



Central Florida Chapter
Associated Builders and Contractors, Inc.
Board of Directors Meeting
August 9, 2021
Connect | Educate | Advocate

Upcoming Events:

- CPR & First Aid Certification 8/18
- Casino Night Workforce Fundraiser 8/20
- Maximize Your Membership Workshop 8/25
- ABC on Tap 8/26
- NEXGEN Registration Deadline 9/9
- Fall Golf Tournament 9/10
- Construction Expo 9/30

AGENDA

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

Call to Order

Parks

3:00 PM

Welcome and Pledge of Allegiance

Action Items:

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

Bastin

Membership Report

C. Wert

New Members & Retention for 2021

Training & Development Report

M. Saucier

Committee Report

Workforce Committee

Garcia

Casino Night

Application Review / Recommendation

Executive Committee Update

Parks

Leadership Reports

Vice Chairs

Nominating Committee Update.....Evans

July Planning Conference RecapT. Wert

Immediate Past ChairGoodin

Bylaw Task Force

President & CEOWylie

ChairParks

President & CEO Search Committee Update

New Business

Board Meeting Adjourns

5:00 p.m.

->Plan to stay: New Member Presentations & Reception

5:05 p.m.

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

Next Board Meeting: September 13, 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

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



Location:

651 Danville Drive, Suite 200, Orlando, FL 32825

June 14, 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
Scott Clark	Director	Bright Future Electric, LLC
Chris Evans	Vice Chair & Secretary	Brasfield & Gorrie, LLC
Juan Garcia	Director	PCL Construction Services, Inc.
Ben Goodin	Immediate Past Chair	Baker Concrete Construction, Inc.
Julie Holmes	Director	JK2 Scenic
C. L. Janeski	Director	Tri-City Electrical Contractors
Michael Jordan	Director	Universal Forming, Inc.
Earl Lomas	Director	Terry's Electric, Inc.
Andrew Marshall	Director	Balfour Beatty
Michael Parks	Chair	Hoar Construction, LLC
Debbie Rodriguez	Director	Quality Labor Management, LLC
David Schultz	Director	CEMEX
Scott Scruby	Director	Sunbelt Rentals
John Smalley	Director	Hensel Phelps
Noble Thomas Sr.	Director	Service Complete Electric
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 ABSENT

Roy Burkett	Chair-elect	S. I. Goldman Company, Inc.
Roxana Hernandez	Director	Turner Construction Co.

BOARD MEMBERS ON ZOOM

Bryan Boykin	Director	DPR Construction
Earl Lomas	Director	Terry's Electric, Inc.
Andrew Marshall	Director	Balfour Beatty
Jonathan Sheppard	Director	Austin Commercial, LP
Chad Tinetti	Director	Tavistock Development

GENERAL COUNSEL PRESENT

Michael C. Sasso	General Counsel	Sasso & Sasso, P.A.
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ABC STAFF PRESENT

Taylor Dupree	Chapter Services Coordinator
Mark Wylie	President & CEO

GUESTS PRESENT

No guests present.

CALL TO ORDER

- **PARKS** called the board meeting to order at 3:34PM with the Pledge of Allegiance.

ACTION ITEMS

1. MINUTES

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

2. FINANCIALS

- **BASTIN** gave a review of the May Financials.
- **A motion was made and seconded to approve the May financials. The motion passed.**

MEMBERSHIP REPORT

- **WYLIE** closed May with 370 member companies having renewed, 47 dropped member companies so far, and 90.7% of invoiced renewals paid (Goal was 87%).
 - Contractor members were at 62.8% of the membership.
 - Lists of new member welcome call assignments, and 2021 prospects were distributed.
 - 41 new members for 2021 so far.

NEW MEMBER COMPANIES

- | | |
|-----------------------------------|-------------|
| • eGuard Roof & Safety Systems | Category 6 |
| • Insurance Office of America | Category 1 |
| • Miller Construction Company | Category 11 |
| • Steeltech Electropainting, Inc. | Category 7 |

COMMITTEE REPORT – WORKFORCE COMMITTEE

- **PARKS** Six applications received for Workforce grants. Committee will make determination on the requests and then recommendations to the board.
- Sign up sheet for Casino Night sponsorships passed around to board.

LEADERSHIP REPORTS

CHAIR

- **PARKS** nominating committee has started looking at who to bring on next to the Executive Committee, Julie Holmes has been selected pending board approval. Her seat will now be open for a new board member. There will be 4 open contractor seats and two supplier/associate seats. Application have been sent out; deadline is July 31 to submit. Committee will meet first week in August to approve candidates; ballots will go out in September. October the board will announce election results.
- **NEXGEN** graduation is June 30. Application are being accepted for new students for the next session.

VICE CHAIRS

- **EVANS** My Brothers Keeper was lacking participants, a few ABC members stepped in to help with Construction Trades Fair.
- **WERT** Legislative Hobnob is going to be at Ace Café this year on July 7. State Planning Conference is coming up, July 22-24. Finalizing survey for legislative priorities to go out prior to the State Convention. Short survey sent out by Carol Bowen regarding 558, construction defects, the board encouraged to take time to fill it out.
- **GOODIN** President/CEO search committee has moved forward in the process. Over 50 applications were

submitted. Had criteria set with National and narrowed the list down to 10 applicants for Zoom interviews. After those interviews are complete, 1-3 will be brought in for in person interviews and board interaction in June 30 and July 1. Two candidates are current chapter presidents.

- Bylaw Taskforce being put together to review association bylaws and clarify some gray areas that have come up recently. The taskforce met once and have a follow up meeting to finalize what they want the bylaws to look like and present the changes to the board in August to approve.

PRESIDENT'S REPORT

- **WYLIE** ABC of FL is considering raising the supplier/associate rates to put everyone at \$200 instead of \$150. It would bring in an additional \$6,700 approximately. Decision needs to be made in August/September this year. This would also be helpful in ABC of FL supporting DeSantis' re-election bid for Governor.
- Rooms sold out for State Convention at LaPlaya, about 12 rooms secured at the Ritz Carlton for a reduced rate.
- National board meeting in Jacksonville, there were three board members present. National ABC has had a good year, collected about \$11.6 million in dues this year and were budgeted for \$10.9. CFC ABC chapter recognized at the 7th out of 69 chapters.

NEW BUSINESS

- No new business.

NEXT MEETING

- August 9, 2021 at 3:30 PM

ADJOURNMENT

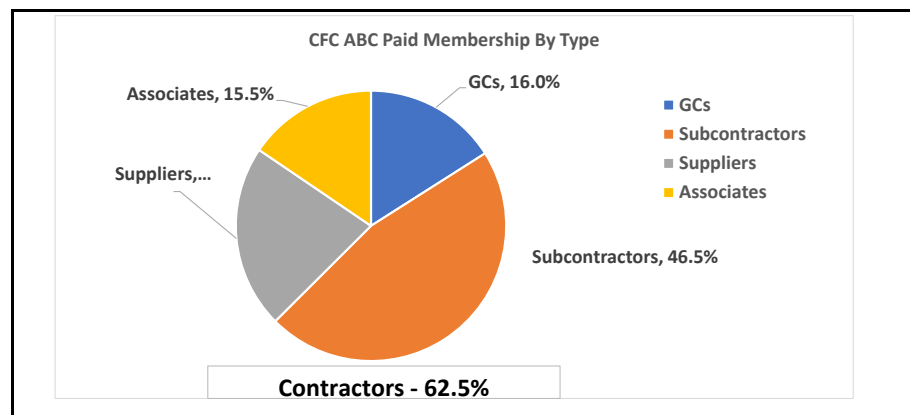
- **PARKS** adjourned the meeting at 4:26 PM.

**Central Florida Chapter
Associated Builders & Contractors, Inc.
Membership Report
as of June 30, 2021**

Membership by Company

<i>Member Companies</i>		
Companies as of YE 2020:	424	
2021 Renewed:	371	87.50%
Dropped:	50	
Unpaid:	3	
Renewals:	371	Percentage of Budgeted New Members (70)
New Members for 2021:	48	68.57%
Total Paid 2021 Membership:	419	

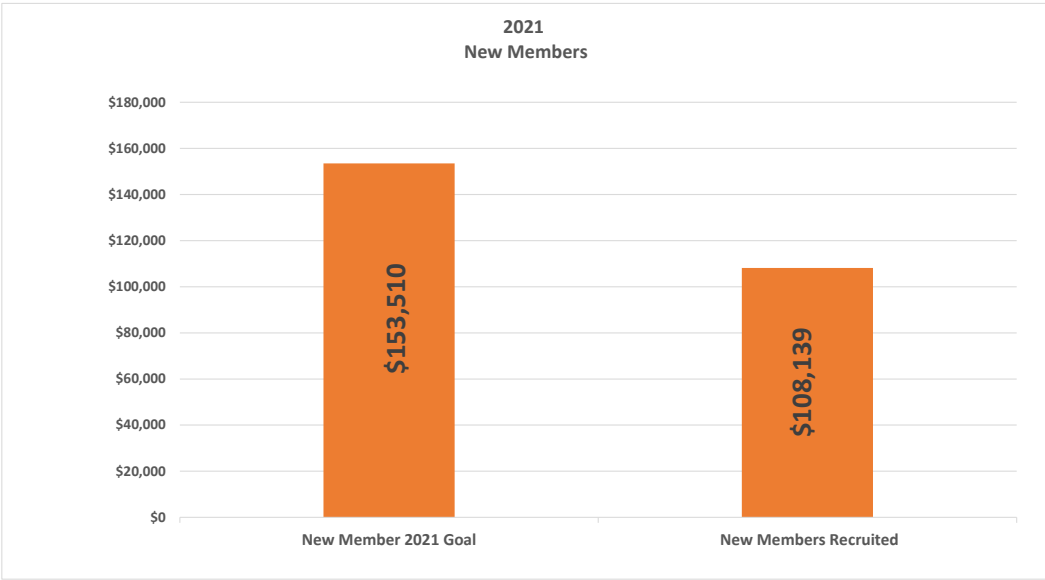
Membership by Type



May 2021 New Members

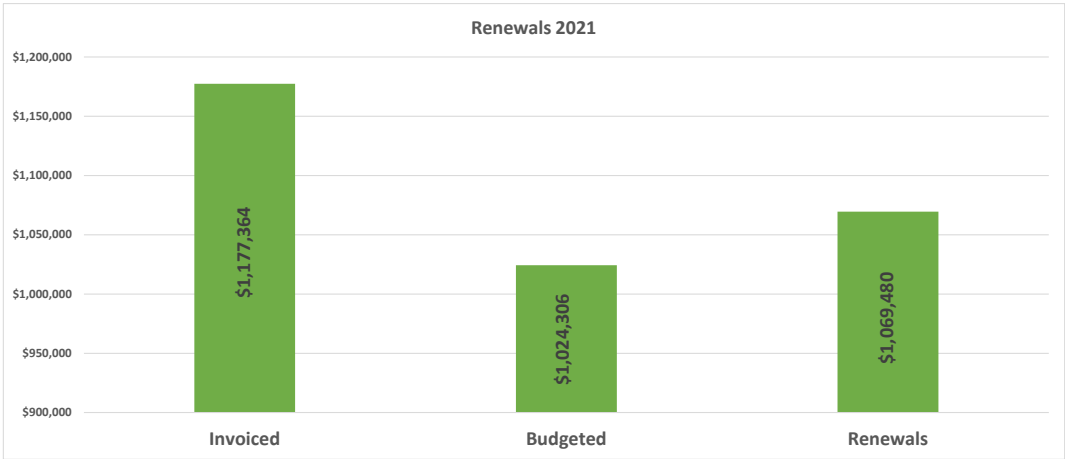
COMPANY	CONTACT	CO. PHONE	CTG/TRADE	BOARD SPONSOR
Custom Design Company of Central Florida	Brandon Graber	407-847-4474	2-Supplier: cabinets, windows, exterior & interior doors, door hardware, stairs, moulding,	
Dreamcrete Custom Creations	Richard Bier	407-285-8476	7-Custom concrete	
Drywall Elements, LLC	Kevin Cormier	407-454-7293	10.2-Drywall, framing, insulation, acoustic	
Intex Coatings, Inc.	Jason Blanton	813-643-6264	10.2-Painting, specialty coating	A. Marshall
Rockfon	Paul Valentin	800-323-7164	2-Supplier: acoustic, wood, ceiling	C. Velasco
SentriForce	Burke Yates	321-604-8941	1-Monitored video surveillance	
Taylor's Roofing, LLC	Eric Netzorg	863-676-5093	6-Roofing	

New Members for 2021



Renewed Members for 2021

Renewal Invoices: \$1,177,363.62
Paid as of Month End: \$1,069,479.57
Percentage of Invoiced: 90.8%



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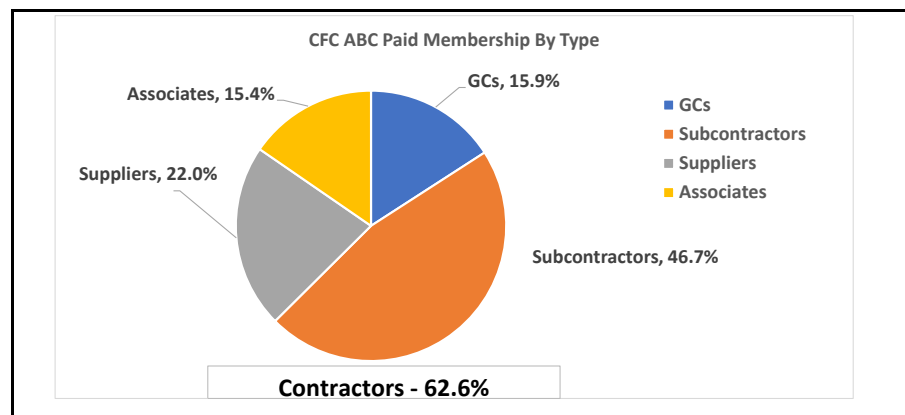
**Central Florida Chapter
Associated Builders & Contractors, Inc.
Membership Report
as of July 31, 2021**

Membership by Company

<i>Member Companies</i>	
Companies as of YE 2020:	424
2021 Renewed:	371 87.50%
Dropped:	51
Unpaid:	2
Renewals:	371
New Members for 2021:	51 72.86%
Total Paid 2021 Membership:	422

Percentage of Budgeted New Members (70)

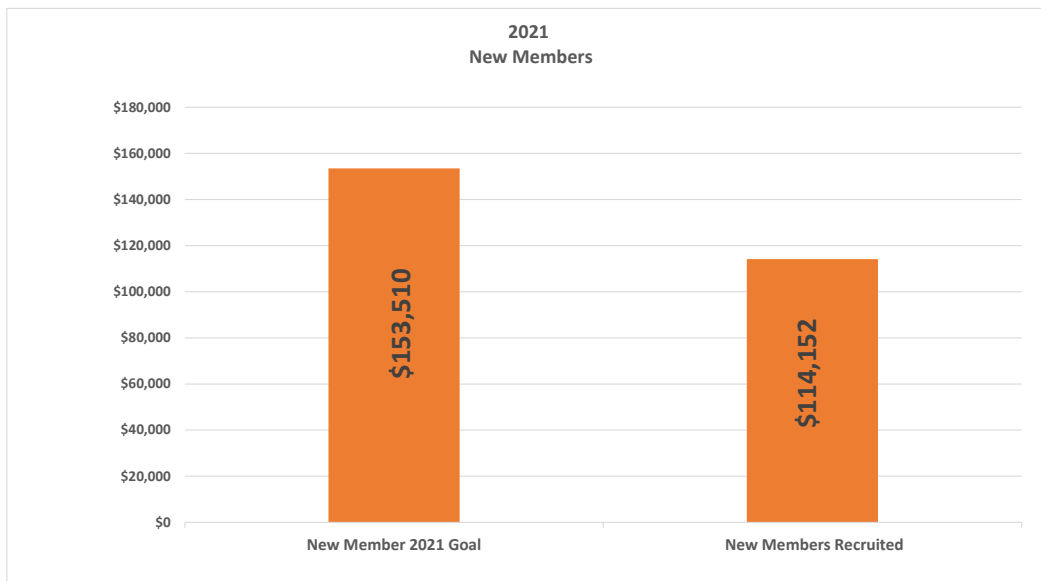
Membership by Type



May 2021 New Members

COMPANY	CONTACT	CO. PHONE	CTG/TRADE	BOARD SPONSOR
Boykin Brothers Construction	Fabian Boykin	(772) 713-5614	6-Drywall, concrete, asphalt contractor	NA
Corning Optical Communications	Carol Cannon	(407) 341-2621	2-Manufacturer and supplier of optical solutions to enable smart building infrastructure	NA
ISEC, Inc.	Dakota Knox	(813) 422-5100	8-Architectural Woodwork, Doors, Frames & Hardware	NA

New Members for 2021



Renewed Members for 2021

Renewal Invoices:	\$1,177,363.62
Paid as of Month End:	\$1,069,479.57
Percentage of Invoiced:	90.8%



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

Balance Sheet	6/30/2021	6/30/2020	Difference
Cash	\$1,593,741.93	\$1,445,422.23	\$148,319.70
Temporarily Restricted Workforce Enhancement Fund	\$159,391.76	\$177,780.62	\$56,517.97
Financial Statement	ACTUAL YTD	BUDGET YTD	% OF BUDGET
Net Dues	\$425,543.30	\$404,750.18	105%
NET PROGRAM INCOME (Loss)	\$639,601.83	\$593,782.07	108%
Net General Administrative Expense	\$635,371.60	\$610,708.38	104%
Total Other Income	\$50,953.45	\$45,154.64	113%
NET PROFIT (LOSS)	\$54,926.18	\$28,228.33	195%

Associated Builders and Contractors, Inc.

Balance Sheet

ASSETS

June 2021

	June 30, 2021	June 30, 2020	Difference
Current Assets			
Petty Cash	\$748.73	\$820.90	(\$72.17)
FDIC Insured CD's	\$310,000.00		\$310,000.00
Iberia Bank Money Market		\$308,824.52	(\$308,824.52)
Winter Park Natl Bank-Checking	\$23,384.87	\$24,375.55	(\$990.68)
Winter Park Natl Bank-Money Market	\$806,296.33	\$775,555.94	\$30,740.39
RaymondJames Investment Account	\$453,312.00	\$335,845.32	\$117,466.68
Total Cash	\$1,593,741.93	\$1,445,422.23	\$148,319.70
Accounts Receivable	\$11,814.25	\$14,165.41	(\$2,351.16)
Prepaid National Dues	\$132,597.38	\$128,789.48	\$3,807.90
Prepaid State Dues	\$30,010.53	\$29,393.87	\$616.66
Prepaid Insurance	\$15,961.71	\$16,489.27	(\$527.56)
Prepaid Expenses	\$39,082.62	\$54,446.83	(\$15,364.21)
Inventory	\$4,290.80	\$4,488.50	(\$197.70)
Total Current Assets	\$233,757.29	\$247,773.36	(\$14,016.07)
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	\$249,754.48	\$0.00
Accumulated Depreciation	(\$1,230,211.54)	(\$1,126,826.54)	(\$103,385.00)
Total Fixed Assets	\$1,569,464.70	\$1,672,849.70	(\$103,385.00)
Other Assets			
Refundable Deposit	\$618.30	\$618.30	\$0.00
Total Other Assets	\$618.30	\$618.30	\$0.00
Total Assets	\$3,397,582.22	\$3,366,663.59	\$30,918.63
LIABILITIES			
Current Liabilities			
Accounts Payable	\$33,208.51	\$34,056.16	(\$847.65)
Sales Taxes Payable	\$333.55	\$293.40	\$40.15
Payroll Taxes & 401K		\$121.44	(\$121.44)
Accrued Property Taxes	\$21,349.98	\$18,499.98	\$2,850.00
S.T.- Capital Lease	\$4,022.20	\$3,890.64	\$131.56
Rent Deposits	\$6,426.80	\$6,426.80	\$0.00
Unearned Income-Misc./Spec.Events	\$306,607.29	\$385,122.83	(\$78,515.54)
Unearned Income - New Members	\$98,964.54	\$80,815.13	\$18,149.41
Unearned Income - Renewals	\$534,976.29	\$517,298.19	\$17,678.10
Total Current Liabilities	\$1,005,889.16	\$1,046,524.57	(\$40,635.41)
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	\$159,391.76	\$177,780.62	(\$18,388.86)
Current Year Earnings	\$54,926.18	\$13,523.06	\$41,403.12
Total Fund Balance	\$2,365,355.10	\$2,285,822.87	\$79,532.23
Total Liability & Equity	\$3,397,582.22	\$3,366,663.59	\$30,918.63

INCOME	EXPENSE	ACTUAL MONTH	BUDGET MONTH	% OF BUDGET	ACTUAL YTD	BUDGET YTD	% OF BUDGET
DUES							
New Member		\$9,011.58	\$6,944.50	130%	\$32,533.67	\$27,960.75	116%
New Credit		\$3,893.20	\$3,893.20	100%	\$23,359.20	\$23,359.22	100%
Renew Dues		\$89,968.55	\$85,358.86	105%	\$534,976.28	\$512,153.19	104%
Enrollment Fee		\$700.00	\$400.00	175%	\$4,801.00	\$3,800.00	126%
Membership Promotion			\$66.67			\$399.98	
Total Dues Income		\$103,573.33	\$96,663.23	107%	\$595,670.15	\$567,673.14	105%
DUES							
National Dues		\$23,494.11	\$20,306.74	116%	\$127,932.17	\$118,825.07	108%
2020 National Credits		\$777.51	\$777.51	100%	\$4,665.06	\$4,665.11	100%
State Dues		\$5,388.89	\$4,615.17	117%	\$28,833.34	\$27,005.69	107%
2020 State Credits		\$196.18	\$196.18	100%	\$1,177.08	\$1,177.09	100%
Membership Promotion		\$600.74	\$1,875.00	32%	\$7,519.20	\$11,250.00	67%
Total Dues Expense		\$30,457.43	\$27,770.60	110%	\$170,126.85	\$162,922.96	104%
Net Dues Income		\$73,115.90	\$68,892.63	106%	\$425,543.30	\$404,750.18	105%
	Cost of Dues	29%	29%		29%	29%	

INCOME	EXPENSE	ACTUAL MONTH	BUDGET MONTH	% OF BUDGET	ACTUAL YTD	BUDGET YTD	% OF BUDGET
TRAINING & DEVELOPMENT							
Training & Development Registration		\$5,613.80	\$15,945.00	35%	\$92,982.91	\$78,442.35	119%
Books					\$4,035.00	\$3,300.00	122%
Total Training & Development Income		\$5,613.80	\$15,945.00	35%	\$97,017.91	\$81,742.35	119%
TRAINING & DEVELOPMENT EXPENSE							
	Training & Development Expense	\$4,978.03	\$660.00	754%	\$14,388.81	\$14,312.00	101%
	Training & Development Instructors	\$810.00	\$2,200.00	37%	\$28,458.00	\$17,767.00	160%
	Books				\$4,820.05	\$3,300.00	146%
	Total Training & Development Expense	\$5,788.03	\$2,860.00	202%	\$47,666.86	\$35,379.00	135%
Net Training & Development Income		(\$174.23)	\$13,085.00	-1%	\$49,351.05	\$46,363.35	106%
	Cost of Training & Development	103%	18%		49%	43%	
MEETINGS & SPECIAL EVENTS INCOME							
Meetings (Ticket Events)		\$15,613.35			\$98,752.00	\$70,775.00	140%
Golf Tournament					\$109,390.00	\$91,750.00	119%
Excellence in Construction		\$1,504.18	\$3,000.00	50%	\$3,764.18	\$3,000.00	125%
Construction Expo							
Special Other Income					\$7,346.08	\$7,500.00	98%
Special Events (Sponsored)		\$2,500.00			\$16,250.00	\$12,775.00	127%
Total Meetings & Special Events Income		\$19,617.53	\$3,000.00	654%	\$235,502.26	\$185,800.00	127%
MEETINGS & SPECIAL EVENTS EXPENSE							
	Meetings (Ticket Events)	\$9,287.39			\$43,364.00	\$35,291.00	123%
	Golf Tournament	(\$106.45)			\$74,712.13	\$58,528.00	128%
	Excellence in Construction	\$1,368.44	\$3,000.00	46%	\$4,133.87	\$3,000.00	138%
	Construction Expo	\$169.24			\$942.08		
	Special Other Expense				\$7,352.86	\$7,500.00	98%
	Special Events (Sponsored)	\$1,879.67			\$10,934.14	\$8,450.00	129%
	Meetings & Events Gen.Expenses	\$232.83	\$225.00	103%	\$1,551.52	\$1,350.00	115%
	Total Meetings & Events Expense	\$12,831.12	\$3,225.00	398%	\$142,990.60	\$114,119.00	125%
Net Meetings & Events		\$6,786.41	(\$225.00)	-3016%	\$92,511.66	\$71,681.00	129%
	Cost of Meetings & Events	65%	108%		61%	61%	

INCOME	EXPENSE	ACTUAL MONTH	BUDGET MONTH	% OF BUDGET	ACTUAL YTD	BUDGET YTD	% OF BUDGET
MARKETING INCOME							
Magazine		\$6,725.00	\$6,135.00	110%	\$38,819.54	\$39,465.00	98%
Directory					\$46,590.00	\$45,015.00	103%
Other Advertising		\$300.00	\$300.00	100%	\$3,600.00	\$4,275.00	84%
Total Marketing Income		\$7,025.00	\$6,435.00	109%	\$89,009.54	\$88,755.00	100%
MARKETING EXPENSE							
	Magazine	\$1,869.15	\$1,825.00	102%	\$11,140.00	\$10,950.00	102%
	Directory				\$7,297.59	\$7,200.00	101%
	Other Advertising	\$170.43	\$400.00	43%	\$2,384.29	\$2,400.00	99%
Total Marketing Expense		\$2,039.58	\$2,225.00	92%	\$20,821.88	\$20,550.00	101%
Net Marketing		\$4,985.42	\$4,210.00	118%	\$68,187.66	\$68,205.00	100%
	Cost of Marketing	29%	35%		23%	23%	
SPECIAL SERVICES INCOME							
Job Site Signs		\$1,900.00	\$541.67	351%	\$5,258.86	\$3,249.98	162%
Workforce Enhancement Fund							
Promotional Fees							
Classroom Rental		\$175.00	\$208.33	84%	\$1,410.25	\$1,250.02	113%
Total Special Services Income		\$2,075.00	\$750.00	277%	\$6,669.11	\$4,500.00	148%
SPECIAL SERVICES EXPENSE							
	Job Site Signs	\$939.98	\$265.42	354%	\$2,629.53	\$1,592.48	165%
	Workforce Enhancement Fund						
	Classroom Rental Expense	\$5.52	\$20.83	27%	\$31.42	\$124.98	25%
Total Special Services Expense		\$945.50	\$286.25	330%	\$2,660.95	\$1,717.46	155%
Net Special Services		\$1,129.50	\$463.75	244%	\$4,008.16	\$2,782.54	144%
	Cost of Special Services	46%	38%		40%	38%	
NET PROGRAM INCOME (Loss)		\$85,843.00	\$86,426.38	99%	\$639,601.83	\$593,782.07	108%

INCOME	EXPENSE	ACTUAL MONTH	BUDGET MONTH	% OF BUDGET	ACTUAL YTD	BUDGET YTD	% OF BUDGET
GENERAL ADMINISTRATIVE EXPENSES							
Personnel Expense							
Salaries		\$55,387.64	\$53,473.25	104%	\$347,143.59	\$320,839.50	108%
Temporary Labor							
Payroll Taxes		\$4,286.88	\$3,756.67	114%	\$27,295.84	\$22,539.99	121%
Group Insurance		\$12,395.08	\$10,385.83	119%	\$68,932.07	\$62,315.02	111%
Workers Compensation		\$144.25	\$153.00	94%	\$884.00	\$918.00	96%
Continuing Education		\$152.08	\$500.00	30%	\$1,147.41	\$3,000.00	38%
Retirement Plan		\$3,134.60	\$3,750.00	84%	\$17,533.99	\$22,500.00	78%
Total Personnel Expense		\$75,500.53	\$72,018.75	105%	\$462,936.90	\$432,112.51	107%
Travel, Meetings, Conferences							
Auto Expense		\$692.91	\$583.33	119%	\$3,954.12	\$3,500.02	113%
Auto & Fixed Asset Depreciation		\$396.25	\$408.33	97%	\$2,377.50	\$2,450.02	97%
Auto Insurance		\$475.50	\$469.48	101%	\$2,850.92	\$2,816.90	101%
State Meetings					\$207.46	\$500.00	41%
National Meetings		\$1,433.19	\$1,500.00	96%	\$3,258.21	\$4,000.00	81%
Other Conferences							
Presidents Expense							
Board of Directors Meetings		\$124.38	\$2,000.00	6%	\$725.14	\$4,400.00	16%
Committee Meetings		\$275.83	\$254.50	108%	\$1,268.36	\$1,526.95	83%
Chapter Planning Conference							
Total Travel, Meetings, Conferences		\$3,398.06	\$5,215.64	65%	\$14,641.71	\$19,193.89	76%
Occupancy Expense							
Utilities		\$3,216.85	\$3,113.43	103%	\$15,505.22	\$18,680.59	83%
Building Insurance		\$1,266.20	\$1,183.33	107%	\$7,488.96	\$7,100.02	105%
Property Taxes		\$3,558.33	\$3,558.33	100%	\$21,391.53	\$21,350.02	100%
Janitorial Services		\$692.25	\$916.67	76%	\$4,291.97	\$5,499.98	78%
Building Repairs & Maintenance		\$1,386.55	\$2,916.67	48%	\$18,627.55	\$17,499.98	106%
Total Occupancy Expense		\$10,120.18	\$11,688.43	87%	\$67,305.23	\$70,130.59	96%
Office Expense							
Leased Office Equipment		\$465.28	\$491.67	95%	\$2,791.68	\$2,949.98	95%
Postage		\$206.53	\$83.33	248%	\$531.94	\$500.02	106%
Telephone		\$2,378.30	\$833.33	285%	\$6,709.55	\$5,000.02	134%
Computer Software		\$1,989.19	\$880.83	226%	\$7,559.31	\$5,285.02	143%
Office Supplies		\$340.09	\$391.67	87%	\$2,632.92	\$2,349.98	112%
Equipment Repairs/Maintenance		\$2,844.01	\$625.00	455%	\$4,831.37	\$3,750.00	129%
Total Office Expense		\$8,223.40	\$3,305.83	249%	\$25,056.77	\$19,835.02	126%

INCOME	EXPENSE	ACTUAL MONTH	BUDGET MONTH	% OF BUDGET	ACTUAL YTD	BUDGET YTD	% OF BUDGET
Other Expenses							
Advertising							
Accounting					\$14,500.00	\$14,500.00	100%
Association Meetings							
Bank Charges		\$21.60	\$28.76	75%	\$132.63	\$172.59	77%
Professional Fees		\$100.35	\$3,285.00	3%	\$1,123.42	\$4,285.00	26%
Legal Fees							
Taxes & Licenses			\$25.00		\$61.25	\$150.00	41%
Dues/Subscriptions/Sponsor			\$125.00		\$576.01	\$750.00	77%
Interest Expense		\$86.09	\$86.09	100%	\$544.01	\$552.32	98%
Loss on sale of asset							
Directors & Officer Insurance		\$254.42	\$254.42	100%	\$1,526.52	\$1,526.48	100%
<hr/>							
Miscellaneous Expense					\$1,387.67		
Total Other Expenses		\$462.46	\$3,804.27	12%	\$19,851.51	\$21,936.39	90%
<hr/>							
Non Cash Expense							
Depreciation		\$7,596.58	\$7,916.67	96%	\$45,579.48	\$47,499.98	96%
Total Non Cash Expense		\$7,596.58	\$7,916.67	96%	\$45,579.48	\$47,499.98	96%
<hr/>							
Net General Administrative Expense		\$105,301.21	\$103,949.59	101%	\$635,371.60	\$610,708.38	104%
<hr/>							
NET PROFIT (LOSS) DUE TO OPERATIONS		(\$19,458.21)	(\$17,523.21)	111%	\$4,230.23	(\$16,926.31)	-25%
<hr/>							
Additional Expense							
Contribution					\$257.50		
<hr/>							
Other Income							
Interest Income		\$2,949.30	\$1,250.00	236%	\$4,944.90	7,500.00	66%
Miscellaneous Income		\$4.71	\$9.17	51%	\$47.30	\$54.98	86%
Rental Income		\$6,016.61	\$6,016.61	100%	\$36,099.66	\$36,099.66	100%
Gain/Loss on Investment Asset		\$1,274.41	250.00	510%	\$9,861.59	\$1,500.00	657%
Total Other Income		\$10,245.03	\$7,525.78	136%	\$50,953.45	\$45,154.64	113%
<hr/>							
NET PROFIT (LOSS)		(\$9,213.18)	(\$9,997.43)	92%	\$54,926.18	\$28,228.33	195%

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

Balance Sheet	7/31/2021	7/31/2020	Difference
Cash	\$1,547,128.12	\$1,359,899.20	\$187,228.92
Temporarily Restricted Workforce Enhancement Fund	\$159,541.76	\$178,000.62	\$56,517.97
Financial Statement	ACTUAL YTD	BUDGET YTD	% OF BUDGET
Net Dues	\$499,990.47	\$474,176.44	105%
NET PROGRAM INCOME (Loss)	\$730,568.60	\$676,319.08	108%
Net General Administrative Expense	\$744,433.29	\$723,781.14	103%
Total Other Income	\$62,643.22	\$52,680.42	119%
NET PROFIT (LOSS)	\$48,521.03	\$5,218.36	930%

Associated Builders and Contractors, Inc.

Balance Sheet

ASSETS

July 2021

	July 31, 2021	July 31, 2021	Difference
Current Assets			
Petty Cash	\$475.73	\$554.90	(\$79.17)
FDIC Insured CD's	\$310,000.00		\$310,000.00
Iberia Bank Money Market		\$308,902.99	(\$308,902.99)
Winter Park Natl Bank-Checking	\$11,379.24	(\$1,328.18)	\$12,707.42
Winter Park Natl Bank-Money Market	\$766,429.18	\$712,520.81	\$53,908.37
RaymondJames Investment Account	\$458,843.97	\$339,248.68	\$119,595.29
Total Cash	\$1,547,128.12	\$1,359,899.20	\$187,228.92
Accounts Receivable	\$26,716.75	\$4,959.01	\$21,757.74
Prepaid National Dues	\$110,840.34	\$108,070.00	\$2,770.34
Prepaid State Dues	\$25,154.63	\$24,765.74	\$388.89
Prepaid Insurance	\$13,040.17	\$14,212.66	(\$1,172.49)
Prepaid Expenses	\$67,142.15	\$67,692.50	(\$550.35)
Inventory	\$6,041.64	\$4,311.45	\$1,730.19
Total Current Assets	\$248,935.68	\$224,011.36	\$24,924.32
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	\$249,754.48	\$0.00
Accumulated Depreciation	(\$1,238,204.37)	(\$1,134,134.79)	(\$104,069.58)
Total Fixed Assets	\$1,561,471.87	\$1,665,541.45	(\$104,069.58)
Other Assets			
Refundable Deposit	\$618.30	\$618.30	\$0.00
Total Other Assets	\$618.30	\$618.30	\$0.00
Total Assets	\$3,358,153.97	\$3,250,070.31	\$108,083.66
LIABILITIES			
Current Liabilities			
Accounts Payable	\$40,271.54	\$35,204.29	\$5,067.25
Sales Taxes Payable	\$232.31	\$212.62	\$19.69
Payroll Taxes & 401K			\$0.00
Accrued Property Taxes	\$24,908.31	\$21,583.31	\$3,325.00
S.T.- Capital Lease	\$3,356.45	\$3,246.67	\$109.78
Rent Deposits	\$6,426.80	\$6,426.80	\$0.00
Unearned Income-Misc./Spec.Events	\$358,665.40	\$355,693.97	\$2,971.43
Unearned Income - New Members	\$91,571.67	\$76,732.86	\$14,838.81
Unearned Income - Renewals	\$447,283.58	\$435,524.35	\$11,759.23
Total Current Liabilities	\$972,716.06	\$934,624.87	\$38,091.19
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	\$159,541.76	\$178,000.62	(\$18,458.86)
Current Year Earnings	\$48,521.03	\$8,609.48	\$39,911.55
Total Fund Balance	\$2,359,099.95	\$2,281,129.29	\$77,970.66
Total Liability & Equity	\$3,358,153.97	\$3,250,070.31	\$108,083.66

INCOME	EXPENSE	ACTUAL MONTH	BUDGET MONTH	% OF BUDGET	ACTUAL YTD	BUDGET YTD	% OF BUDGET
DUES							
New Member		\$9,512.67	\$7,675.50	124%	\$42,046.34	\$35,636.25	118%
New Credit		\$3,893.20	\$3,893.20	100%	\$27,252.40	\$27,252.42	100%
Renew Dues		\$89,162.71	\$85,358.86	104%	\$624,138.99	\$597,512.05	104%
Enrollment Fee		\$300.00	\$400.00	75%	\$5,101.00	\$4,200.00	121%
Membership Promotion			\$66.67			\$466.65	
Total Dues Income		\$102,868.58	\$97,394.23	106%	\$698,538.73	\$665,067.37	105%
DUES							
National Dues		\$21,801.53	\$20,467.56	107%	\$149,733.70	\$139,292.63	107%
2020 National Credits		\$777.51	\$777.51	100%	\$5,442.57	\$5,442.62	100%
State Dues		\$5,009.72	\$4,651.72	108%	\$33,843.06	\$31,657.41	107%
2020 State Credits		\$196.18	\$196.18	100%	\$1,373.26	\$1,373.27	100%
Membership Promotion		\$636.47	\$1,875.00	34%	\$8,155.67	\$13,125.00	62%
Total Dues Expense		\$28,421.41	\$27,967.97	102%	\$198,548.26	\$190,890.93	104%
Net Dues Income		\$74,447.17	\$69,426.26	107%	\$499,990.47	\$474,176.44	105%
	Cost of Dues	28%	29%		28%	29%	

INCOME	EXPENSE	ACTUAL MONTH	BUDGET MONTH	% OF BUDGET	ACTUAL YTD	BUDGET YTD	% OF BUDGET
TRAINING & DEVELOPMENT							
Training & Development Registration		\$17,660.57	\$5,477.00	322%	\$110,643.48	\$83,919.35	132%
Books					\$4,035.00	\$3,300.00	122%
Total Training & Development Income		\$17,660.57	\$5,477.00	322%	\$114,678.48	\$87,219.35	131%
TRAINING & DEVELOPMENT EXPENSE							
	Training & Development Expense	\$1,249.08	\$2,185.00	57%	\$15,637.89	\$16,497.00	95%
	Training & Development Instructors	\$10,803.00	\$400.00	2701%	\$39,261.00	\$18,167.00	216%
	Books				\$4,820.05	\$3,300.00	146%
	Total Training & Development Expense	\$12,052.08	\$2,585.00	466%	\$59,718.94	\$37,964.00	157%
Net Training & Development Income		\$5,608.49	\$2,892.00	194%	\$54,959.54	\$49,255.35	112%
	Cost of Training & Development	68%	47%		52%	44%	
MEETINGS & SPECIAL EVENTS INCOME							
Meetings (Ticket Events)		\$6,525.00	\$7,475.00	87%	\$105,277.00	\$78,250.00	135%
Golf Tournament					\$109,390.00	\$91,750.00	119%
Excellence in Construction		\$67.63			\$3,831.81	\$3,000.00	128%
Construction Expo							
Special Other Income					\$7,346.08	\$7,500.00	98%
Special Events (Sponsored)		\$2,500.00	\$3,000.00	83%	\$18,750.00	\$15,775.00	119%
Total Meetings & Special Events Income		\$9,092.63	\$10,475.00	87%	\$244,594.89	\$196,275.00	125%
MEETINGS & SPECIAL EVENTS EXPENSE							
	Meetings (Ticket Events)	\$2,436.04	\$2,905.00	84%	\$45,800.04	\$38,196.00	120%
	Golf Tournament	\$304.26			\$75,016.39	\$58,528.00	128%
	Excellence in Construction	\$473.02			\$4,620.60	\$3,000.00	154%
	Construction Expo	\$112.49			\$1,054.57		
	Special Other Expense				\$7,352.86	\$7,500.00	98%
	Special Events (Sponsored)	\$1,170.31	\$2,100.00	56%	\$12,104.45	\$10,550.00	115%
	Meetings & Events Gen.Expenses	\$47.68	\$225.00	21%	\$1,599.20	\$1,575.00	102%
	Total Meetings & Events Expense	\$4,543.80	\$5,230.00	87%	\$147,548.11	\$119,349.00	124%
Net Meetings & Events		\$4,548.83	\$5,245.00	87%	\$97,046.78	\$76,926.00	126%
	Cost of Meetings & Events	50%	50%		60%	61%	

INCOME	EXPENSE	ACTUAL MONTH	BUDGET MONTH	% OF BUDGET	ACTUAL YTD	BUDGET YTD	% OF BUDGET
MARKETING INCOME							
Magazine		\$7,309.16	\$6,135.00	119%	\$46,128.70	\$45,600.00	101%
Directory					\$46,590.00	\$45,015.00	103%
Other Advertising		\$300.00	\$600.00	50%	\$3,900.00	\$4,875.00	80%
Total Marketing Income		\$7,609.16	\$6,735.00	113%	\$96,618.70	\$95,490.00	101%
MARKETING EXPENSE							
	Magazine	\$1,607.99	\$1,825.00	88%	\$12,747.99	\$12,775.00	100%
	Directory				\$7,297.59	\$7,200.00	101%
	Other Advertising	\$149.76	\$400.00	37%	\$2,534.05	\$2,800.00	91%
Total Marketing Expense		\$1,757.75	\$2,225.00	79%	\$22,579.63	\$22,775.00	99%
Net Marketing		\$5,851.41	\$4,510.00	130%	\$74,039.07	\$72,715.00	102%
	Cost of Marketing	23%	33%		23%	24%	
SPECIAL SERVICES INCOME							
Job Site Signs		\$372.90	\$541.67	69%	\$5,631.76	\$3,791.65	149%
Workforce Enhancement Fund							
Promotional Fees							
Classroom Rental		\$350.00	\$208.33	168%	\$1,760.25	\$1,458.35	121%
Total Special Services Income		\$722.90	\$750.00	96%	\$7,392.01	\$5,250.00	141%
SPECIAL SERVICES EXPENSE							
	Job Site Signs	\$198.32	\$265.42	75%	\$2,827.85	\$1,857.90	152%
	Workforce Enhancement Fund						
	Classroom Rental Expense		\$20.83	0%	\$31.42	\$145.81	22%
Total Special Services Expense		\$198.32	\$286.25	69%	\$2,859.27	\$2,003.71	143%
Net Special Services		\$524.58	\$463.75	113%	\$4,532.74	\$3,246.29	140%
	Cost of Special Services	27%	38%		39%	38%	
NET PROGRAM INCOME (Loss)		\$90,980.48	\$82,537.01	110%	\$730,568.60	\$676,319.08	108%

INCOME	EXPENSE	ACTUAL MONTH	BUDGET MONTH	% OF BUDGET	ACTUAL YTD	BUDGET YTD	% OF BUDGET
GENERAL ADMINISTRATIVE EXPENSES							
Personnel Expense							
Salaries		\$59,421.84	\$60,973.25	97%	\$406,565.43	\$381,812.75	106%
Temporary Labor							
Payroll Taxes		\$4,595.50	\$4,281.67	107%	\$31,891.34	\$26,821.66	119%
Group Insurance		\$10,822.10	\$10,385.83	104%	\$79,754.17	\$72,700.85	110%
Workers Compensation		\$144.25	\$153.00	94%	\$1,028.25	\$1,071.00	96%
Continuing Education		\$120.00	\$500.00	24%	\$1,267.41	\$3,500.00	36%
Retirement Plan		\$3,107.40	\$3,750.00	83%	\$20,641.39	\$26,250.00	79%
Total Personnel Expense		\$78,211.09	\$80,043.75	98%	\$541,147.99	\$512,156.26	106%
Travel, Meetings, Conferences							
Auto Expense		\$769.30	\$583.33	132%	\$4,723.42	\$4,083.35	116%
Auto & Fixed Asset Depreciation		\$396.25	\$408.33	97%	\$2,773.75	\$2,858.35	97%
Auto Insurance		\$475.50	\$469.48	101%	\$3,326.42	\$3,286.38	101%
State Meetings		\$1,005.04	3,000.00	34%	\$1,212.50	\$3,500.00	35%
National Meetings		\$3,073.14	1,500.00	205%	\$6,331.35	\$5,500.00	115%
Other Conferences							
Presidents Expense							
Board of Directors Meetings		\$111.90	100.00	112%	\$837.04	4,500.00	19%
Committee Meetings		(\$24.75)	\$254.50	-10%	\$1,243.61	\$1,781.45	70%
Chapter Planning Conference							
Total Travel, Meetings, Conferences		\$5,806.38	\$6,315.64	92%	\$20,448.09	\$25,509.53	80%
Occupancy Expense							
Utilities		\$3,435.77	\$3,113.44	110%	\$18,940.99	\$21,794.03	87%
Building Insurance		\$1,266.20	\$1,183.33	107%	\$8,755.16	\$8,283.35	106%
Property Taxes		\$3,558.33	\$3,558.33	100%	\$24,949.86	\$24,908.35	100%
Janitorial Services		\$1,384.50	\$916.67	151%	\$5,676.47	\$6,416.65	88%
Building Repairs & Maintenance		\$1,656.94	\$2,916.67	57%	\$20,284.49	\$20,416.65	99%
Total Occupancy Expense		\$11,301.74	\$11,688.44	97%	\$78,606.97	\$81,819.03	96%
Office Expense							
Leased Office Equipment		\$465.28	\$491.67	95%	\$3,256.96	\$3,441.65	95%
Postage		\$138.97	\$83.33	167%	\$670.91	\$583.35	115%
Telephone		\$1,085.53	\$833.33	130%	\$7,795.08	\$5,833.35	134%
Computer Software		\$862.39	\$880.83	98%	\$8,421.70	\$6,165.85	137%
Office Supplies		\$498.69	\$391.67	127%	\$3,131.61	\$2,741.65	114%
Equipment Repairs/Maintenance		\$872.68	\$625.00	140%	\$5,704.05	\$4,375.00	130%
Total Office Expense		\$3,923.54	\$3,305.83	119%	\$28,980.31	\$23,140.85	125%

INCOME	EXPENSE	ACTUAL MONTH	BUDGET MONTH	% OF BUDGET	ACTUAL YTD	BUDGET YTD	% OF BUDGET
Other Expenses							
Advertising							
Accounting					\$14,500.00	14,500.00	100%
Association Meetings							
Bank Charges		\$22.00	\$28.76	76%	\$154.63	\$201.35	77%
Professional Fees		\$1,610.84	\$3,285.00	49%	\$2,734.26	\$7,570.00	36%
Legal Fees							
Taxes & Licenses		\$107.00	\$25.00	428%	\$168.25	\$175.00	96%
Dues/Subscriptions/Sponsor		\$143.85	\$125.00	115%	\$719.86	\$875.00	82%
Interest Expense		\$84.25	\$84.25	100%	\$628.26	\$636.57	99%
Loss on sale of asset							
Directors & Officer Insurance		\$254.42	\$254.42	100%	\$1,780.94	\$1,780.90	100%
Miscellaneous Expense					\$1,387.67		
Total Other Expenses		\$2,222.36	\$3,802.43	58%	\$22,073.87	\$25,738.82	86%
Non Cash Expense							
Depreciation		\$7,596.58	\$7,916.67	96%	\$53,176.06	\$55,416.65	96%
Total Non Cash Expense		\$7,596.58	\$7,916.67	96%	\$53,176.06	\$55,416.65	96%
Net General Administrative Expense		\$109,061.69	\$113,072.76	96%	\$744,433.29	\$723,781.14	103%
NET PROFIT (LOSS) DUE TO OPERATIONS		(\$18,081.21)	(\$30,535.75)	59%	(\$13,864.69)	(\$47,462.06)	29%
Additional Expense							
Contribution					\$257.50		
Other Income							
Interest Income		\$541.32	1,250.00	43%	\$5,486.22	8,750.00	63%
Miscellaneous Income		\$8.34	9.17	91%	\$55.64	64.15	87%
Rental Income		\$6,016.61	\$6,016.61	100%	\$42,116.27	42,116.27	100%
Gain/Loss on Investment Asset		\$5,123.50	250.00	2049%	\$14,985.09	1,750.00	856%
Total Other Income		\$11,689.77	\$7,525.78	155%	\$62,643.22	\$52,680.42	119%
NET PROFIT (LOSS)		(\$6,391.44)	(\$23,009.97)	28%	\$48,521.03	\$5,218.36	930%

Workforce Grant Recommendation Summary

Summary:

- Workforce Fund as of 5/30/21 = \$159,031.76
- Funded each year through a portion of membership dues and through Casino Night (History avg \$35,354/yr)
- Last Year gave away \$51,000 to (8) organizations. History avg given \$20,761/yr since 2008
- Application Deadline was May 31, 2021
- (6) Applications received this year
 - ACT, ACCA, IBuild, PIPE, Lake County Schools, School District of Osceola County

Recommendations:

- Plumbing Industry Professional Education (PIPE)
Ask - \$9,100 (Tools for Westside & Eatonville Campuses), \$15,000 (Part Time Hire Recruitment/retention Coordinator), \$5,000 (Laptops/Tablets)
Recommendation = \$9,100 Last Year's Grant - \$16,000
- Lake County Schools
Ask - \$15,000 to purchase consumables and supplies to support work-based learning, student dues for ACT and Funding for students to participate in Sleep in Heavenly Peace.
Recommendation = \$5,000 with specific guidelines on where the funds are to be spent
Last Year's Grant - \$7,000
- School District of Osceola County
Ask \$10,000 to secure full participation of five (5) Carpentry Apprentices.
Several questions asked by Committee to confirm that the program met grant requirements and we did not receive responses before the set deadline.
Recommendation= \$0 Last Year's Grant - \$0 (did not submit)
- Academy of Construction Technologies (ACT)
Ask \$7,500 to extend program to Sumter County which is outside of ABC CF Area
Recommendation = \$0 - Did not resubmit Last Year's Grant - \$7,500
- Air Conditioning Contractors Association of Central Florida (ACCA)
Ask = \$13,750 to expand Training Labs for Air Flow & Design and Testing & Certifications
Recommendation = \$10,500 Last Year's Grant - \$2,500
- IBuild Central Florida
Ask \$60,000 to hire new Grant Manager which doesn't meet requirements of the grant
Resubmitted Ask = \$27,550 to expand with Holden Heights Pre-Apprenticeship Program
Recommendation = \$8,350 for professional development and supplies with provided that the program finds other funding to move ahead as proposed Last Year's Grant - \$10,000

TOTAL 2021 GRANT RECOMMENDATIONS = \$32,950