

**Central Florida Chapter Associated
Builders and Contractors, Inc.
Key Financial Highlights for February 2021**

Balance Sheet	2/28/2021	2/29/2020	Difference
Cash	\$1,657,194.78	\$1,590,288.73	\$66,906.05
Temporarily Restricted Workforce Enhancement Fund	\$156,656.77	\$176,031.46	\$56,517.97
Financial Statement	ACTUAL YTD	BUDGET YTD	% OF BUDGET
Net Dues	\$128,485.85	\$133,298.23	96%
NET PROGRAM INCOME (Loss)	\$173,501.97	\$173,176.25	100%
Net General Administrative Expense	\$200,183.25	\$194,945.69	103%
Total Other Income	\$12,339.33	\$15,051.54	82%
NET PROFIT (LOSS)	(\$14,341.95)	(\$6,717.90)	213%

Associated Builders and Contractors, Inc.

Balance Sheet

ASSETS

February 2021

	February 28, 2021	February 28, 2020	Difference
Current Assets			
Petty Cash	\$853.73	\$1,273.81	(\$420.08)
Iberia Bank Money Market	\$309,227.26	\$308,438.80	\$788.46
Winter Park Natl Bank-Checking	\$21,250.47	\$10,871.82	\$10,378.65
Winter Park Natl Bank-Money Market	\$975,605.46	\$1,013,761.37	(\$38,155.91)
RaymondJames Investment Account	\$350,257.86	\$255,942.93	\$94,314.93
Total Cash	\$1,657,194.78	\$1,590,288.73	\$66,906.05
Accounts Receivable	\$44,638.00	\$31,515.82	\$13,122.18
Prepaid National Dues	\$200,415.54	\$199,997.52	\$418.02
Prepaid State Dues	\$43,642.47	\$44,892.49	(\$1,250.02)
Prepaid Insurance	\$27,459.79	\$29,578.64	(\$2,118.85)
Prepaid Expenses	\$40,275.22	\$36,574.24	\$3,700.98
Inventory	\$2,831.85	\$4,218.19	(\$1,386.34)
Total Current Assets	\$359,262.87	\$346,776.90	\$12,485.97
Fixed Assets			
Equipment & Furniture	\$118,725.26	\$118,725.26	\$0.00
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	\$41,400.00	\$0.00
Leasehold Improvements	\$249,754.48	\$242,598.48	\$7,156.00
Accumulated Depreciation	(\$1,198,870.40)	(\$1,098,239.58)	(\$100,630.82)
Total Fixed Assets	\$1,600,805.84	\$1,694,280.66	(\$93,474.82)
Other Assets			
Refundable Deposit	\$618.30	\$618.30	\$0.00
Total Other Assets	\$618.30	\$618.30	\$0.00
Total Assets	\$3,617,881.79	\$3,631,964.59	(\$14,082.80)
LIABILITIES			
Current Liabilities			
Accounts Payable	\$47,221.10	\$72,746.78	(\$25,525.68)
Sales Taxes Payable	\$305.03	\$103.96	\$201.07
Payroll Taxes & 401K	\$1,900.53	\$665.65	\$1,234.88
Accrued Property Taxes	\$7,116.66	\$6,166.66	\$950.00
S.T.- Capital Lease	\$6,666.83	\$6,448.74	\$218.09
Rent Deposits	\$6,426.80	\$6,426.80	\$0.00
Unearned Income-Misc./Spec.Events	\$320,830.45	\$344,901.21	(\$24,070.76)
Unearned Income - New Members	\$66,706.51	\$90,325.71	(\$23,619.20)
Unearned Income - Renewals	\$841,017.94	\$808,912.02	\$32,105.92
Total Current Liabilities	\$1,298,191.85	\$1,336,697.53	(\$38,505.68)
Long-Term Liabilities			
Capital Lease Obligation	\$26,337.96	\$34,316.15	(\$7,978.19)
Total Long-Term Liabilities	\$26,337.96	\$34,316.15	(\$7,978.19)
FUND BALANCE			
Unrestricted	\$2,151,037.16	\$2,094,519.19	\$56,517.97
Temporarily Restricted Workforce			
Enhancement Fund	\$156,656.77	\$176,031.46	(\$19,374.69)
Current Year Earnings	(\$14,341.95)	(\$9,599.74)	(\$4,742.21)
Total Fund Balance	\$2,293,351.98	\$2,260,950.91	\$32,401.07
Total Liability & Equity	\$3,617,881.79	\$3,631,964.59	(\$14,082.80)

INCOME	EXPENSE	ACTUAL MONTH	BUDGET MONTH	% OF BUDGET	ACTUAL YTD	BUDGET YTD	% OF BUDGET
DUES							
New Member		\$2,637.92	\$3,106.75	85%	\$3,880.50	\$4,934.25	79%
New Credit		\$3,893.20	\$3,893.21	100%	\$7,786.40	\$7,786.42	100%
Renew Dues		\$86,423.40	\$85,358.87	101%	\$167,980.46	\$170,717.74	98%
Enrollment Fee		\$800.00	\$700.00	114%	\$1,630.00	\$1,700.00	96%
Membership Promotion			\$66.66			\$133.32	
Total Dues Income		\$93,754.52	\$93,125.49	101%	\$181,277.36	\$185,271.73	98%
DUES							
National Dues		\$19,872.27	\$19,228.19	103%	\$38,528.05	\$37,706.45	102%
2020 National Credits		\$777.51	\$777.52	100%	\$1,555.02	\$1,555.04	100%
State Dues		\$4,330.56	\$4,370.04	99%	\$8,336.12	\$8,569.64	97%
2020 State Credits		\$196.18	\$196.18	100%	\$392.36	\$392.37	100%
Membership Promotion		\$1,362.92	\$1,875.00	73%	\$3,979.96	\$3,750.00	106%
Total Dues Expense		\$26,539.44	\$26,446.93	100%	\$52,791.51	\$51,973.50	102%
Net Dues Income		\$67,215.08	\$66,678.56	101%	\$128,485.85	\$133,298.23	96%
	Cost of Dues	28%	28%		29%	28%	

INCOME	EXPENSE	ACTUAL MONTH	BUDGET MONTH	% OF BUDGET	ACTUAL YTD	BUDGET YTD	% OF BUDGET
TRAINING & DEVELOPMENT							
Training & Development Registration		\$12,902.50	\$5,740.00	225%	\$24,912.21	\$17,043.00	146%
Books					\$2,160.00	\$1,800.00	120%
Total Training & Development Income		\$12,902.50	\$5,740.00	225%	\$27,072.21	\$18,843.00	144%
TRAINING & DEVELOPMENT EXPENSE							
	Training & Development Expense	\$1,039.21	\$1,560.00	67%	\$3,364.71	\$4,120.00	82%
	Training & Development Instructors	\$6,555.00	\$700.00	936%	\$7,455.00	\$2,300.00	324%
	Books				\$2,905.27	\$1,800.00	161%
	Total Training & Development Expense	\$7,594.21	\$2,260.00	336%	\$13,724.98	\$8,220.00	167%
Net Training & Development Income		\$5,308.29	\$3,480.00	153%	\$13,347.23	\$10,623.00	126%
	Cost of Training & Development	59%	39%		51%	44%	
MEETINGS & SPECIAL EVENTS INCOME							
Meetings (Ticket Events)		\$3,469.00	\$1,130.00	307%	\$38,931.00	\$35,310.00	110%
Golf Tournament							
Excellence in Construction		\$1,540.00			\$1,780.00		
Construction Expo							
Special Other Income		\$477.78	\$300.00	159%	\$1,569.90	\$3,500.00	45%
Special Events (Sponsored)		\$3,250.00	\$2,500.00	130%	\$6,250.00	\$5,275.00	118%
Total Meetings & Special Events Income		\$8,736.78	\$3,930.00	222%	\$48,530.90	\$44,085.00	110%
MEETINGS & SPECIAL EVENTS EXPENSE							
	Meetings (Ticket Events)	\$593.59	\$100.00	594%	\$19,201.15	\$19,720.00	97%
	Golf Tournament	\$345.93			\$480.09		
	Excellence in Construction	\$1,169.90			\$1,384.67		
	Construction Expo						
	Special Other Expense	\$477.78	\$300.00	159%	\$1,569.90	\$3,500.00	45%
	Special Events (Sponsored)	\$1,592.39	\$1,450.00	110%	\$4,045.39	\$3,450.00	117%
	Meetings & Events Gen.Expenses	\$243.10	\$225.00	108%	\$339.80	\$450.00	76%
	Total Meetings & Events Expense	\$4,422.69	\$2,075.00	213%	\$27,021.00	\$27,120.00	100%
Net Meetings & Events		\$4,314.09	\$1,855.00	233%	\$21,509.90	\$16,965.00	127%
	Cost of Meetings & Events	51%	53%		56%	62%	

INCOME	EXPENSE	ACTUAL MONTH	BUDGET MONTH	% OF BUDGET	ACTUAL YTD	BUDGET YTD	% OF BUDGET
MARKETING INCOME							
Magazine		\$5,208.75	\$6,918.75	75%	\$11,580.00	\$13,837.50	84%
Directory							
Other Advertising		\$550.00	\$1,175.00	47%	\$1,875.00	\$1,975.00	95%
Total Marketing Income		\$5,758.75	\$8,093.75	71%	\$13,455.00	\$15,812.50	85%
MARKETING EXPENSE							
Magazine		\$1,570.34	\$1,825.00	86%	\$3,197.65	\$3,650.00	88%
Directory		\$4.02			\$305.00		
Other Advertising		\$347.19	\$400.00	87%	\$698.80	\$800.00	87%
Total Marketing Expense		\$1,921.55	\$2,225.00	86%	\$4,201.45	\$4,450.00	94%
Net Marketing		\$3,837.20	\$5,868.75	65%	\$9,253.55	\$11,362.50	81%
	Cost of Marketing	33%	27%		31%	28%	
SPECIAL SERVICES INCOME							
Job Site Signs		\$101.70	\$541.66	19%	\$1,584.56	\$1,083.32	146%
Workforce Enhancement Fund							
Promotional Fees							
Classroom Rental		\$160.00	\$208.34	77%	\$160.00	\$416.68	38%
Total Special Services Income		\$261.70	\$750.00	35%	\$1,744.56	\$1,500.00	116%
SPECIAL SERVICES EXPENSE							
Job Site Signs		\$124.82	\$265.41	47%	\$839.12	\$530.82	158%
Workforce Enhancement Fund							
Classroom Rental Expense			\$20.83			\$41.66	
Total Special Services Expense		\$124.82	\$286.24	44%	\$839.12	\$572.48	147%
Net Special Services		\$136.88	\$463.76	30%	\$905.44	\$927.52	98%
	Cost of Special Services	48%	38%		48%	38%	
NET PROGRAM INCOME (Loss)		\$80,811.54	\$78,346.07	103%	\$173,501.97	\$173,176.25	100%

INCOME	EXPENSE	ACTUAL MONTH	BUDGET MONTH	% OF BUDGET	ACTUAL YTD	BUDGET YTD	% OF BUDGET
GENERAL ADMINISTRATIVE EXPENSES							
Personnel Expense							
Salaries		\$55,514.44	\$53,473.25	104%	\$108,901.38	\$106,946.50	102%
Temporary Labor							
Payroll Taxes		\$4,836.71	\$3,756.66	129%	\$10,330.94	\$7,513.32	138%
Group Insurance		\$9,819.91	\$10,385.84	95%	\$23,246.47	\$20,771.68	112%
Workers Compensation		\$153.50	\$153.00	100%	\$307.00	\$306.00	100%
Continuing Education		\$96.89	\$500.00	19%	\$155.88	\$1,000.00	16%
Retirement Plan		\$2,771.40	\$3,750.00	74%	\$5,555.91	\$7,500.00	74%
Total Personnel Expense		\$73,192.85	\$72,018.75	102%	\$148,497.58	\$144,037.50	103%
Travel, Meetings, Conferences							
Auto Expense		\$667.74	\$583.34	114%	\$1,329.56	\$1,166.68	114%
Auto & Fixed Asset Depreciation		\$396.25	\$408.34	97%	\$792.50	\$816.68	97%
Auto Insurance		\$475.50	\$469.49	101%	\$948.92	\$938.98	101%
State Meetings							
National Meetings							
Other Conferences							
Presidents Expense							
Board of Directors Meetings		\$196.07	\$100.00	196%	\$395.73	\$200.00	198%
Committee Meetings		\$259.48	\$254.49	102%	\$299.33	\$508.98	59%
Chapter Planning Conference							
Total Travel, Meetings, Conferences		\$1,995.04	\$1,815.66	110%	\$3,766.04	\$3,631.32	104%
Occupancy Expense							
Utilities		\$2,099.82	\$3,113.43	67%	\$4,354.04	\$6,226.87	70%
Building Insurance		\$1,266.20	\$1,183.34	107%	\$2,424.16	\$2,366.68	102%
Property Taxes		\$3,599.88	\$3,558.34	101%	\$7,158.21	\$7,116.68	101%
Janitorial Services		\$899.93	\$916.66	98%	\$1,799.86	\$1,833.32	98%
Building Repairs & Maintenance		\$2,419.13	\$2,916.66	83%	\$7,823.53	\$5,833.32	134%
Total Occupancy Expense		\$10,284.96	\$11,688.43	88%	\$23,559.80	\$23,376.87	101%
Office Expense							
Leased Office Equipment		\$465.28	\$491.66	95%	\$930.56	\$983.32	95%
Postage		\$64.72	\$83.34	78%	\$209.94	\$166.68	126%
Telephone		\$847.89	\$833.34	102%	\$1,963.62	\$1,666.68	118%
Computer Software		\$981.79	\$880.84	111%	\$2,467.94	\$1,761.68	140%
Office Supplies		\$562.24	\$391.66	144%	\$1,050.10	\$783.32	134%
Equipment Repairs/Maintenance		\$476.11	\$625.00	76%	\$1,110.87	\$1,250.00	89%
Total Office Expense		\$3,398.03	\$3,305.84	103%	\$7,733.03	\$6,611.68	117%

INCOME	EXPENSE	ACTUAL MONTH	BUDGET MONTH	% OF BUDGET	ACTUAL YTD	BUDGET YTD	% OF BUDGET
Other Expenses							
Advertising							
Accounting							
Association Meetings							
Bank Charges		\$22.63	\$28.77	79%	\$44.73	\$57.54	78%
Professional Fees			\$200.00			\$400.00	
Legal Fees							
Taxes & Licenses			\$25.00		\$61.25	\$50.00	123%
Dues/Subscriptions/Sponsor			\$125.00			\$250.00	
Interest Expense		\$93.41	\$93.41	100%	\$188.64	\$188.64	100%
Loss on sale of asset							
Directors & Officer Insurance		\$254.42	\$254.41	100%	\$508.84	\$508.82	100%
Miscellaneous Expense							
Total Other Expenses		\$370.46	\$726.59	51%	\$803.46	\$1,455.00	55%
Non Cash Expense							
Depreciation		\$7,911.67	\$7,916.66	100%	\$15,823.34	\$15,833.32	100%
Total Non Cash Expense		\$7,911.67	\$7,916.66	100%	\$15,823.34	\$15,833.32	100%
Net General Administrative Expense		\$97,153.01	\$97,471.93	100%	\$200,183.25	\$194,945.69	103%
NET PROFIT (LOSS) DUE TO OPERATIONS		(\$16,341.47)	(\$19,125.86)	85%	(\$26,681.28)	(\$21,769.44)	123%
Additional Expense							
Contribution							
Other Income							
Interest Income		\$241.60	\$1,250.00	19%	\$614.61	\$2,500.00	25%
Miscellaneous Income		\$11.02	\$9.16	120%	\$17.37	\$18.32	95%
Rental Income		\$6,016.61	\$6,016.61	100%	\$12,033.22	\$12,033.22	100%
Gain/Loss on Investment Asset		\$1,344.55	\$250.00	538%	(\$325.87)	\$500.00	-65%
Total Other Income		\$7,613.78	\$7,525.77	101%	\$12,339.33	\$15,051.54	82%
NET PROFIT (LOSS)		(\$8,727.69)	(\$11,600.09)	75%	(\$14,341.95)	(\$6,717.90)	213%

Associated Builders Contractors, Inc.
Comparative Income Statement
For the Month Ended February 2021 and 2020

INCOME	EXPENSE	For the month ended 2/28/2021	For the month ended 2/29/2020	Increase (Decrease)	% Change	For the two month ended 2/28/2021	For the two month ended 2/29/2020	Increase (Decrease)	% Change
DUES									
New Member		\$2,637.92	\$2,445.92	\$192.00	7.85%	\$3,880.50	\$3,425.50	\$455.00	13.28%
New Credit		\$3,893.20	\$6,440.02	(\$2,546.82)	-39.55%	\$7,786.40	\$12,880.04	(\$5,093.64)	-39.55%
Renew Dues		\$86,423.40	\$82,704.43	\$3,718.97	4.50%	\$167,980.46	\$161,782.40	\$6,198.06	3.83%
Enrollment Fee		\$800.00	\$800.00			\$1,630.00	\$1,500.00	\$130.00	8.67%
Membership Promotion							\$900.00	(\$900.00)	-100.00%
Total Dues Income		\$93,754.52	\$92,390.37	\$1,364.15	1.48%	\$181,277.36	\$180,487.94	\$789.42	0.44%
	DUES								
	National Dues	\$19,872.27	\$19,272.30	\$599.97	3.11%	\$38,528.05	\$37,231.48	\$1,296.57	3.48%
	2020 National Credits	\$777.51	\$1,384.00	(\$606.49)	-43.82%	\$1,555.02	\$2,768.00	(\$1,212.98)	-43.82%
	State Dues	\$4,330.56	\$4,342.36	(\$11.80)	-0.27%	\$8,336.12	\$8,226.39	\$109.73	1.33%
	2020 State Credits	\$196.18	\$376.04	(\$179.86)	-47.83%	\$392.36	\$752.08	(\$359.72)	-47.83%
	Membership Promotion	\$1,362.92	\$980.41	\$382.51	39.02%	\$3,979.96	\$3,942.20	\$37.76	0.96%
	Total Dues Expense	\$26,539.44	\$26,355.11	\$184.33	0.70%	\$52,791.51	\$52,920.15	(\$128.64)	-0.24%
Net Dues Income		\$67,215.08	\$66,035.26	\$1,179.82	1.79%	\$128,485.85	\$127,567.79	\$918.06	0.72%
	Cost of Dues	28.31%	28.53%	13.51%		29.12%	29.32%	-16.30%	

Associated Builders Contractors, Inc.
Comparative Income Statement
For the Month Ended February 2021 and 2020

INCOME	EXPENSE	For the month ended 2/28/2021	For the month ended 2/29/2020	Increase (Decrease)	% Change	For the two month ended 2/28/2021	For the two month ended 2/29/2020	Increase (Decrease)	% Change
TRAINING & DEVELOPMENT									
Training & Development Registration		\$12,902.50	\$13,664.96	(\$762.46)	-5.58%	\$24,912.21	\$25,785.71	(\$873.50)	-3.39%
Books						\$2,160.00	\$1,650.00	\$510.00	30.91%
Total Training & Development Income		\$12,902.50	\$13,664.96	(\$762.46)	-5.58%	\$27,072.21	\$27,435.71	(\$363.50)	-1.32%
	Training & Development EXPENSE								
	Training & Development Expense	\$1,039.21	\$2,434.45	(\$1,395.24)	-57.31%	\$3,364.71	\$3,637.23	(\$272.52)	-7.49%
	Training & Development Instructors	\$6,555.00	\$8,399.00	(\$1,844.00)	-21.95%	\$7,455.00	\$10,649.00	(\$3,194.00)	-29.99%
	Books					\$2,905.27	\$1,630.01	\$1,275.26	78.24%
	Total Seminar Expense	\$7,594.21	\$10,833.45	(\$3,239.24)	-29.90%	\$13,724.98	\$15,916.24	(\$2,191.26)	-13.77%
Net Training & Development Income		\$5,308.29	\$2,831.51	\$2,476.78	87.47%	\$13,347.23	\$11,519.47	\$1,827.76	15.87%
	Cost of Training & Development	58.86%	79.28%	424.84%		50.70%	58.01%	602.82%	
MEETINGS & SPECIAL EVENTS INCOME									
Meetings (Ticket Events)		\$3,469.00	\$735.00	\$2,734.00	371.97%	\$38,931.00	\$35,885.00	\$3,046.00	8.49%
Golf Tournament									
Excellence in Construction		\$1,540.00	\$420.00	\$1,120.00	266.67%	\$1,780.00	\$900.00	\$880.00	97.78%
Construction Expo									
Special Other Income		\$477.78	\$5,679.87	(\$5,202.09)	-91.59%	\$1,569.90	\$7,239.94	(\$5,670.04)	-78.32%
Special Events (Sponsored)		\$3,250.00	\$2,675.00	\$575.00	21.50%	\$6,250.00	\$6,175.00	\$75.00	1.21%
Total Meetings & Special Events Income		\$8,736.78	\$9,509.87	(\$773.09)	-8.13%	\$48,530.90	\$50,199.94	(\$1,669.04)	-3.32%
	MEETINGS & SPECIAL EVENTS EXPENSE								
	Meetings (Ticket Events)	\$593.59	\$309.88	\$283.71	91.55%	\$19,201.15	\$19,280.51	(\$79.36)	-0.41%
	Golf Tournament	\$345.93	\$334.79	\$11.14	3.33%	\$480.09	\$334.79	\$145.30	43.40%
	Excellence in Construction	\$1,169.90	\$392.04	\$777.86	198.41%	\$1,384.67	\$847.09	\$537.58	63.46%
	Construction Expo								
	Special Other Expense	\$477.78	\$5,908.20	(\$5,430.42)	-91.91%	\$1,569.90	\$7,468.27	(\$5,898.37)	-78.98%
	Special Events (Sponsored)	\$1,592.39	\$1,393.98	\$198.41	14.23%	\$4,045.39	\$3,401.07	\$644.32	18.94%
	Meetings & Events Gen.Expenses	\$243.10	\$97.18	\$145.92	150.15%	\$339.80	\$348.89	(\$9.09)	-2.61%
	Total Meetings & Events Expense	\$4,422.69	\$8,436.07	(\$4,013.38)	-47.57%	\$27,021.00	\$31,680.62	(\$4,659.62)	-14.71%
Net Meetings & Events		\$4,314.09	\$1,073.80	\$3,240.29	301.76%	\$21,509.90	\$18,519.32	\$2,990.58	16.15%
	Cost of Meetings & Events	50.62%	88.71%	519.13%		55.68%	63.11%	279.18%	

Associated Builders Contractors, Inc.
Comparative Income Statement
For the Month Ended February 2021 and 2020

INCOME	EXPENSE	For the month ended 2/28/2021	For the month ended 2/29/2020	Increase (Decrease)	% Change	For the two month ended 2/28/2021	For the two month ended 2/29/2020	Increase (Decrease)	% Change
MARKETING INCOME									
Magazine		\$5,208.75	\$6,422.50	(\$1,213.75)	-18.90%	\$11,580.00	\$12,845.00	(\$1,265.00)	-9.85%
Directory									
Other Advertising		\$550.00	\$575.00	(\$25.00)	-4.35%	\$1,875.00	\$2,000.00	(\$125.00)	-6.25%
Total Marketing Income		\$5,758.75	\$6,997.50	(\$1,238.75)	-17.70%	\$13,455.00	\$14,845.00	(\$1,390.00)	-9.36%
MARKETING EXPENSE									
Magazine		\$1,570.34	\$1,506.97	\$63.37	4.21%	\$3,197.65	\$3,363.04	(\$165.39)	-4.92%
Directory		\$4.02	\$75.64	(\$71.62)	-94.69%	\$305.00	\$242.83	\$62.17	25.60%
Other Advertising		\$347.19	\$423.28	(\$76.09)	-17.98%	\$698.80	\$859.94	(\$161.14)	-18.74%
Total Marketing Expense		\$1,921.55	\$2,005.89	(\$84.34)	-4.20%	\$4,201.45	\$4,465.81	(\$264.36)	-5.92%
Net Marketing		\$3,837.20	\$4,991.61	(\$1,154.41)	-23.13%	\$9,253.55	\$10,379.19	(\$1,125.64)	-10.85%
	Cost of Marketing	33.37%	28.67%	6.81%		31.23%	30.08%	19.02%	
SPECIAL SERVICES INCOME									
Job Site Signs		\$101.70	\$1,179.30	(\$1,077.60)	-91.38%	\$1,584.56	\$1,857.30	(\$272.74)	-14.68%
Workforce Enhancement Fund									
Promotional Fees									
Classroom Rental		\$160.00		\$160.00		\$160.00		\$160.00	
Total Special Services Income		\$261.70	\$1,179.30	(\$917.60)	-77.81%	\$1,744.56	\$1,857.30	(\$112.74)	-6.07%
SPECIAL SERVICES EXPENSE									
Job Site Signs		\$124.82	\$594.79	(\$469.97)	-79.01%	\$839.12	\$957.91	(\$118.79)	-12.40%
Workforce Enhancement Fund									
Classroom Rental Expense									
Total Special Services Expense		\$124.82	\$594.79	(\$469.97)	-79.01%	\$839.12	\$957.91	(\$118.79)	-12.40%
Net Special Services		\$136.88	\$584.51	(\$447.63)	-76.58%	\$905.44	\$899.39	\$6.05	0.67%
	Cost of Special Services	47.70%	50.44%	51.22%		51.90%	48.42%	-5.37%	
NET PROGRAM INCOME (Loss)		\$80,811.54	\$75,516.69	\$5,294.85	7.01%	\$173,501.97	\$168,885.16	\$4,616.81	2.73%

Associated Builders Contractors, Inc.
Comparative Income Statement
For the Month Ended February 2021 and 2020

INCOME	EXPENSE	For the month ended 2/28/2021	For the month ended 2/29/2020	Increase (Decrease)	% Change	For the two month ended 2/28/2021	For the two month ended 2/29/2020	Increase (Decrease)	% Change
GENERAL ADMINISTRATIVE EXPENSES									
Personnel Expense									
Salaries		\$55,514.44	\$47,139.86	\$8,374.58	17.77%	\$108,901.38	\$99,929.36	\$8,972.02	8.98%
Temporary Labor									
Payroll Taxes		\$4,836.71	\$3,820.81	\$1,015.90	26.59%	\$10,330.94	\$8,386.76	\$1,944.18	23.18%
Group Insurance		\$9,819.91	\$10,528.54	(\$708.63)	-6.73%	\$23,246.47	\$22,146.17	\$1,100.30	4.97%
Workers Compensation		\$153.50	\$162.00	(\$8.50)	-5.25%	\$307.00	\$324.00	(\$17.00)	-5.25%
Continuing Education		\$96.89	\$815.57	(\$718.68)	-88.12%	\$155.88	\$2,107.23	(\$1,951.35)	-92.60%
Retirement Plan		\$2,771.40	\$2,882.33	(\$110.93)	-3.85%	\$5,555.91	\$5,837.68	(\$281.77)	-4.83%
Total Personnel Expense		\$73,192.85	\$65,349.11	\$7,843.74	12.00%	\$148,497.58	\$138,731.20	\$9,766.38	7.04%
Travel, Meetings, Conferences									
Auto Expense		\$667.74	\$566.51	\$101.23	17.87%	\$1,329.56	\$1,074.05	\$255.51	23.79%
Auto & Fixed Asset Depreciation		\$396.25	\$396.25			\$792.50	\$792.50		
Auto Insurance		\$475.50	\$473.42	\$2.08	0.44%	\$948.92	\$843.92	\$105.00	12.44%
Travel & Entertainment									
State Meetings							\$1,854.95	(\$1,854.95)	-100.00%
National Meetings									
Other Conferences									
Presidents Expense									
Board of Directors Meetings		\$196.07	\$151.54	\$44.53	29.38%	\$395.73	\$151.54	\$244.19	161.14%
Committee Meetings		\$259.48	\$174.36	\$85.12	48.82%	\$299.33	\$521.89	(\$222.56)	-42.65%
Chapter Planning Conference									
Total Travel, Meetings, Conferences		\$1,995.04	\$1,762.08	\$232.96	13.22%	\$3,766.04	\$5,238.85	(\$1,472.81)	-28.11%
Occupancy Expense									
Utilities		\$2,099.82	\$2,440.27	(\$340.45)	-13.95%	\$4,354.04	\$5,481.05	(\$1,127.01)	-20.56%
Building Insurance		\$1,266.20	\$1,464.96	(\$198.76)	-13.57%	\$2,424.16	\$2,600.50	(\$176.34)	-6.78%
Property Taxes		\$3,599.88	\$3,129.98	\$469.90	15.01%	\$7,158.21	\$6,213.31	\$944.90	15.21%
Janitorial Services		\$899.93	\$899.93			\$1,799.86	\$1,799.86		
Building Repairs & Maintenance		\$2,419.13	\$3,772.96	(\$1,353.83)	-35.88%	\$7,823.53	\$5,868.07	\$1,955.46	33.32%
Total Occupancy Expense		\$10,284.96	\$11,708.10	(\$1,423.14)	-12.16%	\$23,559.80	\$21,962.79	\$1,597.01	7.27%
Office Expense									
Leased Office Equipment		\$465.28	\$560.60	(\$95.32)	-17.00%	\$930.56	\$747.56	\$183.00	24.48%
Postage		\$64.72	\$87.54	(\$22.82)	-26.07%	\$209.94	\$135.79	\$74.15	54.61%
Telephone		\$847.89	\$813.85	\$34.04	4.18%	\$1,963.62	\$1,837.56	\$126.06	6.86%
Computer Software		\$981.79	\$923.63	\$58.16	6.30%	\$2,467.94	\$1,861.72	\$606.22	32.56%
Office Supplies		\$562.24	\$414.43	\$147.81	35.67%	\$1,050.10	\$987.00	\$63.10	6.39%
Equipment Repairs/Maintenance		\$476.11	\$1,029.76	(\$553.65)	-53.76%	\$1,110.87	\$1,680.32	(\$569.45)	-33.89%
Total Office Expense		\$3,398.03	\$3,829.81	(\$431.78)	-11.27%	\$7,733.03	\$7,249.95	\$483.08	6.66%

Associated Builders Contractors, Inc.
Comparative Income Statement
For the Month Ended February 2021 and 2020

INCOME	EXPENSE	For the month ended 2/28/2021	For the month ended 2/29/2020	Increase (Decrease)	% Change	For the two month ended 2/28/2021	For the two month ended 2/29/2020	Increase (Decrease)	% Change
Other Expenses									
Advertising									
Accounting									
Association Meetings									
Bank Charges		\$22.63	\$22.20	\$0.43	1.94%	\$44.73	\$44.30	\$0.43	0.97%
Professional Fees			\$277.99	(\$277.99)	-100.00%		\$277.99	(\$277.99)	-100.00%
Legal Fees									
Taxes & Licenses						\$61.25	\$61.25		
Dues/Subscriptions/Sponsor									
Interest Expense		\$93.41	\$114.89	(\$21.48)	-18.70%	\$188.64	\$151.80	\$36.84	24.27%
Directors & Officer Insurance		\$254.42	\$254.41	\$0.01		\$508.84	\$508.83	\$0.01	
Bad Debt Expense									
Loss on sale of asset			(\$1,821.12)	\$1,821.12	-100.00%		(\$1,821.12)	\$1,821.12	-100.00%
Miscellaneous Expense									
Total Other Expenses		\$370.46	(\$1,151.63)	\$1,522.09	-132.17%	\$803.46	(\$776.95)	\$1,580.41	-203.41%
Non Cash Expense									
Depreciation		\$7,911.67	\$7,443.76	\$467.91	6.29%	\$15,823.34	\$14,887.52	\$935.82	6.29%
Total Non Cash Expense		\$7,911.67	\$7,443.76	\$467.91	6.29%	\$15,823.34	\$14,887.52	\$935.82	6.29%
Net General Administrative Expense		\$97,153.01	\$88,941.23	\$8,211.78	9.23%	\$200,183.25	\$187,293.36	\$12,889.89	6.88%
NET PROFIT (LOSS) DUE TO OPERATIONS		(\$16,341.47)	(\$13,424.54)	(\$2,916.93)	21.73%	(\$26,681.28)	(\$18,408.20)	(\$8,273.08)	44.94%
Additional Expense									
Contribution			\$103.00	(\$103.00)	-100.00%		\$103.00	(\$103.00)	-100.00%
Other Income									
Interest Income		\$241.60	\$1,628.83	(\$1,387.23)	-85.17%	\$614.61	\$3,331.99	(\$2,717.38)	-81.55%
Miscellaneous Income		\$11.02	\$13.90	(\$2.88)	-20.72%	\$17.37	\$18.57	(\$1.20)	-6.46%
Rental Income		\$6,016.61	\$5,925.83	\$90.78	1.53%	\$12,033.22	\$11,851.66	\$181.56	1.53%
Gain/Loss on Investment Asset		\$1,344.55	(\$5,771.71)	\$7,116.26	-123.30%	(\$325.87)	(\$6,290.76)	\$5,964.89	-94.82%
Total Other Income		\$7,613.78	\$1,796.85	\$5,816.93	323.73%	\$12,339.33	\$8,911.46	\$3,427.87	38.47%
NET PROFIT (LOSS)		(\$8,727.69)	(\$11,730.69)	\$3,003.00	-25.60%	(\$14,341.95)	(\$9,599.74)	(\$4,742.21)	49.40%