



**Central Florida Chapter
Associated Builders and Contractors, Inc.
Board of Directors Meeting
February 8, 2021**

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AGENDA

Location: ABC, 651 Danville Drive, Suite 200, Orlando, FL 32825
Michael Parks, Chairman, presiding

Upcoming Events:

- ABC on Tap 2/11
- Builders Breakfast 2/10
- Maximize Your Membership Workshop 2/23
- Builders Breakfast 2/25
- UCF Golf 2/15

Call to Order

Welcome and Pledge of Allegiance

Parks

3:30 PM

Action Items:

1. Approval of Minutes
2. Approval of Most Recent Financials

Bastin

Membership Report

8 new

Wert

Retention for 2021 83.13% of bill 79.95% of units

Committee Report

EIC Awards

Burns

Leadership Reports

Chairman

Parks

Roundtable discussion topics

Board Gathering

Vice Chairs

State Convention & Planning conference

Wert

President & CEO

Wylie

Current climate Labor/Regulation/Economy/COVID

New Business

Round Table: Business Outlook (polling of Board) & Review

Board Meeting Adjourns

4:30 p.m.

New Member Presentations & Reception following

CFC ABC Board Webpage for documents: <https://www.abccentralflorida.com/bod/>

Next Board Meeting: March 8, 2021, 3:30 PM

Location: ABC, 651 Danville Drive, Suite 200, Orlando, FL 32825

CFC Associated Builders and Contractors, Inc.
651 Danville Drive, Suite 200, Orlando, FL 32825
www.abccentralflorida.com
Main 407.628.2070

President & CEO Mark Wylie
mwyllie@abccentralflorida.org
Direct 407.398.1272 – Cell/Text 407.616.8899

Key Contacts

Vice President & Chief Operating Officer Nancy Wray:
nwray@abccentralflorida.org
Direct 407.398.1276 – Cell/Text 407.616.4477

Finance Manager Fran Conway:
fconway@abccentralflorida.org
Direct 407.398.1270

**CENTRAL FLORIDA CHAPTER
ASSOCIATED BUILDERS AND CONTRACTORS
BOARD OF DIRECTORS
MEETING MINUTES**



Location:

651 Danville Drive, Suite 200, Orlando, FL 32825

January 11, 2021

PRESIDING: Chair Michael Parks, Hoar Construction, LLC

BOARD MEMBERS PRESENT

Jason Albu	Director	Albu & Associates, Inc.
Ray Bastin	Treasurer	Withum
Charles Bracco	Director	Modern Plumbing Industries, Inc
Roy Burkett	Chair-elect	S. I. Goldman Company, Inc.
Chris Evans	Vice Chair & Secretary	Brasfield & Gorrie, LLC
Roxana Hernandez	Director	Turner Construction Co.
Juan Garcia	Director	PCL Construction Services, Inc.
Ben Goodin	Immediate Past Chair	Baker Concrete Construction, Inc.
Julie Holmes	Director	JK2 Scenic
Michael Jordan	Director	Universal Forming, Inc.
Andrew Marshall	Director	Balfour Beatty
Michael Parks	Chair	Hoar Construction, LLC
Debbie Rodriguez	Director	Quality Labor Management, LLC
Jonathan Sheppard	Director	Austin Commercial, LP
Chad Tinetti	Director	Tavistock Development
Noble Thomas Sr.	Director	Bright Future Electric, LLC
Carlos Velasco	Vice Chair	Acousti Engineering Company of Florida
Matt Walton	Director	MiGre Engineers, LLC
Thomas P. Wert	Vice Chair	Dean Mead Attorneys at Law

BOARD MEMBERS ON ZOOM

C. L. Janeski	Director	Tri-City Electrical Contractors
Earl Lomas	Director	Terry's Electric, Inc.
Scott Scruby	Director	Sunbelt Rentals
David Schultz	Director	CEMEX
John Smalley	Director	Hensel Phelps

GENERAL COUNSEL ON ZOOM

Michael C. Sasso	General Counsel	Sasso & Sasso, P.A.
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BOARD MEMBERS ABSENT

Bryan Boykin	Director	DPR Construction
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ABC STAFF PRESENT

Taylor Dupree	Chapter Services
Catherine Wert	Membership Director
Nancy Wray	Vice President & COO
Mark Wylie	President & CEO

CALL TO ORDER

- **PARKS** called the board meeting to order at 3:32PM with the Pledge of Allegiance.

SWEARING IN OF NEW BOARD MEMBERS

- Oath of office given to all board members for the 2021 year.

MINUTES

- All minutes can be reviewed at <http://www.abccentralflorida.com/bod/>.
- **A motion was made and seconded to approve the minutes from the December meeting. The motion passed.**

FINANCIALS

- December financial not available, will be reviewed at February meeting.

2021 BUDGET

- Summary of 2021 budget given out to board. **WYLIE** went over line items of the summary and 2021 projections.
- Full details of budget are available on the website <http://www.abccentralflorida.com/bod/>.
- **A motion was made and seconded to approve the 2021 budget. The motion passed.**

MEMBERSHIP REPORT

- **WERT** closed 2020 with 51 new members, 3 gained in December.
 - Of the 424 member companies invoiced, 303 companies have renewed. 9 dropped member companies so far which is less than this time last year.
 - Contractor members were at 59.81% of the membership.
 - List of companies to still renew, dropped member list, and 2021 prospect list were distributed.

NEW MEMBER COMPANIES

- Sebastian Moving and More LLC Category 2
- Southeast Mechanical Contractors Category 6
- Waste Pro USA Category 2

ABC/UCF STUDENT CHAPTER UPDATE

- **ALDEN GUNDER** gave update from 2020 and the virtual competition. They did not place but were shortlisted with National.
- Maintained a successful year despite COVID-19 thanks to participation and donations from the board.
- **ANABELE MANQUEZ** will be taking over for **GUNDER** in 2021. Planning more interactive meetings for 2021 and more incentives for students to get involved in the Student Chapter. Looking for industry members to mentor students in 2021. Passed around sign in sheet for board members interested in being a mentor.
- **JUAN-PABLO GOMEZ** gave out information for the fundraising golf tournament being held at Eagle Creek on February 15.

LEADERSHIP REPORTS

CHAIR

- **PARKS** poster of 2021 Board Commitments passed around for all board members to sign after review of the board engagement commitment for the year.

CHAIR-ELECT

- **BURKETT** report covered elsewhere.

VICE CHAIRS

- **WERT** the state legislative session is scheduled for March this year. There is not going to be a physical LegCon this year because of limited access to in-person access. Virtual meetings may be scheduled.
- There are three bills that lobbyists are working on. Link for National ABC PAC contributions was emailed to everyone on the board.

PRESIDENT'S REPORT

- **WYLIE** contract for State Convention in July at the La Playa resort in Naples. Information will be sent out soon.
- CareerSource still has up to \$6 million available for training programs grants to hand out.
- March National Board meeting will be both in-person and virtual for those unable to physically attend. Zoom link will be sent out prior.

IMMEDIATE PAST CHAIRMAN REPORT

- **GOODIN** explained Board of Governors for past chairmen to get together quarterly to talk about big picture ideas and how the board and possibly implement them. Will consider the review of bylaws and recommend changes.

OLD BUSINESS

- No old business.

NEW BUSINESS

- **PARKS** listed upcoming events.

ROUND TABLE

- Groups spent 10-15 minutes discussing what needs action or focus for the year. Results went to PARKS for further action.

NEXT MEETING

- February 8, 2021, at the ABC office followed by a new member reception.

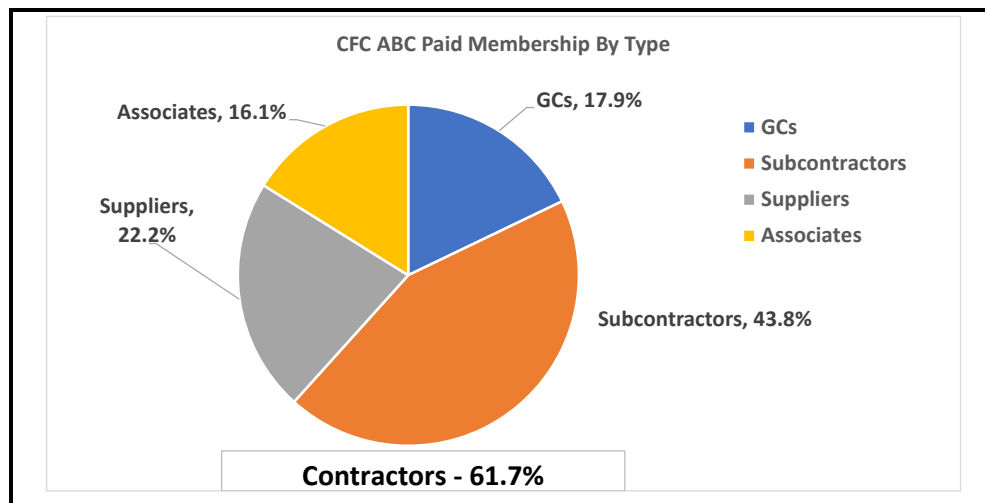
ADJOURNMENT

- **PARKS** adjourned the meeting at 4:40 PM.

**Central Florida Chapter
Associated Builders & Contractors, Inc.
Membership Report
as of January 31, 2021**

Membership by Company

<i>Member Companies</i>			
Companies as of YE 2020:	424		
2021 Renewed:	339	79.95%	
Dropped:	11		
Unpaid:	74		
			Percentage of Budgeted New Members (70)
Renewals:	339		
New Members for 2021:	8	11.43%	
Total Paid 2021 Membership:	347		



New Members for 2021

January

This Month's New Members

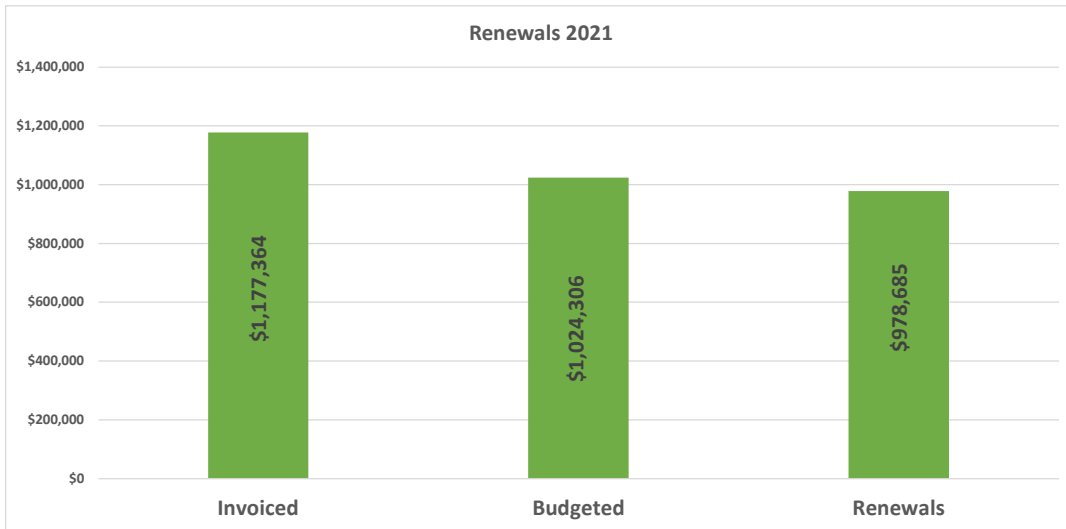
COMPANY	CONTACT	CO. PHONE	CTG/TRADE	BOARD SPONSOR
Arena Americas	Alix Pena	(407) 297-1165	2 - Supplier, storage/temp structure	J. Smalley
Exquisite Designs Kitchen & Bath, Inc.	Tony Pagan	(352) 203-4812	6 - Subcontractor, kitchen/bath	
GLE Associates	Daved McLouth	(407) 658-4151	1 - Associate, architect/engineer	
Omnia Construction Group LLC	Mike Brady	(407) 585-2500	6 - General Contractor	
SAVI EHS	Ian Foley	(813) 376-3228	2 - Supplier, safety consult firm, staffing	
Talent Corporation, LLC	Ron Smith	(813) 438-4200	2 - Supplier, staffing	
Thunder Creek Equipment	Bill Elverman	(866) 535-7667	2 - Supplier, fuel/oil tank/trailer	
Zaho Global Enterprises, LLC	Tom McDonald	(321) 239-0653	6 - General Contractor	

New Members for 2021



Renewed Members for 2021

Renewal Invoices: \$1,177,363.62
Paid as of Month End: \$978,684.74
Percentage of Invoiced: 83.1%



Membership Director

Catherine Wert

cwert@abccentralflorida.org

D. 407.398.1278

C. 407.209.5604

ABCCentralflorida.com

**Central Florida Chapter Associated
Builders and Contractors, Inc.
Key Financial Highlights for December 2020**

Balance Sheet	12/31/2020	12/31/2019	Difference
Cash	\$1,671,324.44	\$1,554,977.22	\$116,347.22
Temporarily Restricted Workforce Enhancement Fund	\$153,005.10	\$172,368.96	\$107,632.69
Financial Statement	ACTUAL YTD	BUDGET YTD	% OF BUDGET
Net Dues	\$851,574.25	\$822,783.53	103%
NET PROGRAM INCOME (Loss)	\$1,255,345.04	\$1,301,315.53	96%
Net General Administrative Expense	\$1,285,586.55	\$1,335,364.52	96%
Total Other Income	\$87,396.56	\$94,776.58	92%
NET PROFIT (LOSS)	\$56,517.97	\$60,727.59	93%

Associated Builders and Contractors, Inc.

Balance Sheet
December 2020

ASSETS

	December 31, 2020	December 31, 2019	Difference
Current Assets			
Petty Cash	\$472.53	\$214.86	\$257.67
Iberia Bank Business Checking			\$0.00
Iberia Bank Money Market	\$309,214.13	\$307,364.61	\$1,849.52
Winter Park Natl Bank-Checking	\$86,050.07	\$113,660.49	(\$27,610.42)
Winter Park Natl Bank-Money Market	\$925,200.27	\$871,831.68	\$53,368.59
RaymondJames Investment Account	\$350,387.44	\$261,905.58	\$88,481.86
Total Cash	\$1,671,324.44	\$1,554,977.22	\$116,347.22
Accounts Receivable	\$17,356.47	\$6,098.93	\$11,257.54
Prepaid National Dues	\$203,211.03	\$196,897.59	\$6,313.44
Prepaid State Dues	\$42,837.62	\$43,466.80	(\$629.18)
Prepaid Insurance	\$7,092.83	\$6,722.04	\$370.79
Prepaid Expenses	\$20,551.27	\$22,739.90	(\$2,188.63)
Inventory	\$3,141.25	\$4,885.55	(\$1,744.30)
Total Current Assets	\$294,190.47	\$280,810.81	\$13,379.66
Fixed Assets			
Equipment & Furniture	\$118,725.26	\$105,293.40	\$13,431.86
Building - Valencia	\$2,170,114.02	\$2,170,114.02	\$0.00
Building - Signage	\$20,446.33	\$20,446.33	\$0.00
Land - Valencia	\$151,684.09	\$151,684.09	\$0.00
Automobile	\$47,552.06	\$47,552.06	\$0.00
Equipment-Capital Lease	\$41,400.00	\$22,531.00	\$18,869.00
Leasehold Improvements	\$249,754.48	\$242,598.48	\$7,156.00
Accumulated Depreciation	(\$1,182,254.56)	(\$1,091,572.56)	(\$90,682.00)
Total Fixed Assets	\$1,617,421.68	\$1,668,646.82	(\$51,225.14)
Other Assets			
Refundable Deposit	\$618.30	\$618.30	\$0.00
Total Other Assets	\$618.30	\$618.30	\$0.00
Total Assets	\$3,583,554.89	\$3,505,053.15	\$78,501.74

LIABILITIES

Current Liabilities			
Accounts Payable	\$93,438.54	\$108,176.53	(\$14,737.99)
Sales Taxes Payable	\$253.81	\$186.68	\$67.13
Payroll Taxes & 401K	\$10.37	\$171.04	(\$160.67)
S.T.- Capital Lease	\$7,978.19	\$4,455.40	\$3,522.79
Rent Deposits	\$6,426.80	\$6,426.80	\$0.00
Unearned Income-Misc./Spec.Events	\$250,809.38	\$237,248.71	\$13,560.67
Unearned Income - New Members	\$46,718.41	\$77,280.25	(\$30,561.84)
Unearned Income - Renewals	\$836,412.67	\$792,968.93	\$43,443.74
Total Current Liabilities	\$1,242,048.17	\$1,226,914.34	\$15,133.83
Long-Term Liabilities			
Capital Lease Obligation	\$26,337.96	\$11,250.66	\$15,087.30
Total Long-Term Liabilities	\$26,337.96	\$11,250.66	\$15,087.30
FUND BALANCE			
Unrestricted	\$2,094,519.19	\$1,986,886.50	\$107,632.69
Temporarily Restricted Workforce			
Enhancement Fund	\$153,005.10	\$172,368.96	(\$19,363.86)
Current Year Earnings	\$67,644.47	\$107,632.69	(\$39,988.22)
Total Fund Balance	\$2,315,168.76	\$2,266,888.15	\$48,280.61
Total Liability & Equity	\$3,583,554.89	\$3,505,053.15	\$78,501.74

INCOME	EXPENSE	ACTUAL MONTH	BUDGET MONTH	% OF BUDGET	ACTUAL YTD	BUDGET YTD	% OF BUDGET
DUES							
New Member		\$9,298.50	\$15,599.25	60%	\$64,863.59	\$112,083.50	58%
New Credit		\$6,440.03	\$6,440.02	100%	\$77,280.25	\$77,280.25	100%
Renew Dues		\$86,837.41	\$84,281.07	103%	\$1,042,048.06	\$1,004,664.76	104%
Enrollment Fee		\$138.00	\$675.00	20%	\$4,698.00	\$8,100.00	58%
Membership Promotion			\$66.67		\$900.00	\$800.00	113%
Total Dues Income		\$102,713.94	\$107,062.01	96%	\$1,189,789.90	\$1,202,928.51	99%
DUES							
National Dues		\$12,076.01	\$23,971.28	50%	\$243,539.98	\$268,019.58	91%
2019 National Credits		\$1,384.00	\$1,384.00	100%	\$16,608.00	\$16,608.00	100%
State Dues		\$2,592.36	\$5,992.82	43%	\$55,354.18	\$67,004.90	83%
2019 State Credits		\$376.04	\$376.04	100%	\$4,512.48	\$4,512.50	100%
Membership Promotion		\$2,776.88	\$2,000.00	139%	\$18,201.01	\$24,000.00	76%
Total Dues Expense		\$19,205.29	\$33,724.14	57%	\$338,215.65	\$380,144.98	89%
Net Dues Income		\$83,508.65	\$73,337.87	114%	\$851,574.25	\$822,783.53	103%
	Cost of Dues	19%	31%		28%	32%	

INCOME	EXPENSE	ACTUAL MONTH	BUDGET MONTH	% OF BUDGET	ACTUAL YTD	BUDGET YTD	% OF BUDGET
TRAINING & DEVELOPMENT							
Training & Development Registration		\$3,777.50	\$1,525.00	248%	\$126,479.93	\$207,725.00	61%
Books					\$4,980.00	\$9,570.00	52%
Total Training & Development Income		\$3,777.50	\$1,525.00	248%	\$131,459.93	\$217,295.00	60%
TRAINING & DEVELOPMENT EXPENSE							
Training & Development Expense		\$3,363.57	\$650.00	517%	\$17,355.08	\$36,131.00	48%
Training & Development Instructors		\$200.00	\$600.00	33%	\$34,462.00	\$61,392.00	56%
Books					\$4,854.21	\$9,560.00	51%
Total Training & Development Expense		\$3,563.57	\$1,250.00	285%	\$56,671.29	\$107,083.00	53%
Net Training & Development Income		\$213.93	\$275.00	78%	\$74,788.64	\$110,212.00	68%
	Cost of Training & Development	94%	82%		43%	49%	
MEETINGS & SPECIAL EVENTS INCOME							
Meetings (Ticket Events)		\$1,002.00			\$88,919.00	\$94,320.00	94%
Golf Tournament					\$139,805.00	\$161,750.00	86%
Excellence in Construction		\$135.00			\$271,763.88	\$305,075.00	89%
Construction Expo					\$56,840.00	\$82,500.00	69%
Special Other Income			\$500.00		\$7,419.94	\$10,200.00	73%
Special Events (Sponsored)		\$3,500.00	\$4,000.00	88%	\$37,425.00	\$37,450.00	100%
Special Events (YP)							
Total Meetings & Special Events Income		\$4,637.00	\$4,500.00	103%	\$602,172.82	\$691,295.00	87%
MEETINGS & SPECIAL EVENTS EXPENSE							
Meetings (Ticket Events)		\$521.48			\$51,037.50	\$48,320.00	106%
Golf Tournament		\$91.58			\$77,265.24	\$104,000.00	74%
Excellence in Construction		\$11,394.24			\$174,574.98	\$193,075.00	90%
Construction Expo		\$22.74			\$30,215.87	\$37,500.00	81%
Special Other Expense		\$598.96	\$500.00	120%	\$9,408.75	\$10,200.00	92%
Special Events (Sponsored)		\$2,622.47	\$2,500.00	105%	\$21,390.85	\$26,400.00	81%
Meetings & Events Gen.Expenses		\$98.44	\$170.00	58%	\$2,033.43	\$2,040.00	100%
Total Meetings & Events Expense		\$15,349.91	\$3,170.00	484%	\$365,926.62	\$421,535.00	87%
Net Meetings & Events		(\$10,712.91)	\$1,330.00	-805%	\$236,246.20	\$269,760.00	88%
	Cost of Meetings & Events	331%	70%		61%	61%	

INCOME	EXPENSE	ACTUAL MONTH	BUDGET MONTH	% OF BUDGET	ACTUAL YTD	BUDGET YTD	% OF BUDGET
MARKETING INCOME							
Magazine		\$2,220.00	\$5,797.50	38%	\$68,083.10	\$70,970.00	96%
Directory					\$46,865.00	\$43,945.00	107%
Other Advertising		\$300.00	\$825.00	36%	\$5,475.00	\$11,950.00	46%
Total Marketing Income		\$2,520.00	\$6,622.50	38%	\$120,423.10	\$126,865.00	95%
MARKETING EXPENSE							
Magazine		\$837.11	\$2,010.00	42%	\$21,615.39	\$24,120.00	90%
Directory		\$22.74			\$7,174.21	\$6,500.00	110%
Other Advertising		\$251.26	\$450.00	56%	\$3,849.24	\$5,400.00	71%
Total Marketing Expense		\$1,111.11	\$2,460.00	45%	\$32,638.84	\$36,020.00	91%
Net Marketing		\$1,408.89	\$4,162.50	34%	\$87,784.26	\$90,845.00	97%
	Cost of Marketing	44%	37%		27%	28%	
SPECIAL SERVICES INCOME							
Job Site Signs		\$468.65	\$541.67	87%	\$6,302.55	\$6,500.00	97%
Workforce Enhancement Fund					\$51,000.00		
Promotional Fees							
Classroom Rental		\$450.00	\$416.66	108%	\$1,678.53	\$5,000.00	34%
Total Special Services Income		\$918.65	\$958.33	96%	\$58,981.08	\$11,500.00	513%
SPECIAL SERVICES EXPENSE							
Job Site Signs		\$191.21	\$265.42	72%	\$3,004.07	\$3,185.00	94%
Workforce Enhancement Fund					\$51,000.00		
Classroom Rental Expense			\$50.00		\$25.32	\$600.00	4%
Total Special Services Expense		\$191.21	\$315.42	61%	\$54,029.39	\$3,785.00	1427%
Net Special Services		\$727.44	\$642.91	113%	\$4,951.69	\$7,715.00	64%
	Cost of Special Services	21%	33%		92%	33%	
NET PROGRAM INCOME (Loss)		\$75,146.00	\$79,748.28	94%	\$1,255,345.04	\$1,301,315.53	96%

INCOME	EXPENSE	ACTUAL MONTH	BUDGET MONTH	% OF BUDGET	ACTUAL YTD	BUDGET YTD	% OF BUDGET
GENERAL ADMINISTRATIVE EXPENSES							
Personnel Expense							
Salaries		\$153,110.55	\$95,325.72	161%	\$746,229.65	\$735,200.00	102%
Temporary Labor							
Payroll Taxes		\$8,674.94	\$4,995.68	174%	\$55,562.81	\$59,948.21	93%
Group Insurance		\$8,992.35	\$11,825.00	76%	\$120,834.68	\$141,900.00	85%
Workers Compensation		\$153.50	\$206.44	74%	\$1,363.00	\$2,477.31	55%
Continuing Education		\$412.04	\$216.67	190%	\$6,154.02	\$5,000.00	123%
Retirement Plan		\$5,686.04	\$3,000.00	190%	\$34,113.01	\$36,000.00	95%
Total Personnel Expense		\$177,029.42	\$115,569.51	153%	\$964,257.17	\$980,525.52	98%
Travel, Meetings, Conferences							
Auto Expense		\$611.41	\$583.33	105%	\$6,674.27	\$7,000.00	95%
Auto & Fixed Asset Depreciation		\$396.25	\$396.33	100%	\$4,755.00	\$4,756.00	100%
Auto Insurance		\$473.42	\$375.00	126%	\$5,578.12	\$4,500.00	124%
State Meetings					\$2,790.94	\$4,000.00	70%
National Meetings					\$2,808.66	\$14,000.00	20%
Other Conferences					\$152.39		
Presidents Expense							
Board of Directors Meetings		\$2,678.49	\$2,680.00	100%	\$3,221.44	\$3,130.00	103%
Committee Meetings		\$863.41	\$333.33	259%	\$3,236.33	\$4,000.00	81%
Chapter Planning Conference					\$5,846.18	\$300.00	1949%
Total Travel, Meetings, Conferences		\$5,022.98	\$4,367.99	115%	\$35,063.33	\$41,686.00	84%
Communications Expense							
Internet Web Site		\$299.36	\$333.33	90%	\$3,312.56	\$4,000.00	83%
Postage		\$100.23	\$83.33	120%	\$699.86	\$1,000.00	70%
Telephone		\$1,246.82	\$966.25	129%	\$10,394.38	\$11,595.00	90%
Total Communications Expense		\$1,646.41	\$1,382.91	119%	\$14,406.80	\$16,595.00	87%
Occupancy Expense							
Utilities		\$2,975.01	\$3,675.00	81%	\$36,273.10	\$44,100.00	82%
Building Insurance		\$1,157.96	\$1,158.33	100%	\$14,180.09	\$13,900.00	102%
Property Taxes		\$5,277.48	\$3,075.42	172%	\$39,240.76	\$36,905.00	106%
Janitorial Services		\$899.93	\$916.67	98%	\$10,799.16	\$11,000.00	98%
Building Repairs & Maintenance		\$2,077.48	\$2,916.67	71%	\$36,452.36	\$35,000.00	104%
Total Occupancy Expense		\$12,387.86	\$11,742.09	105%	\$136,945.47	\$140,905.00	97%
Office Expense							
Leased Office Equipment		\$465.28	\$208.33	223%	\$5,781.58	\$2,500.00	231%
Computer Software		\$466.39	\$500.00	93%	\$7,036.88	\$6,000.00	117%
Office Supplies		\$324.99	\$583.33	56%	\$4,683.00	\$7,000.00	67%
Equipment Repairs/Maintenance		\$609.25	\$833.33	73%	\$7,766.68	\$10,000.00	78%
Total Office Expense		\$1,865.91	\$2,124.99	88%	\$25,268.14	\$25,500.00	99%

INCOME	EXPENSE	ACTUAL MONTH	BUDGET MONTH	% OF BUDGET	ACTUAL YTD	BUDGET YTD	% OF BUDGET
Other Expenses							
Advertising							
Accounting					\$8,700.00	\$9,500.00	92%
Association Meetings							
Bank Charges		\$21.70	\$50.00	43%	\$334.30	\$600.00	56%
Professional Fees		\$260.21	\$6,000.00	4%	\$1,281.12	\$24,000.00	5%
Legal Fees							
Taxes & Licenses			\$25.00		\$592.25	\$300.00	197%
Dues/Subscriptions/Sponsor		\$143.07	\$125.00	114%	\$1,363.00	\$1,500.00	91%
Interest Expense		\$97.14	\$95.68	102%	\$1,203.06	\$1,200.00	100%
Loss on sale of asset					(\$1,821.12)		
Directors & Officer Insurance		\$254.42	\$254.42	100%	\$3,053.03	\$3,053.00	100%
Miscellaneous Expense							
Total Other Expenses		\$776.54	\$6,550.10	12%	\$14,705.64	\$40,153.00	37%
Non Cash Expense							
Depreciation		\$7,911.63	\$7,500.00	105%	\$94,940.00	\$90,000.00	105%
Total Non Cash Expense		\$7,911.63	\$7,500.00	105%	\$94,940.00	\$90,000.00	105%
Net General Administrative Expense		\$206,640.75	\$149,237.59	138%	\$1,285,586.55	\$1,335,364.52	96%
NET PROFIT (LOSS) DUE TO OPERATIONS		(\$131,494.75)	(\$69,489.31)	189%	(\$30,241.51)	(\$34,048.99)	89%
Additional Expense							
Contribution					\$637.08		
Other Income							
Interest Income		\$1,349.21	\$1,541.67	88%	\$10,823.13	\$18,500.00	59%
Miscellaneous Income		\$9.58	\$8.33	115%	\$109.47	\$100.00	109%
Rental Income		\$6,016.61	\$5,931.38	101%	\$71,579.12	\$71,176.58	101%
Gain/Loss on Investment Asset		\$2,161.05	\$416.67	519%	\$4,884.84	\$5,000.00	98%
Total Other Income		\$9,536.45	\$7,898.05	121%	\$87,396.56	\$94,776.58	92%
NET PROFIT (LOSS)		(\$121,958.30)	(\$61,591.26)	198%	\$56,517.97	\$60,727.59	93%

Associated Builders Contractors, Inc.
Comparative Income Statement
For the Month Ended December 2020 and 2019

INCOME	EXPENSE	For the month ended 12/31/20	For the month ended 12/31/19	Increase (Decrease)	% Change	For the Twelve Months Ended 12/31/20	For the Twelve Months Ended 12/31/19	Increase (Decrease)	% Change
DUES									
New Member		\$9,298.50	\$15,463.67	(\$6,165.17)	-39.87%	\$64,863.59	\$108,283.75	(\$43,420.16)	-40.10%
New Credit		\$6,440.03	\$3,245.94	\$3,194.09	98.40%	\$77,280.25	\$38,950.51	\$38,329.74	98.41%
Renew Dues		\$86,837.41	\$79,991.19	\$6,846.22	8.56%	\$1,042,048.06	\$957,604.76	\$84,443.30	8.82%
Enrollment Fee		\$138.00	\$129.00	\$9.00	6.98%	\$4,698.00	\$7,889.00	(\$3,191.00)	-40.45%
Membership Promotion						\$900.00		\$900.00	
Total Dues Income		\$102,713.94	\$98,829.80	\$3,884.14	3.93%	\$1,189,789.90	\$1,112,728.02	\$77,061.88	6.93%
	DUES								
	National Dues	\$12,076.01	\$5,385.84	\$6,690.17	124.22%	\$243,539.98	\$237,242.00	\$6,297.98	2.65%
	2019 National Credits	\$1,384.00	\$605.44	\$778.56	128.59%	\$16,608.00	\$7,265.28	\$9,342.72	128.59%
	State Dues	\$2,592.36	\$988.54	\$1,603.82	162.24%	\$55,354.18	\$57,099.97	(\$1,745.79)	-3.06%
	2019 State Credits	\$376.04	\$230.21	\$145.83	63.35%	\$4,512.48	\$2,762.52	\$1,749.96	63.35%
	Membership Promotion	\$2,776.88	\$2,909.37	(\$132.49)	-4.55%	\$18,201.01	\$23,432.54	(\$5,231.53)	-22.33%
	Total Dues Expense	\$19,205.29	\$10,119.40	\$9,085.89	89.79%	\$338,215.65	\$327,802.31	\$10,413.34	3.18%
Net Dues Income		\$83,508.65	\$88,710.40	(\$5,201.75)	-5.86%	\$851,574.25	\$784,925.71	\$66,648.54	8.49%
	Cost of Dues	18.70%	10.24%	233.92%		28.43%	29.46%	13.51%	

Associated Builders Contractors, Inc.
Comparative Income Statement
For the Month Ended December 2020 and 2019

INCOME	EXPENSE	For the month ended 12/31/20	For the month ended 12/31/19	Increase (Decrease)	% Change	For the Twelve Months Ended 12/31/20	For the Twelve Months Ended 12/31/19	Increase (Decrease)	% Change
TRAINING & DEVELOPMENT									
Training & Development Registration		\$3,777.50	\$2,934.00	\$843.50	28.75%	\$126,479.93	\$196,649.28	(\$70,169.35)	-35.68%
Books						\$4,980.00	\$11,247.79	(\$6,267.79)	-55.72%
Total Training & Development Income		\$3,777.50	\$2,934.00	\$843.50	28.75%	\$131,459.93	\$207,897.07	(\$76,437.14)	-36.77%
	Training & Development EXPENSE								
	Training & Development Expense	\$3,363.57	\$1,108.89	\$2,254.68	203.33%	\$17,355.08	\$26,013.66	(\$8,658.58)	-33.28%
	Training & Development Instructors	\$200.00	\$925.00	(\$725.00)	-78.38%	\$34,462.00	\$59,372.92	(\$24,910.92)	-41.96%
	Books					\$4,854.21	\$11,411.86	(\$6,557.65)	-57.46%
	Total Seminar Expense	\$3,563.57	\$2,033.89	\$1,529.68	75.21%	\$56,671.29	\$96,798.44	(\$40,127.15)	-41.45%
Net Training & Development Income		\$213.93	\$900.11	(\$686.18)	-76.23%	\$74,788.64	\$111,098.63	(\$36,309.99)	-32.68%
	Cost of Training & Development	94.34%	69.32%	181.35%		43.11%	46.56%	52.50%	
MEETINGS & SPECIAL EVENTS INCOME									
Meetings (Ticket Events)		\$1,002.00	\$2,132.00	(\$1,130.00)	-53.00%	\$88,919.00	\$87,785.00	\$1,134.00	1.29%
Golf Tournament						\$139,805.00	\$155,455.00	(\$15,650.00)	-10.07%
Excellence in Construction		\$135.00		\$135.00		\$271,763.88	\$299,475.64	(\$27,711.76)	-9.25%
Construction Expo						\$56,840.00	\$82,365.00	(\$25,525.00)	-30.99%
Special Other Income			\$100.00	(\$100.00)	-100.00%	\$7,419.94	\$10,976.85	(\$3,556.91)	-32.40%
Special Events (Sponsored)		\$3,500.00	\$4,000.00	(\$500.00)	-12.50%	\$37,425.00	\$40,310.00	(\$2,885.00)	-7.16%
Total Meetings & Special Events Income		\$4,637.00	\$6,232.00	(\$1,595.00)	-25.59%	\$602,172.82	\$676,367.49	(\$74,194.67)	-10.97%
	MEETINGS & SPECIAL EVENTS EXPENSE								
	Meetings (Ticket Events)	\$521.48	\$700.70	(\$179.22)	-25.58%	\$51,037.50	\$43,326.92	\$7,710.58	17.80%
	Golf Tournament	\$91.58	\$111.34	(\$19.76)	-17.75%	\$77,265.24	\$101,339.75	(\$24,074.51)	-23.76%
	Excellence in Construction	\$11,394.24	\$127.27	\$11,266.97	8852.81%	\$174,574.98	\$187,878.68	(\$13,303.70)	-7.08%
	Construction Expo	\$22.74	\$200.45	(\$177.71)	-88.66%	\$30,215.87	\$33,965.55	(\$3,749.68)	-11.04%
	Special Other Expense	\$598.96	\$1,877.91	(\$1,278.95)	-68.10%	\$9,408.75	\$12,496.12	(\$3,087.37)	-24.71%
	Special Events (Sponsored)	\$2,622.47	\$2,120.05	\$502.42	23.70%	\$21,390.85	\$24,632.91	(\$3,242.06)	-13.16%
	Meetings & Events Gen.Expenses	\$98.44	\$136.88	(\$38.44)	-28.08%	\$2,033.43	\$2,100.11	(\$66.68)	-3.18%
	Total Meetings & Events Expense	\$15,349.91	\$5,274.60	\$10,075.31	191.02%	\$365,926.62	\$405,740.04	(\$39,813.42)	-9.81%
Net Meetings & Events		(\$10,712.91)	\$957.40	(\$11,670.31)	-1218.96%	\$236,246.20	\$270,627.45	(\$34,381.25)	-12.70%
	Cost of Meetings & Events	331.03%	84.64%	-631.68%		60.77%	59.99%	53.66%	

Associated Builders Contractors, Inc.
Comparative Income Statement
For the Month Ended December 2020 and 2019

INCOME	EXPENSE	For the month ended 12/31/20	For the month ended 12/31/19	Increase (Decrease)	% Change	For the Twelve Months Ended 12/31/20	For the Twelve Months Ended 12/31/19	Increase (Decrease)	% Change
MARKETING INCOME									
Magazine		\$2,220.00	\$6,142.50	(\$3,922.50)	-63.86%	\$68,083.10	\$70,180.00	(\$2,096.90)	-2.99%
Directory						\$46,865.00	\$41,400.00	\$5,465.00	13.20%
Other Advertising		\$300.00	\$300.00			\$5,475.00	\$6,150.00	(\$675.00)	-10.98%
Total Marketing Income		\$2,520.00	\$6,442.50	(\$3,922.50)	-60.88%	\$120,423.10	\$117,730.00	\$2,693.10	2.29%
	MARKETING EXPENSE								
	Magazine	\$837.11	\$1,666.22	(\$829.11)	-49.76%	\$21,615.39	\$21,355.13	\$260.26	1.22%
	Directory	\$22.74	\$47.74	(\$25.00)	-52.37%	\$7,174.21	\$6,329.01	\$845.20	13.35%
	Other Advertising	\$251.26		\$251.26		\$3,849.24		\$3,849.24	
	Total Marketing Expense	\$1,111.11	\$1,713.96	(\$602.85)	-35.17%	\$32,638.84	\$27,684.14	\$4,954.70	17.90%
Net Marketing		\$1,408.89	\$4,728.54	(\$3,319.65)	-70.20%	\$87,784.26	\$90,045.86	(\$2,261.60)	-2.51%
	Cost of Marketing	44.09%	26.60%	15.37%		27.10%	23.51%	183.98%	
SPECIAL SERVICES INCOME									
Job Site Signs		\$468.65		\$468.65		\$6,302.55	\$5,263.40	\$1,039.15	19.74%
Workforce Enhancement Fund						\$51,000.00	\$34,740.00	\$16,260.00	46.80%
Promotional Fees						\$0.00	\$300.00	(\$300.00)	-100.00%
Classroom Rental		\$450.00	\$535.12	(\$85.12)	-15.91%	\$1,678.53	\$5,223.00	(\$3,544.47)	-67.86%
Total Special Services Income		\$918.65	\$535.12	\$383.53	71.67%	\$58,981.08	\$45,526.40	\$13,454.68	29.55%
	SPECIAL SERVICES EXPENSE								
	Job Site Signs	\$191.21	\$5.83	\$185.38	3179.76%	\$3,004.07	\$2,581.57	\$422.50	16.37%
	Workforce Enhancement Fund					\$51,000.00	\$34,740.00	\$16,260.00	46.80%
	Classroom Rental Expense		\$211.84	(\$211.84)	-100.00%	\$25.32	\$211.84	(\$186.52)	-88.05%
	Total Special Services Expense	\$191.21	\$217.67	(\$26.46)	-12.16%	\$54,029.39	\$37,533.41	\$16,495.98	43.95%
Net Special Services		\$727.44	\$317.45	\$409.99	129.15%	\$4,951.69	\$7,992.99	(\$3,041.30)	-38.05%
	Cost of Special Services	20.81%	40.68%	-6.90%		8.40%	17.56%	-22.60%	
NET PROGRAM INCOME (Loss)		\$75,146.00	\$95,613.90	(\$20,467.90)	-21.41%	\$1,255,345.04	\$1,264,690.64	(\$9,345.60)	-0.74%

Associated Builders Contractors, Inc.
Comparative Income Statement
For the Month Ended December 2020 and 2019

INCOME	EXPENSE	For the month ended 12/31/20	For the month ended 12/31/19	Increase (Decrease)	% Change	For the Twelve Months Ended 12/31/20	For the Twelve Months Ended 12/31/19	Increase (Decrease)	% Change
GENERAL ADMINISTRATIVE EXPENSES									
Personnel Expense									
Salaries		\$153,110.55	\$127,725.52	\$25,385.03	19.87%	\$746,229.65	\$705,771.36	\$40,458.29	5.73%
Temporary Labor									
Payroll Taxes		\$8,674.94	\$6,865.81	\$1,809.13	26.35%	\$55,562.81	\$52,494.20	\$3,068.61	5.85%
Group Insurance		\$8,992.35	\$12,717.40	(\$3,725.05)	-29.29%	\$120,834.68	\$121,715.23	(\$880.55)	-0.72%
Workers Compensation		\$153.50	\$162.00	(\$8.50)	-5.25%	\$1,363.00	\$2,405.16	(\$1,042.16)	-43.33%
Continuing Education		\$412.04	\$446.80	(\$34.76)	-7.78%	\$6,154.02	\$2,826.79	\$3,327.23	117.70%
Retirement Plan		\$5,686.04	\$7,142.56	(\$1,456.52)	-20.39%	\$34,113.01	\$38,208.26	(\$4,095.25)	-10.72%
Total Personnel Expense		\$177,029.42	\$155,060.09	\$21,969.33	14.17%	\$964,257.17	\$923,421.00	\$40,836.17	4.42%
Travel, Meetings, Conferences									
Auto Expense		\$611.41	\$640.98	(\$29.57)	-4.61%	\$6,674.27	\$7,297.62	(\$623.35)	-8.54%
Auto & Fixed Asset Depreciation		\$396.25	\$396.25			\$4,755.00	\$4,755.16	(\$0.16)	
Auto Insurance		\$473.42	\$370.50	\$102.92	27.78%	\$5,578.12	\$4,435.58	\$1,142.54	25.76%
Travel & Entertainment						\$152.39	\$0.00	\$152.39	
State Meetings						\$2,790.94	\$2,750.16	\$40.78	1.48%
National Meetings						\$2,808.66	\$11,821.68	(\$9,013.02)	-76.24%
Other Conferences									
Presidents Expense									
Board of Directors Meetings		\$2,678.49	\$1,046.60	\$1,631.89	155.92%	\$3,221.44	\$1,150.37	\$2,071.07	180.04%
Committee Meetings		\$863.41	\$1,100.91	(\$237.50)	-21.57%	\$3,236.33	\$3,966.72	(\$730.39)	-18.41%
Chapter Planning Conference						\$5,846.18	\$244.40	\$5,601.78	2292.05%
Total Travel, Meetings, Conferences		\$5,022.98	\$3,555.24	\$1,467.74	41.28%	\$35,063.33	\$36,421.69	(\$1,358.36)	-3.73%
Communications Expense									
Internet Expense		\$299.36	\$171.49	\$127.87	74.56%	\$3,312.56	\$2,652.36	\$660.20	24.89%
Postage		\$100.23	\$64.89	\$35.34	54.46%	\$699.86	\$909.81	(\$209.95)	-23.08%
Telephone		\$1,246.82	\$440.32	\$806.50	183.16%	\$10,394.38	\$10,915.76	(\$521.38)	-4.78%
Total Communications Expense		\$1,646.41	\$676.70	\$969.71	143.30%	\$14,406.80	\$14,477.93	(\$71.13)	-0.49%
Occupancy Expense									
Utilities		\$2,975.01	\$2,938.69	\$36.32	1.24%	\$36,273.10	\$42,184.85	(\$5,911.75)	-14.01%
Building Insurance		\$1,157.96	\$1,135.54	\$22.42	1.97%	\$14,180.09	\$13,472.90	\$707.19	5.25%
Property Taxes		\$5,277.48	\$2,174.69	\$3,102.79	142.68%	\$39,240.76	\$36,133.32	\$3,107.44	8.60%
Janitorial Services		\$899.93	\$899.93			\$10,799.16	\$10,799.16		
Building Repairs & Maintenance		\$2,077.48	\$2,348.72	(\$271.24)	-11.55%	\$36,452.36	\$26,041.31	\$10,411.05	39.98%
Total Occupancy Expense		\$12,387.86	\$9,497.57	\$2,890.29	30.43%	\$136,945.47	\$128,631.54	\$8,313.93	6.46%
Office Expense									
Leased Office Equipment		\$465.28	\$186.87	\$278.41	148.99%	\$5,781.58	\$2,242.63	\$3,538.95	157.80%
Computer Software		\$466.39	\$439.15	\$27.24	6.20%	\$7,036.88	\$4,459.69	\$2,577.19	57.79%
Office Supplies		\$324.99	\$991.37	(\$666.38)	-67.22%	\$4,683.00	\$7,672.72	(\$2,989.72)	-38.97%
Equipment Repairs/Maintenance		\$609.25	\$275.84	\$333.41	120.87%	\$7,766.68	\$8,796.38	(\$1,029.70)	-11.71%
Total Office Expense		\$1,865.91	\$1,893.23	(\$27.32)	-1.44%	\$25,268.14	\$23,171.42	\$2,096.72	9.05%

Associated Builders Contractors, Inc.
Comparative Income Statement
For the Month Ended December 2020 and 2019

INCOME	EXPENSE	For the month ended 12/31/20	For the month ended 12/31/19	Increase (Decrease)	% Change	For the Twelve Months Ended 12/31/20	For the Twelve Months Ended 12/31/19	Increase (Decrease)	% Change
Other Expenses									
Advertising						\$8,700.00	\$8,700.00		
Accounting									
Association Meetings									
Bank Charges		\$21.70	(\$51.95)	\$73.65	-141.77%	\$334.30	\$503.80	(\$169.50)	-33.64%
Professional Fees		\$260.21	\$3,750.00	(\$3,489.79)	-93.06%	\$1,281.12	\$24,877.90	(\$23,596.78)	-94.85%
Legal Fees									
Taxes & Licenses						\$592.25	\$166.25	\$426.00	256.24%
Dues/Subscriptions/Sponsor		\$143.07	\$205.00	(\$61.93)	-30.21%	\$1,363.00	\$1,123.50	\$239.50	21.32%
Interest Expense		\$97.14	\$34.37	\$62.77	182.63%	\$1,203.06	\$464.22	\$738.84	159.16%
Directors & Officer Insurance		\$254.42	\$254.42			\$3,053.03	\$3,053.04	(\$0.01)	
Bad Debt Expense									
Loss on sale of asset						(\$1,821.12)	\$6,334.00	(\$8,155.12)	-128.75%
Miscellaneous Expense									
Total Other Expenses		\$776.54	\$4,191.84	(\$3,415.30)	-81.47%	\$14,705.64	\$45,222.71	(\$30,517.07)	-67.48%
Non Cash Expense									
Depreciation		\$7,911.63	\$7,443.76	\$467.87	6.29%	\$94,940.00	\$87,635.02	\$7,304.98	8.34%
Total Non Cash Expense		\$7,911.63	\$7,443.76	\$467.87	6.29%	\$94,940.00	\$87,635.02	\$7,304.98	8.34%
Net General Administrative Expense		\$206,640.75	\$182,318.43	\$24,322.32	13.34%	\$1,285,586.55	\$1,258,981.31	\$26,605.24	2.11%
NET PROFIT (LOSS) DUE TO OPERATIONS		(\$131,494.75)	(\$86,704.53)	(\$44,790.22)	51.66%	(\$30,241.51)	\$5,709.33	(\$35,950.84)	-629.69%
Additional Expense									
Contribution						\$637.08	\$250.00	\$387.08	154.83%
Other Income									
Interest Income		\$1,349.21	\$2,641.02	(\$1,291.81)	-48.91%	\$10,823.13	\$19,726.68	(\$8,903.55)	-45.13%
Miscellaneous Income		\$9.58	\$5.22	\$4.36	83.52%	\$109.47	\$117.67	(\$8.20)	-6.97%
Rental Income		\$6,016.61	\$5,925.83	\$90.78	1.53%	\$71,579.12	\$70,362.26	\$1,216.86	1.73%
Gain/Loss on Investment Asset		\$2,161.05	\$1,087.35	\$1,073.70	98.74%	\$4,884.84	\$11,966.75	(\$7,081.91)	-59.18%
Total Other Income		\$9,536.45	\$9,659.42	(\$122.97)	-1.27%	\$87,396.56	\$102,173.36	(\$14,776.80)	-14.46%
NET PROFIT (LOSS)		(\$121,958.30)	(\$77,045.11)	(\$44,913.19)	58.29%	\$56,517.97	\$107,632.69	(\$51,114.72)	-47.49%