cancer Society and more.

Celebrating 40 years in business prompts Guignard to look toward the next 40 years and beyond. "We've excelled because we focus on our core business — surety bonds. We spend 100% of our time doing that, which make us unique in the industry," says Guignard partner, Paul Ciambriello.

**"We've got a great foundation and we want to continue building on that."**

*– Bryce Guignard*

With a solid foundation guiding the way, the agency expects to continue providing excellent surety solutions along with its goal of expediting the use of the latest technology. With offices in Longwood and Tampa, Guignard is keeping an open mind to more expansions, and the next generation of agency employees. ■



*Jack and Shirley Guignard*

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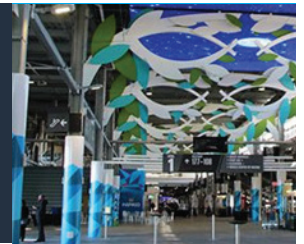
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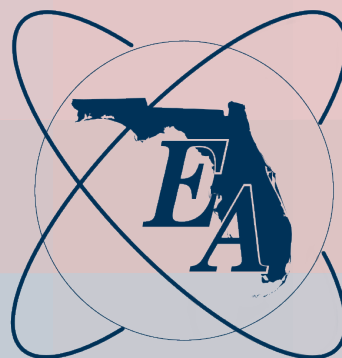
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# Poker Run

October 21, 2017

On Saturday, October 21 over 70 Motorcycles and 90 people participated in the annual Fall Poker Run beginning at Energy Air, Inc. in Orlando and ending at United Rentals in Daytona.

It was a beautiful day to ride. After registering and enjoying some hot coffee and donuts, riders were off to People Ready in Apopka, J.A. Croson in Sorrento, Wharton-Smith and Southern Fire Protection in Sanford, and onto Wiginton Fire Sprinklers in Daytona before ending up at United Rentals.

United Rentals was prepared with a tasty BBQ lunch with all the fixin's for the riders after the 90-mile ride. Over \$1,000 in prize money and door prizes were given away after the hearty meal and before some of the riders headed up to Bike-to-ber-fest in Daytona.

The committee recognized a rider that traveled the furthest to participate as a tribute to ABC staff member, Becki Lewis, who recently passed away and who was very engaged with the Poker

Run Committee and the event, since its inception in 2000.

Thanks to all of our sponsors and to the Poker Run Committee for this awesome event. ■



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## New Members

October/November 2017

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W: cfw-fl.com  
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### Coastal Construction of Central Florida

Robert Utsey  
450 S Orange Ave Ste. 250  
Orlando, FL 32801  
P: (407) 839-3757  
E: rutsey@coastalconstruction.com  
W: coastalconstruction.com  
Contractor Under \$1,000,000  
Sponsor: Sean DeMartino

### Core Safety Group

Jorge Torres  
9528 Edenshire Ct.  
Orlando, FL 32836  
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# Energy efficient features at Global UCF building

## Energy Air's construction on new mechanical system installation



BY: DANIEL VOSS, MARKETING COORDINATOR, ENERGY AIR, INC.

After less than a year of construction, the Energy Air team completed the mechanical system installation for the new Global UCF building on the University of Central Florida's main campus. The mechanical system includes a chilled beam system, which is the first of its kind at UCF and one of only two in Central Florida. The team also installed a rooftop solar system supplying dehumidification.

The three-story, 51,000-square-foot building will serve as the new hub for the Global UCF program and is located across from Memory Mall and the Towers Residence Halls.

The chilled beam air conditioning system provides control to competently and quietly cool space-by-space. The new technology is four times more efficient than traditional systems

and is anticipated to improve energy costs by 30 percent, according to Dave Norvell, PE, LEED AP, C.E.M., Energy Manager, for UCF's Sustainability & Energy Management department.

This unique mechanical system includes energy-efficient features such as rooftop solar panels, a solar pump station, solar hot water storage tank, and 207 chilled beams. Additional equipment installed includes 1 dehumidification unit, 3 chilled-water air handlers, 4 chilled-water fan coil units, 66 VAV terminal units, 2 water heaters, pumps, 1 air separator, 2 expansion tanks, 4 exhaust fans, 1 fire main unit heater, 1 inline duct heater, VFDs, air distribution, fire dampers, louvers, externally lined sheet metal ductwork, above and

underground chilled-water piping, 1 underground chilled-water vault, and BAS Controls.

The team encountered many challenges on this project, including dealing with extreme weather conditions with heavy rains and washouts, limited on-site parking requiring workers to be bussed in from a remote parking area,

On the surface, the excavated hole was widened to 60 feet wide and was tapered every 5 feet to address potential collapse of the foundation, which required additional safety measures. Because of the confined space and small footprint of the site, the excavation area took up a good portion of the lay-down area of the site and was just 10 feet from the building.

After the vault was set, it was time to tie the existing line into the vault and then out of the vault into the building. Outfitted with manhole ventilation gear and all the required confined space equipment, such as harness, rope, tri-pod and an oxygen analyzer, Senior Piping Foreman, Jorge Martinez, went to work, all the while being monitored by someone on the ground.

Energy Air Senior Estimator, Shane Snyder's vast piping experience, both estimating and in the field, was beneficial to the design and installation of the chilled-water/chilled beam system. His guidance was especially

instrumental with the installation of the vault.

Energy-efficient features of the mechanical system included rooftop solar panels, which were rigged onto the lull forklift and carried up over three stories to the finished roof. Twelve guys on the roof hand-carried the panels – measuring 25 feet long and 7 feet tall and weighing 614 pounds each – across the roof. Assembly of the mounting kits was also completed on the roof to set the panels into the bracket. Careful

**“It was Energy Air working as one, and everyone stepped up. We ate lunch together; we helped out when needed.”**  
- Mike Amador,  
Energy Air Senior Foreman

installation of underground piping and a 35,000 lb vault on an active site, working in confined space requiring special PPE, and limited above-ceiling work that was heavily coordinated with other trades. These are just a few of the challenges the Energy Air team overcame on this project.

Having very limited space and working on an active campus were additional challenges for the team. In an effort to keep students safe and stop them from walking behind the semi-trucks, flaggers were used to direct traffic when deliveries were brought in. There wasn't any on-site storage and on-site parking was limited. There was additional upfront coordination with cranes and other equipment.

Even with the best advanced planning efforts, there are still many unknowns when going underground, and the first dig was the biggest challenge.

Dealing with extreme weather conditions tops the list of the challenges the team had to overcome on this project, and spent more than a week dealing with the water table. The hole dug in the site to fit the vault was 13 feet deep at the base and 13 feet wide.

attention was given since the roof was already finished.

The chilled beam air conditioning system utilizes a new technology that is four times more efficient than traditional systems and is anticipated to improve



energy costs by 30 percent. Because the system sits in a grid, and in order to make the system work, the team had to install it prior to the grid. It was then hung, piped in and insulated. All through this process, Energy Air BIM Designer, Crystal Pointer, was designing the layout. Crystal played a critical role guiding the design team in the mechanical room coordination and layout efforts. Her BIM expertise enabled the installation to be completed with minimal conflicts.

Utilizing measurements off of columns from these BIM models, the installation team was able to hang the chilled beams (with a Gripple hanging system) before the walls were up. By the time the ceiling grid came down, only two minimal adjustments were required.

On the piping side, Jorge Martinez and the chilled water piping crew installed close to 4,300 linear feet of copper pipe between the three floors in the building for the chilled beam system.



According to Energy Air Senior Project Manager, Gary Trytten, everyone who worked on the project was behind it 100 percent and did a phenomenal job. "Even the guys that were brought in for the crew bought into it, and were really excited about being a part of this team and working on something new," said Trytten.

"And it wasn't the chilled water guys and the duct guys in two distinct groups like it can sometimes be," said Mike Amador, Energy Air Senior Foreman. "It was Energy Air working as one, and everyone stepped up. We ate lunch together; we helped out when needed." The coordination effort by these two internal chilled water and duct teams was immense in the mechanical rooms. It's apparent that this job helped form bonds that will benefit team efforts on future Energy Air projects to come. It was an exceptional effort with the GC for the project too. According to Gary Trytten, the entire crew with Clancy & Theys was great to work with. "Those guys were part of our team," he said. "They always helped us out with whatever we needed and were very accommodating. The guys leading the team shared a common attitude of what do we need to do to get this done right." ■

# STEM High School

## A New State-of-the-Art Educational Campus offers the latest technology



BY: GEOFF TUCKER, SENIOR PROJECT MANAGER, GILBANE BUILDING COMPANY

**G**ilbane has had the pleasure of working on Tohopekaliga High School aka New High School FFF for just over a year now for a long time client, the School District of Osceola County. SchenkelShultz is the design profession/architect for Tohopekaliga HS which consists of over 350,000 SF across 75+ acres. The site for the campus also includes a future middle school, which will share a bus loop and kitchen with the high school. The plan creates a solution that will help address the long-term growth for the District. FFF High School is roughly 60% complete and will be open for the fall 2018 school year.

This STEM high school consists of tilt-up construction with distinct architectural features that set it apart from other high schools in the area. The design of the new high school represents the next generation of education in the District. This 21st Century high school contains traditional classroom environments, as well as adaptive classrooms with flexible furniture and movable partitions that can be easily reconfigured to accommodate a variety of academic settings, including: students working in small groups, a lecture space or a STEM/Maker space. On the 2nd floor of each 3-story classroom building are terraces that use solar voltaic systems and rain cisterns. These outdoor spaces can be used by the arts program, the engineering and biomed programs or culinary arts programs.

The media center has also been designed as a 21st century

environment, in which the space is broken into zones for collaboration, socializing, and focused work, allowing students to study and learn in a variety of ways. Another unique aspect of this school is the dedicated testing suits in the media center and auditorium, which can accommodate an entire grade level (up to 860 students). Various programs that will make up this STEM School include but not limited to: Engineering; Information Technology; Health Sciences; Agriculture; Food and Natural Resources Hospitality; and Core Academic Classes.

Gilbane's early coordination meetings with the design team, owner and local utility provider led to significant savings and prevented delays to the construction schedule. Recognizing that the original placement of the utility transformers along the road would result in added cost the team suggested moving the transformers as close to the gear as possible resulting in over \$100,000 of cost savings.

Various team members include but not limited to: Jason Burt (Operations Manager), Eric Dodson (Project Executive), Geoff Tucker (Sr. Project Manager), Kelly Esposito (Project Engineer), Trent Mayberry (Project Engineer), Bill Leigh (Sr. General Superintendent), Phil Davis (Sr. General Superintendent), Tyler Simmons (Superintendent), Tim Olmo (Superintendent), Joe Smith (Safety/Quality Manager), Suzanna Sanchez (Admin Assistant), Joe Tot (Architect). ■



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# Wieland Celebrates 60 years in Business

BY: KELSEY WILKINSON, CFC ABC MARKETING DIRECTOR



I recently spoke with Andy Yarber, Vice President and Regional Director, to talk about the history of Wieland and what he sees for the future of the company.

**Q: What year was your company established and who began it?**

**A:** 1958 by Don Wieland

**Q: What factors would you attribute to the company's original establishment?**

**A:** Don Wieland was a pioneer in developing open-book, "CM" services before it was an accepted delivery method. By providing turnkey construction services and by being willing to travel, Don Wieland established WIELAND as a leader in Construction Management and paved the way for the "repeat Client" business model.

**Q: Are any of the original proprietors still with the company?**

**A:** Don Wieland had four children, including two sons (Craig and Scott). Don passed away in 1990, asking his sons and son-in-law to buy him out before his death in 1990. Through normal family attrition, only Craig remains today, still serving as President as he has for the past 27 years.

**Q: What would you say is the company's primary specialty(s)?**

**A:** WIELAND has a very flexible and diverse portfolio. Most recently, we have been successful in securing market rate multi-family projects and have completed or have under construction more than 4,000 units. We also excel in class A office product and are happy to see that market sector coming back locally. Company-wide, large-scale industrial projects were one of the early sectors which WIELAND excelled in, and still does today.

**Q: What are some of your company's proudest achievements?**

**A:** WIELAND has completed thousands of projects in 28 states and seven countries. Significant accomplishments include: VistaBlue luxury condominiums at Singer Island (West Palm Beach, FL); The British Colonial Hilton (Nassau, Bahamas); Pratt Paper (Shreveport, LA & Valparaiso, IN); Over 30M square feet of space for Dart Container Corporation

in over 20 locations; Two Gestamp Stamping plants (Chattanooga, TN); Dart NeuroScience (San Diego); and, Agro Liquid Fertilizers, St. Johns, MI).

**Q: Have you won any awards for projects you've been involved in?**

**A:** Wieland won a 2016 Excellence in Construction Eagle Award for Voxx International Headquarters in Lake Nona! We also won a NAIOP First Place Award for Special Use Project in 2015 for the Voxx International Headquarters project. Agro Liquid Fertilizers headquarters was the 2012 Project of the Year in the State of Michigan (Construction Association of Michigan).

**Q: Approximately how many people work for your company now as opposed to when it first began?**

**A:** The early years of WIELAND included founder Don and his two sons, Craig and Scott. Today WIELAND has 125 employees.

**Q: What strategies did your company employ to stay afloat during the big recession?**

**A:** WIELAND reduced staff to about 65 people, while also providing high-end customer service to existing and repeat clients. Born from this experience was a Mission Statement and set of Core Values which guide the company today.

**Q: How do you see your company's future in 5 years? 10 years and beyond?**

**A:** WIELAND has growth plans and hopes to eclipse \$400M in sales by 2020. Last year WIELAND was #260 on the ENR Top-400, with sales of \$298M.

**Q: What advice would you have for those entering the commercial construction job market?**

**A:** Today's job market for construction professionals is as competitive as any time in 50 years, with the availability of workers failing to keep pace with demand. Consequently, it is not unusual to see high turnover. WIELAND has discovered that character and personality are as, if not more, important than having a deep understanding of the construction industry. Our goal is to find outstanding people who know the industry. When such people are not

available, WIELAND will hire outstanding people and teach them the business, rather than hire talented people who lack the proper character. Our advice to those entering the market is to maintain high levels of integrity and character, and surround yourself with like-minded people. WIELAND believes it has that kind of atmosphere.

**Q: What do you see as the future for Central Florida's construction market?**

**A:** I read recently that nearly 73,000 people moved to Central Florida in 2016. With natural disasters hitting the US in 2017 and resulting Florida migration, I'm sure that number is going to be even higher for 2017 and 2018. The need for multifamily housing should remain strong as well as supportive markets; such as retail, healthcare and schools.

**Q: What would you like to see happen to ensure the future of the commercial construction market in Central Florida/USA?**

**A:** Favorable tax laws and access to capital are vital to sustaining growth of any business. Developers' risk should be rewarded. Future development should be thoughtfully managed with a balance between "everyone's concerns" and the rights of property owners. Again, a developer's risk should be rewarded not thwarted. A major focus on construction trades in local colleges and STEM at all levels of education.

**Q: Any additional values, highlights from years in business, projects you've delivered, special moments or stories, or anything additional that makes you different?**

**A:** In 2012 the employees of WIELAND responded to a company-wide survey that asked, "What makes us unique?" Several common answers emerged, which formed the basis for WIELAND's Mission and Core Values. Our Mission: "WIELAND is dedicated to finding and serving lifetime clients through excellence in construction." Our Core Values: STRIVE. S-solve problems before they become problems; T-tell the Truth; R-retain customers by going where they go; I-identify and hire the best people; V-value our employees as family; E-excel by outworking our employees. ■

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# Coastal Construction Group establishes Central Florida Office



Miami based Coastal Construction Group has opened an Orlando business unit, led by local community leaders and industry veterans Sean DeMartino and Robert Utsey.

Coastal Construction Group has been building relationships and projects throughout Florida for more than five decades, laser focused on customer service based on partnering with project stakeholders to deliver maximum value from early procurement to post occupancy. Coastal currently has operations in Orlando, Miami, Palm Beach, Naples, Tampa and the Florida Keys, and has significant experience in commercial, hospitality, multi-family residential, K-12 and Higher Education and public-sector project delivery.

Coastal has built more than 50 hotels and resorts in Florida, including Ocean Reef Club, Deering Bay Yacht and Country Club, Boca Grande, Fisher Island Club, St. Regis Resort & Residences, Bal Harbour, Miami Beach Edition, The Ritz Carlton South Beach, The Four Seasons and Faena Hotel. Coastal is also recognized as the premier builder of high end condominium residences, including the Porsche Design Tower, Mansions at Acqualina, Residences by Armani Casa, Royal Poinciana Palm Beach, and the Aston Martin residences.

The geographic expansion into the Orlando market was in part precipitated by the \$3 billion Water Street Tampa development, where the company has several projects in preconstruction. The 53 acre mixed-use redevelopment will provide a much needed facelift to the waterfront district. DeMartino and Utsey plan to leverage Coastal's inventory of expertise and approach to business across the entire I-4 corridor, from Tampa to Daytona.

At the helm of our Central Florida operations is Sean DeMartino, President of Coastal's Central and North Florida division. A recognized construction leader, Sean has more than 27 years in the industry, including a 24-year tenure with Balfour Beatty, starting as a planner and serving as its Florida Division President for the past seven years. His expertise consists of directing a variety of mid and large scale commercial projects spanning hospitality, commercial and entertainment, for Walt Disney World and Universal Studios, among others, as well as corporate office, large public assembly, mixed use, multi-family residential, aviation, higher education and public sector markets. A member of the industry advisory board of the University of Florida's M.E. Rinker School of Construction Management

responsible for business development and strategic planning for the Central Florida market. With 18 years of experience as statewide Business Development Officer for Skanska, Robert has been involved in many of the region's most innovative and high profile projects including the recently completed Florida Advanced Manufacturing and Research Center (BRIDG), Nemours Children's Hospital at Lake Nona, OUC Reliable Plaza HQ, Verizon Finance & Accounting Center of Excellence, the new UCF Downtown Campus Academic Commons, and multiple projects at the University of Florida, including the Reitz Union expansion, the Clinical Translational Research Building, Hernandez Chemistry

building, UF Health Spring Hill MOB and the UF Health Cancer and Cardio/Neuroscience Hospitals.

In addition, Robert has been very involved in building community in the Central Florida region throughout various organizations for the past 30 years. He has held officer positions with the Foundation for Seminole State College, the Central

Florida Council Boy Scouts of America, Boys and Girls Clubs of Central Florida, the UF Green Building Collaborative and the Arnold Palmer Invitational PGA Tour event. Robert and Sean recently served as the founding co-Chairs of the Orlando Economic Partnership, which resulted from the merger of the Central Florida Partnership and Orlando Economic Development Commission.

The Coastal organization is very excited to expand our customer centric culture and delivery platform to the Central Florida market and feel very fortunate to have these two community and industry leaders heading up our Orlando business. ■



Sean DeMartino



Robert Utsey

program, where he was honored with a Distinguished Service Alumnus Award, Sean is active in civic circles. He is a past member of the Board of Directors and Executive Committee of the Central Florida Chapter of Associated Builders and Contractors, is immediate past founding co-Chair of the Orlando Economic Partnership and is on the Board and Vice Chairman of Heart of Florida United Way. Sean is also Chair of the Junior Achievement Academy of Central Florida, focused on leadership, financial literacy and entrepreneurial education.

Robert Utsey, Senior Vice President, is also part of the Orlando team,

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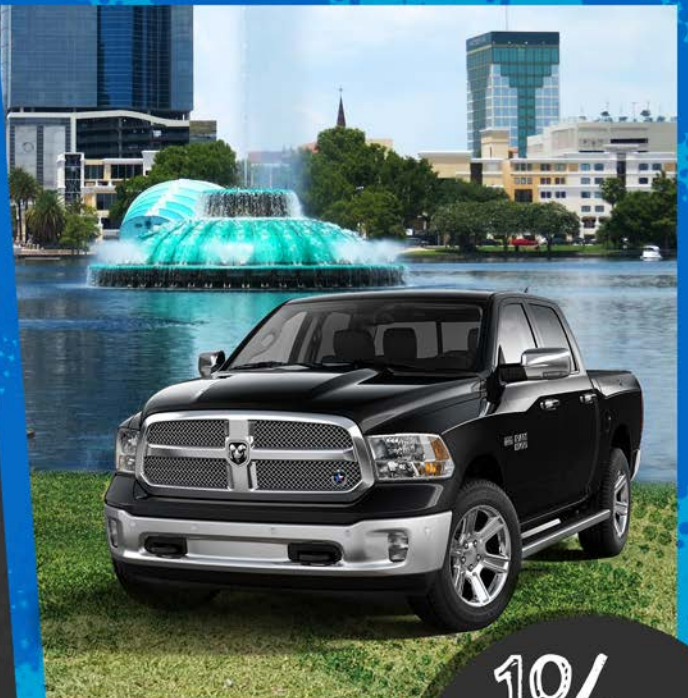
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stunning 3,000+ SF space, including a covered outdoor patio, pays homage to founder Steve Brown's mother, Jacque, and prominently displays pieces from her collection of Depression-era glass cake knives. Some of the other standout features include: terrazzo flooring, front counter with built-in displays, a custom donut rack, exterior entry tower, community table and central light fixture, custom banquettes and tufted booth, and patio canopy. Demolition began in late June with construction concluding in November.

The Glass Knife will feature a decadent assortment of cake, donuts, and other sweet treats along with a variety of savory items for breakfast and lunch. The café is looking to become Winter Park's premier coffee destination, offering high quality craft brews, prepared by expert baristas. A selection of beer and wine will also be available.

**WHARTON-SMITH, INC.**

... celebrated the traditional topping out of Seminole County Public Schools' (SCPS) new Millennium Middle School being built adjacent to SCPS' Midway Elementary School off S.R. 46 in Midway. More than 350 subcontractors, team members, members of the SCPS Board, and Superintendent Dr. Walt Griffin were in attendance to recognize this important milestone. Senior



Superintendent Matt Kugelmann and Senior Project Manager Paul Fulks welcomed the large crowd and thanked everyone for their hard work in getting the project to this point. "We can do all the planning and design, but if it wasn't for you guys that put the hammer on the nails, we couldn't get here," remarked Fulks. "This is a celebration for you and your hard work. We thank SCPS for the opportunity to build this school. It is truly an honor to be a part of a project that impacts the lives of our kids and future students," he added.

The 222,400 SF multi-building prototype, designed by SchenkelShultz Architecture, will replace the existing Millennium Middle School and provide

a state-of-the-art performing arts center in support of the schools' fine arts and communication curriculum. The new campus will serve approximately 2,066 students and will be completed in time for the 2018-2019 school year.

... was recently selected as the design-builder for improvements to Brevard County Schools' Cocoa High School. The \$10 million project consists of a campus-



wide facility renewal, a 12-classroom building addition, and renovations to an existing building. The project will infuse 21st century technology to support the school's Robotics, JROTC and Auto Body programs. The project will begin in May 2018. SchenkelShultz Architecture is the architect.

... broke ground on improvements to Osceola County's Austin-Tindall Park on November 20, 2017. "Today Osceola County is upping its game with a \$10.7 million investment to improve Austin-Tindall Sports Complex," said Osceola County Commissioner and Vice Chairman Fred Hawkins, Jr. as he addressed the crowd at the project's groundbreaking ceremony on November 16.

Key elements of the multi-phased enhancement will include a new entrance to the complex that will help the flow of traffic off Boggy Creek Road during events. The project will also add five new sports fields including a championship soccer stadium with 1,500 seats and press box with a digital scoreboard, renovated concession buildings, additional lighting and parking, and improved signage with digital marquees. The additions and improvements will bring the number of large fields to 13, along with three smaller ones, and is being funded by tourist development dollars.

... was selected as the construction manager for the job coming off recent successes at the Boombah Sports Complex and Soldiers Creek Park, both in Seminole County. The project is expected to be complete in July 2018.

... joined with the City of Orlando, Tavistock Development Company, and Lake Nona community members on

September 7 to celebrate and officially break ground on two new parks for the city's fastest growing region in Southeast Orlando.

The parks are the culmination of 10 years of negotiation between the Greater Orlando Aviation Authority (GOAA) who owns East Airfield Park land, Tavistock Development Company, and the City of Orlando. Tavistock will build the parks and then be reimbursed by the city from Lake Nona property tax revenues. Once they are completed, they will turn over the care and maintenance of the parks to the city.

Commissioner Jim Gray and Orlando Mayor Buddy Dyer were joined by Rob Adams, Vice President of Tavistock Development Company and NorthLake Park Home Owners Association President Deb Moskowitz for the ceremony. "This groundbreaking is evidence of what partnership and collaboration, cooperation and listening to each other can do," said Major Buddy Dyer. "This is a win-win-win for everybody," he added.

Wharton-Smith will provide construction management services for



the new Laureate City Park, a 20.84-acre greenspace with four multi-purpose fields, a practice area, fitness trail, playground and pavilions, concession/restroom building. The park will be in walking distance to the new Orange County Public Schools' Laureate Park Elementary School.

The new East Airfield Park is being built by BrightView and will consist of four ball fields, a softball field, Babe Ruth/Pony field, two little league fields with bleachers, a concession stand, lighting, playground and pavilion. The park's walking and biking trails will link to Lake Nona's 44-mile trail system.

Construction on both parks is expected to be complete by Summer 2018. ■

# From Boots to Suits

## Why the Construction Industry Depends on Tech Mobility More Than Ever

BY: CYBELE TAMULONIS

The construction industry is unique simply based on its mercurial nature. From hiring work crews and keeping track of weather and equipment, to staying in touch with everyone invested in a project, it truly is the world's most protean vocation. As a result, the industry has welcomed the app metamorphosis with open arms, enabling it to cut risk and grow productivity. Job functions including BIM, payroll, safety, equipment tracking, blueprints, fleet management—and even OSHA reporting—all have their own apps specifically built for real-time communication between the construction site and the office.

The trend of mobile applications is so hot right now that construction companies are even opting to build their own—creating customized applications that addresses their needs directly. Let's take a look at where apps are having the most influence.

BIM and 3-D scanning have become integral tools during the construction of complex infrastructure. Case study after case study shows that the implementation of these apps onsite allows for more informed decision-making and real-time collaboration. The data is valuable to engineers and project managers alike, and 3-D visualization tools let clients see how improvements are being integrated into existing conditions.

GPS tracking of both people and equipment is now standard use on any project. How do workers feel about being tracked? Pretty good apparently. With higher risks for injury, the construction industry is always looking

for ways to increase safety. Using an app that can track individual workers and alert a manager if a worker falls or when the temperature changes to dangerous levels can mean the difference between life and death for a crew member.



Fleet management has benefited, with apps allowing companies to see where inefficiencies are in their vehicle use and come up with solutions that save energy and money. From keeping tabs on shipments to managing the use of heavy equipment on jobsites, these apps are indispensable when it comes to efficiency.

Apps also have relieved how companies do their payroll: one of the most time-consuming and headache-inducing tasks on any large construction job. GPS time-tracking allows workers to know they are getting paid fairly and project

managers to show clients the actual costs of the project. It eliminates buddy-punching and time lost trying to figure out if someone is at the jobsite they claim to be. With payroll apps, crews now can submit their timesheets directly from their phone and reports are automatically generated.

Punch list apps are stealing the show this year, allowing project managers, architects, clients and all involved to stay on a literal "same page." Tasks and notes are easily shared so the entire team can be updated in real time on plan changes.

The construction digital solution industry has moved quickly, solving so many time and efficiency issues, that we cannot wait to see what these innovators are going to come up with next. Need a solution for onsite or in office? There's probably an app for that.

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# The End of Following the Paper Trail

Embracing construction technology attracts young talent, increases productivity

BY: TRACY YOUNG

The industry continues to struggle with construction productivity. 2017 was plagued by a massive nationwide worker labor shortage and technical skills gap brought on by a lack of trained workers.

This had a huge impact on the nation especially as the country rebuilds from the hurricane devastation in Texas and Florida and the fires that swept across Northern California.

Even though the construction industry carries considerable economic importance, it is underinvesting. McKinsey reports that the world needs to invest \$3.3 trillion in economic infrastructure annually through 2030 to keep pace with projected economic growth. Construction plays a central role in everyone's daily life and accounts for 14.7 percent of global GDP, up from 12.4 percent in 2014, according to Global Construction 2030, a report by Global Construction Perspective and Oxford Economics.

Due to the sheer volume of drawings, change orders, RFIs, submittals, expenses, materials and more, the back office in construction tends to be a



chaotic mess of multiple-siloed, legacy, project-management systems that have shackled data over the years. It makes it nearly impossible to acquire a consistent overview of projects and costs. Companies are unable to separate signal from noise. No wonder the construction industry has suffered from poor productivity levels that haven't improved since the 1950s.

The sheer pace of digital innovations is accelerating at a rapid rate. But this is also causing a technical skills gap in the sector, preventing many construction firms from keeping up. This challenge has compounded various internal and external challenges, and the industry as a whole has struggled to bounce back to its pre-recession levels.

Well-paid construction jobs are going unfilled. Project execution has

become more challenging because of the complexity of contracts, regulatory compliance and the unaddressed but growing need for specialized expertise. Coordination between different teams working for different companies is strained with cumbersome legacy tools that don't enable teams to deliver projects on schedule. High school vocational programs have become almost extinct, which is one reason many states are trying to revive them. The next generation of talent is sadly still stepping onto the jobsite greeted by antiquated clipboards and heavy paper blueprints—these young builders should not lose the technology they have grown up with. Today, construction executives can't secure enough bodies to get the job done. With the scarcity of talent, companies know it will only get worse.

Embracing technology allows builders to do more of what they are actually paid to do—build and plan—and less time pushing papers across job sites and offices. Leading construction firms harness the power of the cloud, mobile-first tools, data, analytics and intelligence to surface the right information

that they need, in the exact moment when they need it.

As the construction industry enters 2018, the days of following the paper trail need to come to an end. The sector must embrace better, tech-driven opportunities to collaborate across teams to achieve new levels of data-driven insights, to unlock new productivity beyond the boundaries of outdated legacy vendors, and to inspire a more engaged, more communicative workforce that ultimately benefits a company's bottom line. Only then will the industry radically reshape the way builders work and boost collective productivity around the world.

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# Construction Technology and Software Rundown

BY: MARLA MCINTYRE

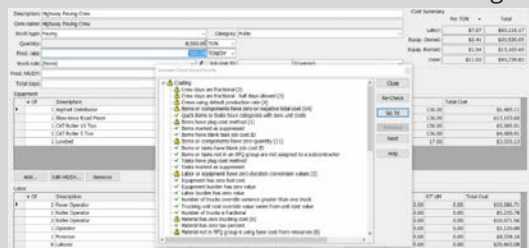
This week's rundown has lots of tech for fleets, including an app for Amazon's Alexa and ELD compliance. There is software for error-free estimating and employee safety and training along with a website on cyber risk.

**Genie®Tech Pro™ Link** handheld diagnostics tool allows users to monitor a machine's sensors, including engine temperature, oil pressure, fuel levels and



battery voltage, calibrate the machine, make speed adjustments during pre-operation inspection, receive fault code information and more — all from the palm of a technician's hand. The Genie Tech Pro Link works independently of a laptop, giving a service technician immediate access to maintenance, faults, settings and sensors from the home screen.

**B2W Software**, provider of heavy civil construction management software, offers an enhanced Error-check Wizard feature within B2W Estimate solution for estimating



and bidding. The tool checks automatically for red flags and guides users through a step-by-step proofreading process. Users can customize the scan to skim a proposal for abnormalities that might indicate an error, such as a zero or negative cost, undistributed values or RFQ groups with no assigned subcontractor.

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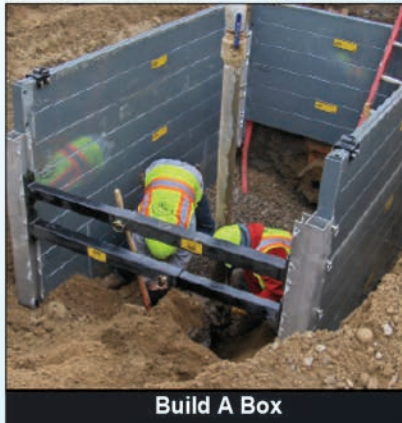


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