



Today's Mechanical Industry: Navigating the Risks of the Mechanical and Service Contractor

Rick Gopffarth, Bob Bolton, Brian
Helm, & Mark Rogers

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1:30PM – 3:00PM

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Today's Mechanical Industry: Navigating the Risks of the Mechanical and Service Contractor



Rick Gopffarth



Bob Bolton



Brian Helm



Mark Rogers

Introductions – Rick Gopffarth

COMPANY PROFILE

- Established in 1988 – Privately Held
- Corporate Office – Austin, Texas
- Branch Offices – Dallas, Fort Worth, Houston, San Antonio, College Station, Lubbock, Boston, Atlanta & Poughkeepsie, New York
- Self Performed Work:
 - HVAC Piping
 - Plumbing and Medical Gas
 - Hygienic and Process Piping
 - Sheetmetal (Fabrication & Installation)
 - Industrial Process Exhaust
- Average Employees – 2,500
- Average Annual Mhrs – 5,500,000

COMPANY FOCUS

- Health & Safety
- Complex – Fast Track / Management Intensive Projects
- Most Contracts: Design Assist / Design Build; GMP & Negotiated
- 85% Repeat Customers
- Maintaining Strong Relationships: Labor, Manufactures, Suppliers & Subcontractors
- Leverage Engineering, Preconstruction, BIM and Prefabrication to its Fullest Extent

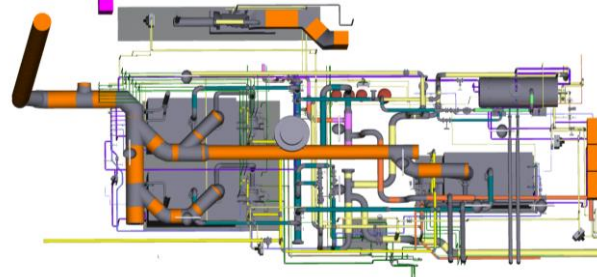
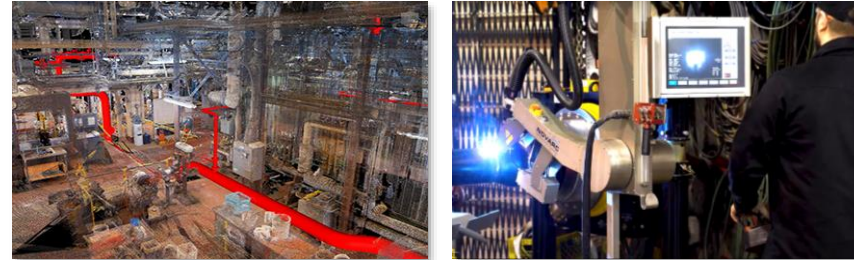
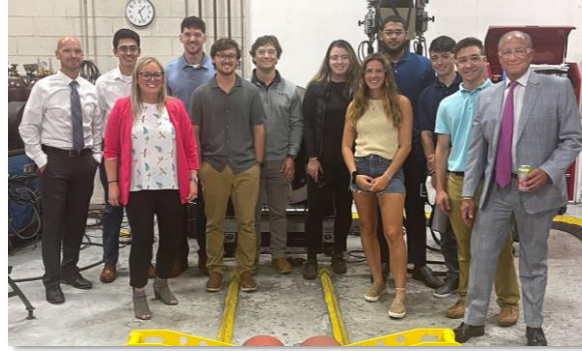


Introductions – Robert M. Bolton



COMPANY PROFILE

- Originated in 1954
- \$240 Million Revenue
- Multi-faceted group of companies serving Providence, Hartford, and Boston
 - Arden Engineering
 - Corporate Mechanical of New England
 - Earthwise Energy Technologies
 - MJ Daly
 - Unique Metal Works
- Employs 400+ Craftworkers
150+ Office staff
 - 37% female
 - Work with unions to reach minority goals
- Safety Focus - **EMR .82** 2023-24
- Utilize MBE/WBE vendors
- Good Trade Partner



COMPANY FOCUS

- VDC | Engineering | Design
- Mechanical / HVAC
- Fire Protection
- Electrical
- Service & Maintenance
- Building Automation Control
- Traffic Lighting & Roadway Technology
- Efficiency through Technology
 - Navisworks, Revit w/Trimble SysQue
 - Clash-free design
 - BIM workflow
 - 3D existing site scanning
 - Procore project management
- Fabrication & Welding Robotics
 - 100,000+ sq-ft fabrication space



Introductions – Brian Helm

COMPANY PROFILE

- \$650 million revenue
- 2.8 million work hours
- Locations
 - Chicago
 - Milwaukee
 - Omaha
 - Kansas City
- 250 service techs
- Self-perform work with 10 trades
- Commercial Building, Industrial, Heavy Highway, Marine, Aggregates, and others



WHAT'S IMPORTANT TO US

- Safety
- Fabrication
- VDC
- Using technology to differentiate ourselves
- Employees' career development
- Customer satisfaction
- In-house engineering
- Being union and multi-trade
- Being a good community partner

TOPICS

FreeCon-

Providing budgeting, engineering, and value engineering services to CMs only to have them “shop” your efforts to the lowest bidder.

01

Developing a traveling workforce and navigating unfamiliar areas and jurisdictions.

05

Timely development of future MEP field leaders and service technicians within an increasingly diluted workforce.

02

Training new employees and providing them with career growth and opportunities at the pace they expect.

06

Deterioration of contract documents and new VDC-BIM expectations within the MEP trades.

03

Consolidation of the MEP industry – Private equities and the money behind them

07

Cash-flow and mitigation of risk at the MEP level

04

The division between construction, service, and special projects.

08

CM’s pre-purchasing equipment and the assignment of PO’s, start-up services, warranties, and commissioning.

09





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