

May/June 2018

BUILDING CENTRAL FLORIDA



Central Florida Chapter

PROJECT PROFILE:
Omni Resort at
ChampionsGate
Expansion

INSIDE

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18 COVER STORY Omni Resort at Championsgate

About Our Cover WELBRO

WELBRO recently completed several projects at OMNI Championsgate for RIDA Development including: The Osceola County Conference Center Expansion, Phase II Villas, upgrades to the amenity areas, and an expansion of Trevi's restaurant with an outdoor covered bar area. WELBRO built the 730 room OMNI hotel facility back in 2000 to 2003 for RIDA Development Corporation.



Want to see your project on a future issue of *Building Central Florida*?

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CORRECTION

In the March/April 2018 issue, Spectra Contract Flooring was inadvertently left off as a CFC ABC member involved in the OCPS project profile feature.

Building Central Florida (BCF) is published bi-monthly by the Central Florida Chapter of Associated Builders and Contractors. All material becomes the property of CFC ABC unless prior arrangements are made. CFC ABC welcomes submissions of articles and press releases from our members; however, CFC ABC reserves the right to publish based on relevance and space availability. Please direct all inquiries to bcf@abccentralflorida.org.

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President's Letter

BY: MARK WYLIE, PRESIDENT & CEO, CFC ABC



As part of the ongoing pledge to support construction trades training, the Central Florida ABC Board of Directors recently voted to sponsor the electrical students from Osceola Technical College competing in the SkillsUSA competition (photo below). This was one of the several educational organizations and events receiving support in recent months using the Apprenticeship Enhancement Fund established by the Board several years ago. In December, the ABC Board voted to support the organizations below.

In the 30+ years working as ABC's CEO, I have never experienced the interest among public schools and community/state colleges in workforce development as I have witnessed in the past couple of years. It is growing, too. Lake County Public Schools superintendent Diane Kornegay, reached out earlier this year to ask for ABC and the industry's support as the county is developing a heavy emphasis on career and technical education at Leesburg High School. They were able to secure a \$900,000 state grant in the 2018 legislative session for this purpose. Leesburg High needs commercial construction contractors to help with guest speakers and internships and jobs for the graduates.

I am also aware that ABC members Gilbane Building Company, Balfour Beatty, J. Raymond Construction Corp. and Clancy & Theys Construction Co. are each actively helping with hosting high school classes in jobsite tours, so that students can see what skilled trades are doing to build the Florida economy. If you are still thinking that students don't get exposed to the construction trades in high school or college, please give me a call, and let me introduce you to school directors who are making happen for their students. ■



L to R: Mark Wylie (ABC), ABC Board Member Earl Lomas (Terry's Electric), Mollie Akes (Construction Pipeline Manager, Osceola County Schools Foundation), Tom Ott (Principal, Osceola Technical College), ABC chair-elect Brian Prebenda (Balfour Beatty).



Mark P. Wylie



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\$6,000	Academy of Construction Technology (ACT)
\$500	ACE Mentor
\$9,000	PIPE (Plumbing Apprenticeship)
\$5,000	Orange Technical College (in Orange County Public Schools)
\$1,500	NAWIC
\$5,000	OTECH (Osceola Technical College in Osceola County Public Schools)
\$27,000 total	2017 grants

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ABC/UCF Golf Tournament

February 12, 2018

WEST ORANGE COUNTRY CLUB

ABC/UCF Student Chapter members joined forces with Central Florida Chapter ABC members and University of Central Florida alumni for their annual golf tournament fundraiser. Funds raised at this tournament support Civil and Construction Engineering students pursuing careers in Building Construction. For this year's tournament, 13 student chapter members, led by Chris Lonas, ABC/UCF Student Chapter President were sponsored to hit the greens with CFC ABC members and spend the day building relationships in the industry. This event was a great opportunity for students to network with CFC ABC general contractor and subcontractor members.

Winning Foursome: Cory Gibbs, Mike Downing, Jeff Shelton, Matt West - Electric Services, Inc.

Longest Drive: Daniel Park, The Whiting-Turner Contracting Company

Closest to the Pin: Matt Adcock, Guest of Electric Services, Inc. - 10'-8"

Participating Students:

Berat Akkaya, Derrick Aldridge, Nick Becerra, Logan Craft, Alden Gunder, Chris Lonas, Eric Mason, Walter Paniagua, Ivan Pastirak, Kelly Polink, Edgar Ramirez, Misael Rangel, Gregory Stevens. ■



A big thank you to the sponsors!

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After Hours

February 15, 2018

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February 27, 2018

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BBQ on the Lake

March 20, 2018

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ABC/UCF National Competition

March 22, 2018

BY OSKAR TORRES, ABC/UCF COMMITTEE VICE CHAIR, PRESIDENT, TOWERS CONSTRUCTION COMPANY

The University of Central Florida Civil and Construction Engineering students were in Long Beach, California in March for the 2018 ABC Construction Management Competition. The UCF team consisted of Chris Lonas, Berat Akkaya, Derrick Aldridge, Ivan Pastirak, with alternates being Austin Barreno, Nick Becerra, and Kelly Polink. For six weeks they worked on putting together a proposal for a California Middle School Renovation that included a detailed Estimate, Project Management Plan, Quality Control Plan, and Safety Plan. They competed against 16 other universities, among them were University of Florida, Ohio State, Cincinnati, and Louisiana State University. The competition is very demanding and the students still had to complete all of their school work that is required for the semester. They placed 3rd in the Quality Control category and an impressive effort that deserves recognition in the Central Florida community. The students and the ABC/UCF Student Chapter Committee would like to thank Brasfield & Gorrie for all of their mentorship and advice as well as Sharp Plumbing, Wharton-Smith, and Modern Plumbing. Good job UCF Knights! ■





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GC Connect

March 15, 2018

UCF FAIRWINDS ALUMNI CENTER

With the improving and prosperous economy comes new projects and general contractors are faced with new challenges. CFC ABC members took advantage of this year's inaugural General Contractor tabletop exhibition to help solve some of these problems. Over 150 subcontractors, suppliers, and associates gathered to meet and interact with multiple representatives from 30 different general contractor exhibiting companies. With a laid-back format and open floor, attendees were able to mingle where they pleased and at their own pace as well as had the opportunity to reconnect and meet new faces within the industry. For a first-time event, the turnout was quite impressive, and many attendees left with new work and valuable contacts!



Central Florida Chapter

EVENT CALENDAR

May 10

BBQ Competition

May 24

Design & Build Industry Mixer

May 30

PAC Fundraiser - Race to the Ace

June 7

Summer Social

July 11

Legislative Hobnob

July 26-28

ABC of Florida State Convention

EDUCATION CALENDAR

May 7

Blueprint Reading

May 15

14-Hour CILB CEU Course

May 17

PlanGrid Free Field Training

May 17

OSHA 10-Hour

May 22

Construction Documents

June 7

Mobile Devices and Cyber Security

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Communication Skills

June 13

Business Development for Construction Professionals

June 13

CPR & First-Aid Certification

June 27

Lean Construction Overview

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Vehicle Assembly Building High Bay 3 Work Platforms, John F. Kennedy Space Center
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Austin Commercial Celebrates 100 years

BY: NANCY PORT SCHWALB, SCHWALB PUBLIC RELATIONS

Austin Industries, one of the largest general contractors in the United States (ranked 33rd on Engineering News-Record's list of Top 400 Contractors), is celebrating 100 years of successful business operations this year. Austin Industries is the parent company of three operating companies - Austin Bridge & Road, Austin Commercial and Austin Industrial, which are all leaders in their own industries - civil, commercial and industrial construction and maintenance. The Southeast office of Austin Commercial, which opened in 2013, is located at 450 South Orange Avenue in downtown Orlando.

The Austin name first became synonymous with Texas bridge building when George Austin came to Dallas in 1889. He was serving as an agent for the George E. King Bridge Co. of Des Moines, Iowa. George's younger brother, Frank, joined him in 1894. Frank hired a young man named Charles R. Moore in November 1900.

March 1, 1918 is the official founding of Austin Bridge Company under the leadership of Charles R. Moore, grandfather of the company's retired chairman, William T. Solomon. On that day, the charter for Austin Brothers Bridge Company was filed with the Texas secretary of state. Frank Austin agreed to let Moore buy out the contracting portion of the business and become president of what would soon

be shortened to Austin Bridge Company. Frank retained the fabricating side of the company and formed Austin Steel.

Since then, Austin has grown, diversified and become employee-owned.

Over time, Austin Industries would enter new and lucrative markets. Austin Bridge remained the civil construction company for roads and bridges and merged with Austin Paving in the early 1980s to become what it is today, Austin Bridge & Road. Austin Commercial was formed in 1975 to provide commercial construction. Today, it is one of the nation's leaders in building airports, hospitals, corporate headquarters, university campus buildings and sports complexes, and semiconductor facilities. Austin Industrial was formed in 1983 to provide maintenance and construction services for the petrochemical, power and manufacturing industries. This company's roots go back several decades to Austin's experience building power plants, industrial facilities, and marine structures.

Austin Commercial opened its southeastern office in 2013 with a location in the growing Orlando, Fla. marketplace. Central Florida construction industry veteran Steve Rivers was appointed to lead that office then, and he still serves as Vice President, Southeast Region today. Since opening five years ago, the southeastern office of Austin Commercial has been

involved in many landmark projects in Central Florida, including the Volcano Bay water park at Universal Studios Orlando, projects for both the Greater Orlando Aviation Authority and



the Tampa International Airport, the Citi Tower apartments in downtown Orlando, as well as the new Church Street Plaza project currently underway in downtown Orlando.

Today, Austin has a workforce that numbers more than 6,000 and has projects underway from coast to coast. The company's core values of safety, service, integrity, and employee ownership permeate the culture of a company built on a century of success. Since opening in Orlando in 2013, Austin Commercial has been involved in several big-name projects changing the skyline of Central Florida, including Volcano Bay at Universal as well as Church Street Plaza, a new high-rise building in downtown Orlando. ■

Member News

COMPREHENSIVE ENERGY SERVICES, INC.

... started \$5 million of heating, ventilation, air conditioning and plumbing work at 18 new Orlando-area projects, announced Todd S. Morgan, P.E., Founder, President & CEO. The work includes: Renaissance Orlando at SeaWorld meeting space expansion HVAC, for WELBRO Building Corp.; City of Tavares Public Safety Building HVAC, for Wharton-Smith, Inc.; Florida Hospital Orlando MRI HVAC, plumbing and medical gas upgrades, for Brasfield & Gorrie; one theme park related project; and others.

H. J. HIGH CONSTRUCTION

... has completed the new 29,500 square-foot hangar facility for Atlantic

Aviation at Orlando International Airport. The building boasts 26,000 square-foot of aircraft hangar with 3,500 square-foot



of new offices, bathrooms and lobby.

The project includes an extra thick concrete slab to accommodate aircraft of various sizes. The building itself was a pre-engineered metal construction with an installed sliding hangar door with four internal motor operators. It included a new mechanical system with

large fans within the hangar for efficient air circulation.

"Atlantic Aviation is known for its first class service to its customers and it was imperative that we delivered an upscale facility that embodied that," stated Robert High, President of H. J. High Construction.

Nestled on the West side of Orlando International Airport, this first class hangar provides a second storage facility for Atlantic Aviation and its patrons.

INTERIOR SPECIALTIES

Central Florida based commercial shading company Window Interiors and Division Ten Specialties are combining to form Interior Specialties.

Continued on page 12

The new company provides a single point of contact to commercial general contractors for a wide array of interior specialties, such as motorized window shades, blinds, bathroom partitions and accessories, lockers, fire extinguishers and more.

Company owners Dave Riley and Bob Robinson acquired Window Interiors in 2015 with the intention of broadening their offerings to include other specialty divisions of work.

"We wanted to fill the need for a one-stop shop for shading and specialties," President Dave Riley said. "More scopes of work under one contract make life easier for our general contractor customers. We want to be that one contract."

One of the things that sets Interior Specialties apart is its financial strength. The company's \$10 million bond line means it easily qualifies for major commercial construction jobs. Interior Specialties also has veteran project managers and installers to help ensure projects go as smoothly as possible.

"The general contractors we work for rely on us to complete our scope on time," Vice President Bob Robinson said. "Our mission is to be a zero-punch list resource in Divisions 10 and 12. General contractors have enough things to worry about—shading and specialties should not be one of them."

The company expects to hire more project managers, estimators and installers in the coming year and is developing an in-house training program to help attract and retain quality workers.

The company also has offices in Tampa and Ft. Lauderdale and will soon have an office in Ft. Myers. Interior Specialties works directly with contractors throughout Florida in all types of commercial construction including healthcare, hospitality, multi-family, offices, education, restaurants, retail and public venues. The new streamlined company is expecting strong growth across the Sunshine State.

LYNCH OIL COMPANY, INC.

... was named to Florida State University's inaugural Seminole 100 during a ceremony on March 3, 2018 at FSU's University Center Club in Doak Campbell Stadium.

Presented by FSU, the Jim Moran Institute for Global Entrepreneurship, the FSU Alumni Association and Inc. Magazine, the Seminole 100 recognized

the 100 fastest-growing businesses owned by FSU alumni. Inc. Magazine, using the criteria they developed for their annual Inc. 5000 list, calculated each company's compounded annual growth rate (CAGR) over the past three years to generate the ranking. Lynch Oil was ranked 62nd with a compound annual growth rate (CAGR) of 43%.

Craig Lynch, President and FSU graduate from the class of '83 stated, "it is humbling to be a part of the inaugural Seminole 100 class. FSU provided the foundation to manage and surround myself with the quality people that have allowed us to profitably grow year after year."

"The Seminole 100 is an important initiative that recognizes entrepreneurial excellence," said Randy Blass, Executive Director of the Jim Moran Institute for Global Entrepreneurship. "It is open to any and all companies founded or run by FSU alumni, and recognizes those who are achieving growth, innovating, and making a difference in their communities."

ROGER B. KENNEDY CONSTRUCTION

... broke ground for the upscale Ecco on Orange apartments, under a \$40



million contract. Located at 3135 S. Orange Avenue in Orlando, the 300-unit community will include two five-story and one four-story apartment buildings plus a seven-story parking garage with roof-level clubhouse, pool and fitness center. The project is slated for completion in November 2019.

... completed The Alexander at Sabal Point, a \$28.4 million, 286-unit apartment community in Longwood.



... completed The Residences at Seminole Commons, a \$14 million, 175-unit apartment community in Sanford.

S. I. GOLDMAN COMPANY

... was selected by HW Davis Construction, Inc., for the Orlando Regional Medical Center Angio & MRI Data Room Renovation project located on the Orlando Health main campus in Orlando, FL. The scope of work for the HVAC includes the installation of a new chiller to serve the MRI and Data Room, along with the associated piping and ductwork. Also included in their scope is new above-ground Plumbing and Medical Gas systems. Work began in March 2018 and is scheduled for completion in November 2018.

... was selected by Charles Perry Partners, Inc. for the HVAC and Plumbing disciplines for the HCA Free Standing Emergency Room in Seminole County, Florida. The work includes furnishing and installing all HVAC, plumbing and medical gas systems for this 12,000 square-foot medical facility that is aimed at providing outpatient care by bringing access to the client. Work will begin in March 2018 and is scheduled for completion in October 2018.

WELBRO BUILDING CORPORATION

... completed Allegro Senior Living in Winter Park, an upscale senior living community. WELBRO provided General Contracting services for this project which includes 158 units within 175,000 square-foot offering independent living, assisted living, and memory care services and amenities designed to satisfy the needs of the residents.

This stunning resort style property sits along the shore of Lake Ann, a private lake in a residential neighborhood near the intersection of Semoran Blvd. and Howell Branch Road. Allegro will primarily cater to independent residents, with separate wings to accommodate assisted living



and memory care services. The property will boast luxury accommodations such as a full-service salon & spa, stadium theater, fitness center, concierge service, housekeeping service and 24-hour staffing with an active social program.

Accommodations also include



multiple restaurant-style dining venues including a bistro and patio dining with a gas fire pit on the lake. The Architect of record is Bessolo Design Group.

WILLIAMS COMPANY

... Williams Company Building Division is underway on the \$27 million expansion and renovation of Stetson University's historic Carlton Union Building located on the main campus in DeLand. The two-story facility will be enlarged in phases to 86,584 square feet from 52,000 square feet and will culminate in the fall of 2018. The Commons dining hall and kitchen will be enlarged and upgraded, and the dining hall will feature an east facing glass wall offering scenic views of green space and an exterior patio dining area. Meeting rooms, a student lounge, a campus radio station and new offices for student

groups and student services will also be added. Other areas including the lobby, faculty lounge and Stetson Room will be completely renovated by the end of 2018 according to Williams Company's CEO Bob Lipscomb.

... was featured as ENR Southeast magazine's Firm in Focus in its annual City Scoop Orlando section published March 5. In spotlighting the company,



the article noted that Williams Company was founded in 1920, currently employs 100, and showcased one of its newest projects - the 69-acre Vineland Pointe. The center, which will feature 450,000 square feet of retail, is now underway by Williams Company Southeast and is located at Interstate 4 and Daryl Carter Parkway near Orlando Vineland Premium Outlets.

... is wrapping up on Orange County Public Schools' new \$29.8 million Lake Como K-8 School, with completion slated this summer at 901 S. Bumby Avenue in Orlando. Williams will also complete OCPS's \$17.2 million Frangus Elementary School this summer.

... is also underway on the new \$17.5 million Sage Park Assisted Living and Memory Care at Osceola Corporate Center, with completion slated this fall at 1701 Ball Park Road in Kissimmee.

... started nine Target store remodels in Florida and three in North Carolina which are slated for completion by July. Locally, the work included the Altamonte Springs store, completed in April, plus includes the Winter Garden and Mount Dora stores set for completion in June and July, respectively. Since 1990, Williams has constructed over 100 new Target stores plus more than 200 Target store renovations in 11 states. ■

James G. "Jim" Brown 1946-2018

The ABC labor lawyer for over three decades, James G. "Jim" Brown passed away April 3, 2018 at his home in Apopka, Florida at the age of 72. Jim concentrated his practice on labor relations law, employment discrimination law, defense of wage and hour matters and mediation.

He regularly represented employers before the NLRB, the State of Florida Public Employees Relations Commission and the U.S. DOL. He graduated from Bates College, B.A., 1967 and earned his JD from the University of North Carolina at Chapel Hill in 1970. He was a sole practitioner for many years, and merged his practice into the National law firm, Ford & Harrison around 2000. He retired from full time practice in 2014 but continued to practice mediation with the firm. Jim represented many ABC member firms during the 1970s and 1980s when union organizing activity in the construction industry was at its zenith in Central Florida. ■



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Bass Fishing Tournament

March 9, 2018

HICKORY POINT RECREATION PARK

Central Florida Chapter ABC Programs & Events Committee organized the 12th Annual ABC Bass Fishing Tournament bringing out 47 boats and 94 fishermen at Hickory Point Recreation Park. Volunteers, fishermen and fisherwomen alike, arrived before sunrise for a great day of fishing and some beautiful weather.

The tournament wrapped up with a delicious lunch provided by Paul Duncan and his team at PeopleReady, a suspenseful weigh-in, awards and door prizes.

Congratulations to the Bass Fishing Tournament winners!

1st Place team: 18.71lbs., Wharton-Smith, Inc. – Colby Robertson and David Turner

2nd Place team: 18.40lbs., Electric Services, Inc. – Cory Gibbs and Ricky Grant

3rd Place team: 16.83 lbs., Bright Future Electric, Inc. – Todd Icenhour and Alan Duncan

Big Bass: 7.83 lbs, Jordan Carlin and Matt Norris, Barton Malow Company ■



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February/March 2018

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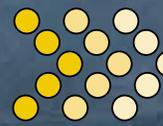
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OMNI RESORT AT CHAMPIONSGATE EXPANSION

COMPILED BY: KELSEY WILKINSON, CFC ABC MARKETING DIRECTOR

OMNI Resort at ChampionsGate recently received an overhaul of multiple expansion projects to enhance the experience of staying at the hotel.

WELBRO Building Corporation was the general contractor on these projects which included: The Osceola County Conference Center Expansion, Phase II Villas, upgrades to the pool and amenity areas, and an expansion of Trevi's restaurant with an outdoor covered bar area. WELBRO has enjoyed a long-standing relationship with RIDA Development and built the original 730 room OMNI ChampionsGate hotel in 2003.

OSCEOLA COUNTY CONFERENCE CENTER EXPANSION:

The conference center expansion consists of the addition of 110,000 gross square feet of meeting and event space, including back of house, outdoor event space and restaurant. The scope of work for the addition included the demolition of portions of the existing

conference building, addition of pre-function, meeting rooms, event room, restaurant, offices, storage offices, kitchens, restrooms, BOH corridor, storage Rooms, MEP, AV, IT Rooms, and porte cochere. A special feature of the conference center expansion is

The Grand Salon Ballroom, designed particularly for destination weddings and special events. Allowing for seamless event flow from start to finish, the ballroom features a new porté cochere for private arrivals, an expansive new ballroom for a special ceremony or gala,





and a charming terrace with a fireplace, promenade, patio space, event gardens and grand lawn for the ideal cocktail hour or reception. The resort's ninth restaurant, Market Place, was also part of the conference center expansion offering options from fresh brewed specialty coffees, old world, house-baked breakfast fare, local craft beers, draft wines and Provencal cuisine.

The OCCC expansion project also included about 2,000 linear feet of new entry roadway for public access to the OCCC and Villa Buildings.

PHASE II VILLAS:

The Villas consisted of a three-story building with 93 rooms with the ability to connect to create: two, three, and up to four-bedroom units. The total villa project consisted of 63,762 square feet occupied floor area and 21,254 square feet of roof. It is located next to an existing villas and amenities pool. This new villa building was constructed next to villa building number one that

WELBRO completed in 2006. This brings the resort's total room count to an impressive 862 guest rooms, suites and two- and three-bedroom luxury villas.

WELBRO was also involved in a major enhancement project to the pools and lazy river amenity area at the back of the OMNI Hotel. As a part of this phase of this project the existing tennis courts were demolished to make way for this new and improved amenities package. Enhancements included a new 7,200 square foot wave pool, a new 2,200 square foot kid's pool with water slides, and approximately 22,000 square feet of new pool deck areas along with 16 additional cabanas and two new tennis courts.

Bright Future Electric was contracted by WELBRO to do the electrical installation for the OMNI projects. This required multiple crews working in multiple buildings and areas to maintain the schedule. The conference center had a high end state of the art A/V package,

as well as a Lutron lighting control system.

There were 26 chandeliers weighing 300 lbs and one massive chandelier weighing 600 lbs. The conference center also included a new kitchen to serve all the banquets and events. The resort amenities involved electrical connections to all the pool equipment, the wave pool motors, and all the lighting around the pools. ■

Additional CFC ABC Members involved with this project:

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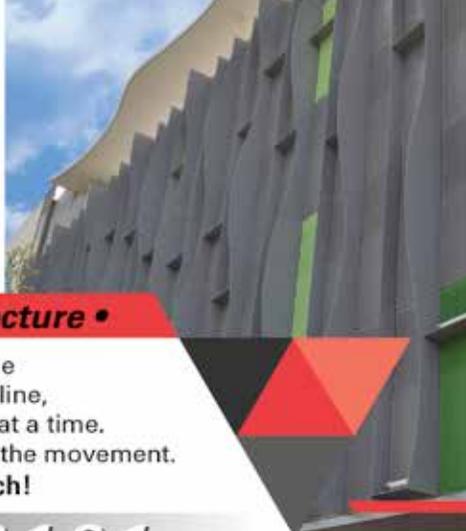
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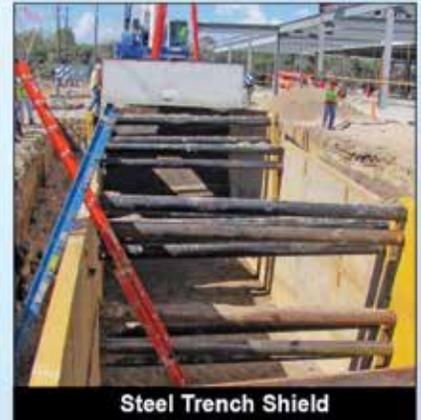


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In 1983 the Colasanti Companies expanded to the South and Southeastern United States by opening, a self-performing concrete company, focusing on structural concrete work; this was the beginning of CCK Construction Services, Inc. The first job for CCK was located in North Carolina. Eventually CCK expanded, opening an office in Orlando, Florida in 2000. Prior to the centralized Orlando office, CCK had been operating out of their jobsites.

CCK is a family run business, now with four generations continuing the elgacy of Rocco Colasanti. Concrete is so much more than a means to earn a living for the Colasanti family, it is our passion. Over the years they have funded research and development in order to continually expand their knowledge of the delicate intricacies of each material and chemical reaction that composes this incredible product. The exception level of understanding and education that resulted has translated into strengths in preparation and planning. As each project is completed, CCK takes the opportunity to grow and think outside of the box, to be un[box]ed, aspiring to make each new project better than the last.

CCK Construction Services, Inc. provides turnkey cast-in-place concrete services throughout the southeastern United States. At CCK, they are proud to be renowned as a best-in-class concrete contractor. This recognition is one they do not take lightly: they prioritize safety, quality, and efficiency in each of their projects. They strive for excellence, which is actualized through well-organized, competently productive site management, their commitment to implementing the most cutting

edge cost management skills, and their proven critical path scheduling performance.

CCK recognizes that every project is unique. Each project is an opportunity to take an exclusive vision and bring it to life. They focus on each project with customized care and attention to suit the personalized needs of their client. CCK

built efficiently and accurately. Their goal is to deliver extraordinary, distinct service to each one of their customers and to be un[box]ed.

CCK's extensive project portfolio consists of commercial projects, high rise residential projects, parking garages, stadiums, theme park work, healthcare, industrial and government work.

CCK operates in many different market sectors and on diverse projects, and these core values have been the foundation of their success, delivering great values to each one of their clients.

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- They encourage and implement thoughtful, creative and inspirational ideas.
- They strive to develop new ideas and continually improve the way they do business.

- Working together as a team is critical to their success, they are better together.

- By working together openly, honestly and in a professional manner they achieve exceptional results.

- They protect their people, clients, the environment and the communities in which they do business.

- They believe in excellence above all else; excellence in safety, quality, productivity, professionalism and customer satisfaction. ■

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Business Traction Center

Real. Simple. Results

BY: JOHN WARD, OWNER, BUSINESS TRACTION CENTER



The sole focus of Business Traction Center is helping business owners get everything they want from their business. When an entrepreneur launches a business they usually have a clear picture of where they would like to take the company. Unfortunately, growing businesses typically add complexity which can make the original vision seem farther and farther away.

Business Traction Center utilizes the proven Entrepreneurial Operating System® (EOS®) to simplify the business operation and get everyone pulling in the same direction. For more than 20 years I have been helping business



owners, leaders and managers to improve performance and increase the bottom line. After a 10-year corporate career, I joined the leadership team of a family owned business and helped to grow that company from a \$20 million regional company to a \$150 million state-wide distributor. That experience taught me the critical importance of a strong and focused leadership team in an entrepreneurial company. Recruited to assume the helm as President of a struggling retail chain, I successfully engineered a turnaround that brought the company back to profitability within a year and then oversaw double digit growth for the next four years. In that situation I learned the power of readily available and accurate data in driving positive change. If you don't know where you are it's hard to get where you want to go.

Following that assignment, I formed a consulting, training and development company and with a partner grew that into a national organization helping companies across the country to dramatically improve performance

through better management, focus and accountability.

Today I focus all my energy on helping entrepreneurs to clarify, simplify and achieve their vision. Combining 20 years as a successful entrepreneur, nearly 2 decades in executive leadership positions and a passion for teaching, facilitating and coaching enables me to help entrepreneurs succeed.

I have worked with Central Florida ABC Staff and members for over 10 years, participating as a Leadership ABC instructor as well as directly working with many member companies. CFCABC members who are currently working with Business Traction Center include Albu & Associates, S.I. Goldman and JK2/Scenic.

At Business Traction Center we provide a system for channeling human energy that helps businesses get stronger in focus, alignment, engagement, discipline, accountability

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EOS® works in any entrepreneurial company - across all industries and business models. If you've got people in your business, EOS® can help you clarify, simplify and achieve your vision. Our typical client is a privately held organization with 10-250 people and \$2 million to \$50 million in revenue. We serve construction and construction related businesses, manufacturing, accounting, video production, financial services and a host of other industries.

We work from Tampa to Jacksonville



and trust. When those elements are strong, the faster a business can go from where it is to where you want to take it. What we do works because The Entrepreneurial Operating System® is made up of simple concepts and practical tools that can easily be applied in a fast-paced small business. There's no theory, no management fads, just simple concepts and practical tools that help people get more of the right stuff done every week.

EOS® doesn't treat symptoms-it helps you cure the "whole body" by strengthening the six key components TM of your business-Vision, People,

and serve clients in other states as well. For companies interested in learning if this system is a fit for them, we offer a free 90-minute overview. In that meeting I'll take your leadership team through the whole process, illustrating how to strengthen each of the six key components. We'll learn more about where you are and where you want to go. You will leave that meeting with tools you can put to work right away to begin making the positive changes you want.

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Construction Technology and Software Rundown

BY: MARLA MCINTYRE, FREELANCE DIGITAL EDITOR, CONSTRUCTION EXECUTIVE

Construction is going high tech with carbon fiber tools, AR, VR, 3D modeling, and connectivity. Don't miss a new report on current and emergent technologies available to the damage prevention industry.

APPS

GoFormz iOS App Update streamlines using and sharing mobile forms with optimized navigation to locate and create forms; provides more details on form history, metadata and tags; and the Form Actions menu enables users to share inspection forms, safety documents and more to back-office teams, clients and partners.

PRODUCTS

DEWALT's new line of ExoCore™ Sledge Hammers and Axes feature carbon fiber composite handles for durability, overstrike protection that protects the weakest part of the tool and light tool weight.

SOFTWARE & IN THE CLOUD

Scope AR's live support video calling application, Remote AR, now supports ARCore, an Android software development kit that brings a new level of AR capability to supported devices. Remote AR users can annotate and add 3D content to a larger workspace so remote workers and experts can more effectively overlay content onto the real-world view of the worker for seamless collaboration while walking through a complex assembly or maintenance procedure or troubleshooting a problem.

WiZ Connected Lighting's WiZ Pro hardware and software solutions with Wi-Fi connectivity enables building and facility managers to network thousands of lights and monitor energy consumption. New retro-connectors make it possible to integrate legacy light points into the WiZ ecosystem where they can be controlled and monitored, whether fluorescent, halogen or LED. Bluetooth technology and beaconing capability lets products to communicate with enabled accessories.

Vectorworks, Inc. updates to Vectorworks Cloud Services include reality capture, a virtual reality feature and Bluebeam integration. Photos to 3D Model reality capture innovation enables designers to create 3D models by taking

photos on a mobile device then sending that data to Vectorworks Cloud Services with the Vectorworks Nomad app. An update to web view Virtual Reality (VR) provides the ability to toggle shadows off and on and to control shadow direction in the web view. The web view feature offers support for HTC Vive, Oculus Rift and Google Daydream, upping the ability to use web views on five different types of headgear. Other improvements in SP3 include the Cloud Services and Bluebeam Studio Integration, truss section data for Global Truss and Prolyte, a modified user interface (UI) design for Vectorworks Nomad and other fixes.

Trimble's new versions of its software for structural engineering, fabrication and construction teams - Tekla Structures 2018, Tekla Structural Designer 2018 and Tekla Tedds 2018 - offer better control and documentation through constructible BIM workflows in structural steel and concrete. Tekla Structures 2018 brings faster 3D modeling processes, precise detailing, control over changes and quicker production of drawings. It also supports point clouds for delivery of coordinated, constructible designs. Tekla Structural Designer 2018 focuses on structural design workflow productivity with enhanced analysis options for concrete and steel speed design cycles for complex structural elements. Tekla Tedds 2018 introduces new calculations for civil and structural engineers and a quality assured library of code compliant calculations.

ebb3's network infrastructure performance for 3D graphics uses Citrix® technology for VR technology solutions for designers in automotive, aerospace and built environment. Citrix® technology is used within the ebb3 High-Performance Virtual Computer (HPVC) system, leveraging the Cisco UCS platform to help create VR solutions with an "on-net capability" and enables users to work on designs from a remote location.

AutoCAD 2019 now includes seven specialized toolsets: Architecture Toolset with specialized building design features and 8,000+ intelligent architectural objects and styles; Mechanical Toolset with 700,000+ intelligent manufacturing parts, features and symbols; Electrical Toolset with 65,000+ intelligent electrical

symbols for creating, modifying and documenting electrical controls systems; MEP Toolset with 10,500+ intelligent mechanical, electrical and plumbing objects; Plant 3D Toolset to produce P&IDs and then integrate them into a 3D plant design model; Map 3D Toolset to incorporate GIS and CAD data to support planning, design and data management; and Raster Design Toolset to help edit scanned drawings and convert raster images into DWG objects.

PARTNERSHIPS & ACQUISITIONS

Applied Software®, systems integrator to the AEC, fabrication and manufacturing industries, acquired CAD-1, an Autodesk® Gold Partner and Autodesk Authorized Training Center (ATC).

Verizon Telematics, Fleetmatics and Telogis have been rebranded as Verizon Connect. Verizon Connect provides connectivity and data insights that provide information on vehicle and worker location, efficiency, safety, productivity and compliance. The Verizon Connect portfolio includes comprehensive fleet and mobile workforce management software platforms, embedded OEM hardware and Hum by Verizon, a connected vehicle device.

InEight (developer of construction project management software) is acquiring QA Software, including its TeamBinder document management and collaboration solution for engineering and construction.

PlanGrid's integration with Dropbox lets contractors upload plans directly to PlanGrid and back to Dropbox. Contractors can save As-Builts and Snapshots to Dropbox to access them on any device or platform and build and collaborate from anywhere with real-time access to construction information generated from PlanGrid in Dropbox. ■

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AUDIT TAX ADVISORY

ConTech Construction, LLC Celebrates 25 Years

BY: KELSEY WILKINSON, CFC ABC MARKETING DIRECTOR



I recently spoke with Alan Haughey, Vice President, to talk about the history of ConTech Construction and what he sees for the future of the company.

Q: What year was your company established?

A: ConTech was established in 1993

Q: Who began the company?

Joan and Alan Haughey started the company with Joan as the sole owner, and handling all of the financial aspects of the business while Alan supervised the work in the field and pursued new clients. They started with just four employees, and have grown to over one hundred and sixty field employees.

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

A: The company was started based upon principles from the books "Thriving on Chaos" and "Kaizen." The basic premise was to hire good people, and build a collaborative culture that empowers everyone to make the decisions that affect their jobs and to strive for constant improvement. An important part of that culture is stretching the team approach to include vendors, design professionals, clients and building owners. When everyone is working together as a team, construction is very rewarding professionally and personally. It's even fun.

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

A: Yes, both Alan and Joan. Husband and wife.

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

A: ConTech is primarily a concrete subcontracting company that focuses on complicated or fast paced concrete projects that many other companies can't do as well. We form and pour foundations, walls and slabs on commercial projects and theme parks.

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

A: I am proud of the team we have built. We have fathers and sons, brothers, uncles and nephews that work at ConTech. It says a lot about a company when employees tell their family and friends to come to work with us. In this market, good people can work for anyone, and our folks stay with us. In twenty five years, only one superintendent has ever quit us to work for someone else.



I am proud that we have a robust safety program and have one of the safest construction companies around. Our insurance modification rate has dropped to .68. We are also proud that 100% of our business is repeat business or referrals from our previous clients. We are now working with many of the finest General Contractors in the country including Hensel Phelps, Hoar Construction, PCL Construction, and Whiting Turner.

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

A: We won the International Concrete Repair Institute Project of the Year in a worldwide competition in 2010. We also won an ABC Eagle award for our work on the Winter Garden City Hall.

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

A: 160 now and we started with four.

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

A: We shifted into restoration of coastal

resorts during the recession, and won the concrete repair industry Project of the Year for the Royal Floridian Project in 2010.

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

A: The next generation of leaders will take over within the next five to 10 years, and they will continue to build the company by adhering to the core concepts.

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

A: The Central Florida construction market looks like it will continue to outpace the national average. This is a great place for a young person to start a career in construction.

Q: Any testimonials of dedicated employees or loyal clients you'd like to provide?

A: Two local companies, Jack Jennings and Sons, and Finrock Construction, gave ConTech a chance in the very beginning, and continue to be major clients to this day. It was their willingness to work with a start-up and growing company that gave ConTech the ability to mature and become one of the leading concrete contractors in Central Florida. It has been a privilege to work and grow with them as they have grown their companies.

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: Our motto is "Integrity Collaboration Performance". We can be trusted, we work together to find win-win solutions to the inevitable conflicts that will occur, and we perform consistently at a high level, so there is no reason employees, clients or vendors need to go elsewhere. We can work together year after year, and project after project. We not only build structures, we build friendships and partnerships that last a lifetime. I can't think of a better way to measure a career than that. ■



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Small Contractors Find Big Gains With Construction Technology

BY: JON MCKENDRY, TRIMBLE'S CIVIL ENGINEERING AND CONSTRUCTION

It's fairly common to pick up a construction magazine, go to an industry conference or trade show, or click on an email link and find a story about large construction companies finding efficiency and cost savings by using technology on some of the world's most impressive highways, airports and other civil engineering and construction projects. What is lesser known, however, is that small contractors are one of the fastest-growing segments of the market adopting intelligent construction technology. It is an understatement to say that today's construction technology is much easier to use than solutions offered in the past. The user interface (UI) of construction technology like machine guidance, GPS solutions, handheld GNSS data collectors or even modeling software has been completely revamped and built on familiar operating systems like Android. In the case of grade control, the in-cab devices themselves are also more user-friendly and often include large, touch-screen displays, more intuitive menus and simplified navigation systems that reflect how operators work. Although making construction software more user-friendly is a big driver of adoption, it is not the only one. There are many factors making intelligent construction technology more accessible to small contractors – or contractors of any size utilizing compact equipment.

GETTING IT DONE WITH 2D

Grade control technology is often the entry point for a contractor considering a technology investment, and the simplest way to get started is with a 2D system. 2D grade control systems are available for a wide variety of compact equipment types, including mini excavators, compact loaders and skid steers. This technology is ideal for leveling parking lots, building pads or sporting fields where everything runs on the same slope. 2D grade control systems are also easy to rent, install and try-before-you-buy. Even better, a 2D

system often sells at a low enough price point and provides high enough returns to pay for itself over a single season.

ACHIEVE MORE WITH 3D

Once a small contractor begins to see the value of a 2D grade control platform, the next step is often an investment in a 3D system. With 3D grade control options on compact machines, material yield savings is the fastest way to gain a full return on the investment. Many contractors report thousands of dollars saved in the first few months of using 3D machine control. In addition to using less material on each project, there are also significant savings in eliminating surveying and staking costs across



projects. Another big benefit of 3D machine control is the ability to make operators much more autonomous on the jobsite, which is particularly important for small teams.

'AUTOMATICS' IMPROVE PRODUCTION

"Automatics" features continue to gain popularity with users on a wide variety of machine types. Now available for some machine control platforms for excavators, autos provide a significant boost to usability. These next-generation options allow operators to achieve grade at a very consistent rate and keep them on grade without needing to slow down to avoid over or undercutting. This added functionality improves excavation efficiency over standard machine control systems and traditional methods that rely on stakes and grade checkers.

LEVELING THE PLAYING FIELD

A 2017 report by the Federal Highway Administration (FHWA) demonstrates that owners, inspectors and construction contractors reported significant productivity gains from intelligent technology when using GNSS, GPS rover, mobile devices and automatic machine guidance systems. In fact, the report shared an example of the time required for earthworks measurement on one project decreasing from three people working for five days with traditional tools, to one person working for one day with tools equipped with GPS technology. This is perhaps even more important for small contractors than it is for large companies. With intelligent tools, small contractors can now bid on – and win – projects that used to require large teams of people.

BROADENING THE SCOPE

In addition to machine guidance, small contractors are benefiting from a wide variety of construction hardware and software tools. From creating models, to tracking trucks and equipment, to generating bids and reports, technology solutions for the construction industry are becoming easier to buy,

learn and use. Small contractors are taking advantage of access to these resources, which are making them better equipped to take on larger jobs, expand their services to include new types of jobs and to be overall more competitive with their larger counterparts.

Gone are the days when intelligent construction technology was only available to the largest contractors with the largest budgets. As usability continues to improve and cost continues to come down, small contractors will continue to see more gains from their equipment through the use of technology. ■

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"Committed to Excellence"

Balfour Beatty Celebrates 85 Years

Balfour Beatty

BY: SARAH CARMANY, MARKETING COORDINATOR, BALFOUR BEATTY

In 1909, George Balfour and Andrew Beatty had a vision – start Balfour Beatty on Cannon Street in London, and that they did. From that point forward, Balfour Beatty expanded into the United States and built its reputation as an industry-leading provider of general contracting, at-risk construction management and design-build services for public and private sector clients around the nation.

Performing heavy civil and vertical construction, Balfour Beatty's teams build the unique structures and infrastructure that play an important role in how people live, work, learn, and play in our communities. Our teammates have an instinctive passion to innovate that is fueled by a relentless curiosity, a drive to employ Lean practices and processes, and the determination to find a better way.

Balfour Beatty takes that pride and energy to continually invest in our future, which means focusing on the people. Our employees are the core

of success and drive relationships with clientele. We remain very selective in working with businesses that value our partnership. Balfour Beatty's clients

have strong repeat building programs. Our commitment to engage with these owners, architects, and trade partners as a team will provide us with a sustainable and profitable future.

It boils down to this – people want to work with companies they trust – for clients, trade partners, and employees. Florida President, Scott Skidelsky says, "When entering the commercial construction job market, pay close attention to

how the organization treats others. For employees and construction workers, seek employment with firms that value their people and strive to create a great working environment."

We want our lasting impression, our legacy, to be one that improves, enhances and connects our communities. One that our employees and their families will point to with pride. We build to last. ■





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