



**Central Florida Chapter
Associated Builders and Contractors, Inc.
Board of Directors Meeting
September 13, 2021
Connect | Educate | Advocate**

Upcoming Events:

- Foundations of Leadership 9/13-12/20
- ABC of FL Board meeting 9/15
- ABC in Action-Labor Law Best Practices 9/22
- Lien Law Level One 9/23
- Frontline Supervisor 9/29 & 30
- Construction Expo 9/30
- EIC Awards Banquet 10/30

AGENDA

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

Call to Order

Parks

3:30 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

Committee Report

Garcia

Workforce Committee

Leadership Reports

ChairParks

Board Vacancies

State Dues Increase

Vice Chairs

Nominating Committee Update.....Evans

Board Planning Session

LegCon 2022T. Wert

President & CEOWylie

December Board Meeting Date Change

New Business

Board Meeting Adjourns

4:30 p.m.

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

Next Board Meeting: October 11, 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

August 9, 2021

PRESIDING: Chair Michael Parks, Hoar Construction, LLC

BOARD MEMBERS PRESENT

Jason Albu	Director	Albu & Associates, Inc.
Ray Bastin	Treasurer	Withum
Bryan Boykin	Director	DPR Construction
Charles Bracco	Director	Modern Plumbing Industries, Inc
Roy Burkett	Chair-elect	S. I. Goldman Company, Inc.
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.
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
Jonathan Sheppard	Director	Austin Commercial, LP
John Smalley	Director	Hensel Phelps
Noble Thomas Sr.	Director	Service Complete Electric
Chad Tinetti	Director	Tavistock Development
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
Roxana Hernandez	Director	Turner Construction Co.

BOARD MEMBERS ABSENT

Earl Lomas	Director	Terry's Electric, Inc.
Scott Clark	Director	Bright Future Electric, LLC

GENERAL COUNSEL PRESENT

Michael C. Sasso	General Counsel	Sasso & Sasso, P.A.
------------------	-----------------	---------------------

ABC STAFF PRESENT

Taylor Dupree	Chapter Services Coordinator
Nancy Wray	Vice President & COO
Mark Wylie	President & CEO

GUESTS PRESENT

Brian Prebenda	Balfour Beatty
----------------	----------------

CALL TO ORDER

- **PARKS** called the board meeting to order at 3:07 PM 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 June meeting. The motion passed.**

2. FINANCIALS

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

MEMBERSHIP REPORT

- **DUPREE** gave the report for Cat Wert. It was reported that July finished with 371 member companies having renewed, 51 dropped member companies so far, and 90.8% of invoiced renewals paid (Goal was 87%).
 - Contractor members were at 62.6% of the membership.
 - 51 new members for 2021, goal for 2021 is 71
- A Prospective Member event will be held September 23 at ABC and Board members are encouraged to attend.

NEW MEMBER COMPANIES

- | | |
|---------------------------------|------------|
| • Boykin Brothers Construction | Category 6 |
| • Corning Optical Communication | Category 2 |
| • ISEC, Inc. | Category 8 |

TRAINING & DEVELOPMENT REPORT

- **SAUCIER** shared a video of the first class of NEXGEN, footage from throughout the program as well as from the June graduation ceremony.

COMMITTEE REPORT – WORKFORCE COMMITTEE

- **GARCIA** reported on Casino Night and the committee has decided to move forward with the event despite COVID concerns.
 - Board members encouraged to sign up to attend and/or sponsor Casino Night
- Workforce Application review/recommendation
 - Summary of applications given to board members to review with committee's recommended amount to grant. **GARCIA** answered any specific questions regarding grant requests. Total recommended grants: \$32,950 and details were provided in the pre-reads which are incorporated by reference in these minutes. The summary is as follows:
 - Plumbing Industry Professional Education (PIPE) \$9,100
 - Lake County Schools \$5,000 with specific guidelines
 - Air Conditioning Contractors Association of Central Florida (ACCA) \$10,500
 - iBuild Central Florida \$8,350 provided the program secures remaining funding to move ahead.
- **A motion was made and seconded to approve the Workforce grant recommendations totaling \$32,950. The motion passed.**

EXECUTIVE COMMITTEE UPDATE

- **PARKS** announced changes to the 2022 Executive Committee. He said that **BURKETT** is stepping down as the Chair-elect for 2022. The Executive Committee recommended that **BURKETT** be appointed to **GARCIA'S** vacant seat as the Nominations Committee will recommend **GARCIA** become a vice chair.

LEADERSHIP REPORTS

VICE CHAIRS

- **EVANS** 17 applications received for board nominees. Will do doing short Zoom interviews with potential candidates and then present to the board for approval at September meeting.
- **WERT** gave a recap on the July planning conference at La Playa in Naples. There was record attendance at the planning conference with about 110 people. Two Florida Senators in leadership positions made presentations.
 - Top priorities for 2022 are: Owner direct purchase, prompt pay act, private provider issues, and statute of repose. The Surfside Condo collapse will also result in legislation and ABC is monitoring this.
 - **WALTON** said that the ABC of Florida Board of Directors has budgeted over \$50,000 in targeted donations to leadership, and each chapter has been tasked to raise \$10,000 towards this effort. He asked each Board member to consider giving \$500 or more to this effort.
- **GOODIN** reported on the Bylaws task force. Suggestions for changes will be sent out prior to the September board meeting. Directors were encouraged to submit comments on the bylaws before the September meeting.

PRESIDENT'S REPORT

- **WYLIE** said that thanks to the interest and encouragement of Tri-City Electrical, ABC has applied to teach the Project Management Institute program offered by National ABC.

CHAIR

- **PARKS** announced the Board would go into Executive Session and discuss the new president & CEO recommendations put forward by the Search Committee. Staff left the room.
- Following the Executive Session, **PARKS** announced the Board voted to make an offer to Michele Daugherty, who is currently the President & CEO of the Northern California ABC Chapter.

NEXT MEETING

- September 13, 2021, at 3:30 PM

ADJOURNMENT

- **PARKS** adjourned the meeting at 4:26 PM. New Member presentations and reception followed board meeting.

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

Balance Sheet	8/31/2021	8/31/2020	Difference
Cash	\$1,505,370.66	\$1,290,050.26	\$215,320.40
Temporarily Restricted Workforce Enhancement Fund	\$126,771.76	\$127,021.45	(\$249.69)
Financial Statement	ACTUAL YTD	BUDGET YTD	% OF BUDGET
Net Dues	\$575,825.06	\$544,136.33	106%
NET PROGRAM INCOME (Loss)	\$819,432.30	\$756,359.52	108%
Net General Administrative Expense	\$848,653.78	\$832,352.05	102%
Total Other Income	\$71,521.16	\$60,206.20	119%
NET PROFIT (LOSS)	\$42,042.18	(\$15,786.33)	-266%

Associated Builders and Contractors, Inc.
Balance Sheet
ASSETS
August 2021

	August 31, 2021	August 31, 2020	Difference
Current Assets			
Petty Cash	\$1,830.73	\$494.90	\$1,335.83
FDIC Insured CD's	\$310,000.00		\$310,000.00
Iberia Bank Money Market		\$308,981.48	(\$308,981.48)
Winter Park Natl Bank-Checking	\$35,411.26	\$14,509.63	\$20,901.63
Winter Park Natl Bank-Money Market	\$696,554.88	\$622,798.92	\$73,755.96
RaymondJames Investment Account	\$461,573.79	\$343,265.33	\$118,308.46
Total Cash	\$1,505,370.66	\$1,290,050.26	\$215,320.40
Accounts Receivable	\$21,353.00	\$10,684.26	\$10,668.74
Prepaid National Dues	\$88,793.64	\$87,192.16	\$1,601.48
Prepaid State Dues	\$20,240.39	\$20,040.39	\$200.00
Prepaid Insurance	\$10,306.71	\$11,950.44	(\$1,643.73)
Prepaid Expenses	\$63,897.91	\$62,001.33	\$1,896.58
Inventory	\$5,204.94	\$4,210.63	\$994.31
Total Current Assets	\$209,796.59	\$196,079.21	\$13,717.38
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	(\$1,246,197.20)	(\$1,141,443.04)	(\$104,754.16)
Total Fixed Assets	\$1,553,479.04	\$1,658,233.20	(\$104,754.16)
Other Assets			
Refundable Deposit	\$618.30	\$618.30	\$0.00
Total Other Assets	\$618.30	\$618.30	\$0.00
Total Assets	\$3,269,264.59	\$3,144,980.97	\$124,283.62
LIABILITIES			
Current Liabilities			
Accounts Payable	\$62,046.15	\$28,672.83	\$33,373.32
Sales Taxes Payable	\$319.52	\$213.92	\$105.60
Payroll Taxes & 401K			\$0.00
Accrued Property Taxes	\$28,466.64	\$24,666.64	\$3,800.00
S.T.- Capital Lease	\$2,688.85	\$2,600.91	\$87.94
Rent Deposits	\$6,426.80	\$6,426.80	\$0.00
Unearned Income-Misc./Spec.Events	\$378,536.48	\$409,674.34	(\$31,137.86)
Unearned Income - New Members	\$87,940.22	\$64,398.59	\$23,541.63
Unearned Income - Renewals	\$356,650.87	\$347,349.40	\$9,301.47
Total Current Liabilities	\$923,075.53	\$884,003.43	\$39,072.10
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	\$126,771.76	\$127,021.45	(\$249.69)
Current Year Earnings	\$42,042.18	\$5,120.75	\$36,921.43
Total Fund Balance	\$2,319,851.10	\$2,226,661.39	\$93,189.71
Total Liability & Equity	\$3,269,264.59	\$3,144,980.97	\$124,283.62

INCOME	EXPENSE	ACTUAL MONTH	BUDGET MONTH	% OF BUDGET	ACTUAL YTD	BUDGET YTD	% OF BUDGET
DUES							
New Member		\$10,401.25	\$8,406.50	124%	\$52,447.59	\$44,042.75	119%
New Credit		\$3,893.20	\$3,893.20	100%	\$31,145.60	\$31,145.62	100%
Renew Dues		\$89,162.71	\$85,358.86	104%	\$713,301.70	\$682,870.91	104%
Enrollment Fee		\$500.00	\$400.00	125%	\$5,601.00	\$4,600.00	122%
Membership Promotion			\$66.67			\$533.32	
Total Dues Income		\$103,957.16	\$98,125.23	106%	\$802,495.89	\$763,192.60	105%
	DUES						
	National Dues	\$21,633.19	\$20,628.38	105%	\$171,366.89	\$159,921.01	107%
	2020 National Credits	\$777.51	\$777.51	100%	\$6,220.08	\$6,220.13	100%
	State Dues	\$5,068.06	\$4,688.27	108%	\$38,911.12	\$36,345.68	107%
	2020 State Credits	\$196.18	\$196.18	100%	\$1,569.44	\$1,569.45	100%
	Membership Promotion	\$447.63	\$1,875.00	24%	\$8,603.30	\$15,000.00	57%
	Total Dues Expense	\$28,122.57	\$28,165.34	100%	\$226,670.83	\$219,056.27	103%
Net Dues Income		\$75,834.59	\$69,959.89	108%	\$575,825.06	\$544,136.33	106%
	Cost of Dues	27%	29%		28%	29%	

INCOME	EXPENSE	ACTUAL MONTH	BUDGET MONTH	% OF BUDGET	ACTUAL YTD	BUDGET YTD	% OF BUDGET
TRAINING & DEVELOPMENT							
Training & Development Registration		\$13,398.63	\$6,141.80	218%	\$124,042.11	\$90,061.15	138%
Books		\$975.00	\$1,125.00	87%	\$5,010.00	\$4,425.00	113%
Total Training & Development Income		\$14,373.63	\$7,266.80	198%	\$129,052.11	\$94,486.15	137%
TRAINING & DEVELOPMENT EXPENSE							
Training & Development Expense		\$622.76	\$560.00	111%	\$16,260.65	\$17,057.00	95%
Training & Development Instructors		\$5,155.00	\$1,100.00	469%	\$44,416.00	\$19,267.00	231%
Books		\$1,008.24	\$1,125.00	90%	\$5,828.29	\$4,425.00	132%
Total Training & Development Expense		\$6,786.00	\$2,785.00	244%	\$66,504.94	\$40,749.00	163%
Net Training & Development Income		\$7,587.63	\$4,481.80	169%	\$62,547.17	\$53,737.15	116%
	Cost of Training & Development	47%	38%		52%	43%	
MEETINGS & SPECIAL EVENTS INCOME							
Meetings (Ticket Events)					\$105,277.00	\$78,250.00	135%
Golf Tournament					\$109,390.00	\$91,750.00	119%
Excellence in Construction					\$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	\$2,500.00	100%	\$21,250.00	\$18,275.00	116%
Total Meetings & Special Events Income		\$2,500.00	\$2,500.00	100%	\$247,094.89	\$198,775.00	124%
MEETINGS & SPECIAL EVENTS EXPENSE							
Meetings (Ticket Events)		\$35.67			\$45,835.71	\$38,196.00	120%
Golf Tournament		\$394.52			\$75,410.91	\$58,528.00	129%
Excellence in Construction		\$364.31			\$4,984.91	\$3,000.00	166%
Construction Expo		\$166.05			\$1,220.62		
Special Other Expense		\$66.57			\$7,419.43	\$7,500.00	99%
Special Events (Sponsored)		\$1,110.38	\$1,450.00	77%	\$13,214.83	\$12,000.00	110%
Meetings & Events Gen. Expenses		\$424.22	\$225.00	189%	\$2,023.42	\$1,800.00	112%
Total Meetings & Events Expense		\$2,561.72	\$1,675.00	153%	\$150,109.83	\$121,024.00	124%
Net Meetings & Events		(\$61.72)	\$825.00	-7%	\$96,985.06	\$77,751.00	125%
	Cost of Meetings & Events	102%	67%		61%	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%	\$53,437.86	\$51,735.00	103%
Directory					\$46,590.00	\$45,015.00	103%
Other Advertising		\$300.00	\$400.00	75%	\$4,200.00	\$5,275.00	80%
Total Marketing Income		\$7,609.16	\$6,535.00	116%	\$104,227.86	\$102,025.00	102%
MARKETING EXPENSE							
	Magazine	\$1,908.10	\$1,825.00	105%	\$14,656.09	\$14,600.00	100%
	Directory				\$7,297.59	\$7,200.00	101%
	Other Advertising	\$944.63	\$400.00	236%	\$3,478.68	\$3,200.00	109%
Total Marketing Expense		\$2,852.73	\$2,225.00	128%	\$25,432.36	\$25,000.00	102%
Net Marketing		\$4,756.43	\$4,310.00	110%	\$78,795.50	\$77,025.00	102%
	Cost of Marketing	37%	34%		24%	25%	
SPECIAL SERVICES INCOME							
Job Site Signs		\$738.60	\$541.67	136%	\$6,370.36	\$4,333.32	147%
Workforce Enhancement Fund		\$32,950.00			\$32,950.00		
Promotional Fees							
Classroom Rental		\$325.00	\$208.33	156%	\$2,085.25	\$1,666.68	125%
Total Special Services Income		\$34,013.60	\$750.00	4535%	\$41,405.61	\$6,000.00	690%
SPECIAL SERVICES EXPENSE							
	Job Site Signs	\$316.83	\$265.42	119%	\$3,144.68	\$2,123.32	148%
	Workforce Enhancement Fund	\$32,950.00			\$32,950.00		
	Classroom Rental Expense		\$20.83		\$31.42	\$166.64	19%
Total Special Services Expense		\$33,266.83	\$286.25	11622%	\$36,126.10	\$2,289.96	1578%
Net Special Services		\$746.77	\$463.75	161%	\$5,279.51	\$3,710.04	142%
	Cost of Special Services	98%	38%		87%	38%	
NET PROGRAM INCOME (Loss)		\$88,863.70	\$80,040.44	111%	\$819,432.30	\$756,359.52	108%

INCOME	EXPENSE	ACTUAL MONTH	BUDGET MONTH	% OF BUDGET	ACTUAL YTD	BUDGET YTD	% OF BUDGET
GENERAL ADMINISTRATIVE EXPENSES							
Personnel Expense							
Salaries		\$54,184.19	\$60,973.25	89%	\$460,749.62	\$442,786.00	104%
Temporary Labor							
Payroll Taxes		\$4,194.80	\$4,281.67	98%	\$36,086.14	\$31,103.33	116%
Group Insurance		\$13,332.15	\$10,385.83	128%	\$93,086.32	\$83,086.68	112%
Workers Compensation		\$144.25	\$153.00	94%	\$1,172.50	\$1,224.00	96%
Continuing Education		\$484.97	\$500.00	97%	\$1,752.38	\$4,000.00	44%
Retirement Plan		\$3,107.40	\$3,750.00	83%	\$23,748.79	\$30,000.00	79%
Total Personnel Expense		\$75,447.76	\$80,043.75	94%	\$616,595.75	\$592,200.01	104%
Travel, Meetings, Conferences							
Auto Expense		\$804.40	\$583.33	138%	\$5,527.82	\$4,666.68	118%
Auto & Fixed Asset Depreciation		\$396.25	\$408.33	97%	\$3,170.00	\$3,266.68	97%
Auto Insurance		\$475.50	\$469.48	101%	\$3,801.92	\$3,755.86	101%
State Meetings		\$1,553.28			\$2,765.78	\$3,500.00	79%
National Meetings		\$2,773.07			\$9,104.42	\$5,500.00	166%
Other Conferences							
Presidents Expense							
Board of Directors Meetings		\$225.66	100.00	226%	\$1,062.70	4,600.00	23%
Committee Meetings		\$96.61	\$254.50	38%	\$1,340.22	\$2,035.95	66%
Chapter Planning Conference							
Total Travel, Meetings, Conferences		\$6,324.77	\$1,815.64	348%	\$26,772.86	\$27,325.17	98%
Occupancy Expense							
Utilities		\$3,657.54	\$3,113.44	117%	\$22,598.53	\$24,907.47	91%
Building Insurance		\$1,266.20	\$1,183.33	107%	\$10,021.36	\$9,466.68	106%
Property Taxes		\$3,558.33	\$3,558.33	100%	\$28,508.19	\$28,466.68	100%
Janitorial Services		\$692.25	\$916.67	76%	\$6,368.72	\$7,333.32	87%
Building Repairs & Maintenance		\$1,702.96	\$2,916.67	58%	\$21,987.45	\$23,333.32	94%
Total Occupancy Expense		\$10,877.28	\$11,688.44	93%	\$89,484.25	\$93,507.47	96%
Office Expense							
Leased Office Equipment		\$465.28	\$491.67	95%	\$3,722.24	\$3,933.32	95%
Postage		(\$6.79)	\$83.33	-8%	\$664.12	\$666.68	100%
Telephone		\$865.10	\$833.33	104%	\$8,660.18	\$6,666.68	130%
Computer Software		\$862.39	\$880.83	98%	\$9,284.09	\$7,046.68	132%
Office Supplies		\$354.43	\$391.67	90%	\$3,486.04	\$3,133.32	111%
Equipment Repairs/Maintenance		\$700.11	\$625.00	112%	\$6,404.16	\$5,000.00	128%
Total Office Expense		\$3,240.52	\$3,305.83	98%	\$32,220.83	\$26,446.68	122%

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%	\$176.63	\$230.11	77%
Professional Fees		\$374.76	\$3,285.00	11%	\$3,109.02	\$10,855.00	29%
Legal Fees							
Taxes & Licenses			\$25.00		\$168.25	\$200.00	84%
Dues/Subscriptions/Sponsor			\$125.00		\$719.86	\$1,000.00	72%
Interest Expense		\$82.40	\$82.40	100%	\$710.66	\$718.97	99%
Loss on sale of asset							
Directors & Officer Insurance		\$254.42	\$254.42	100%	\$2,035.36	\$2,035.32	100%
Miscellaneous Expense					\$1,387.67		
Total Other Expenses		\$733.58	\$3,800.58	19%	\$22,807.45	\$29,539.40	77%
Non Cash Expense							
Depreciation		\$7,596.58	\$7,916.67	96%	\$60,772.64	\$63,333.32	96%
Total Non Cash Expense		\$7,596.58	\$7,916.67	96%	\$60,772.64	\$63,333.32	96%
Net General Administrative Expense		\$104,220.49	\$108,570.91	96%	\$848,653.78	\$832,352.05	102%
NET PROFIT (LOSS) DUE TO OPERATIONS		(\$15,356.79)	(\$28,530.47)	54%	(\$29,221.48)	(\$75,992.53)	38%
Additional Expense							
Contribution					\$257.50		
Other Income							
Interest Income		\$403.21	1,250.00	32%	\$5,889.43	10,000.00	59%
Miscellaneous Income		\$5.81	9.17	63%	\$61.45	73.32	84%
Rental Income		\$6,016.61	\$6,016.61	100%	\$48,132.88	48,132.88	100%
Gain/Loss on Investment Asset		\$2,452.31	250.00	981%	\$17,437.40	2,000.00	872%
Total Other Income		\$8,877.94	\$7,525.78	118%	\$71,521.16	\$60,206.20	119%
NET PROFIT (LOSS)		(\$6,478.85)	(\$21,004.69)	31%	\$42,042.18	(\$15,786.33)	-266%

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

INCOME	EXPENSE	For the month ended 8/31/2021	For the month ended 8/31/2020	Increase (Decrease)	% Change	For the Eight month ended 8/31/2021	For the Eight month ended 8/31/2020	Increase (Decrease)	% Change
DUES									
New Member		\$10,401.25	\$5,894.25	\$4,507.00	76.46%	\$52,447.59	\$32,092.50	\$20,355.09	63.43%
New Credit		\$3,893.20	\$6,440.02	(\$2,546.82)	-39.55%	\$31,145.60	\$51,520.16	(\$20,374.56)	-39.55%
Renew Dues		\$89,162.71	\$91,628.69	(\$2,465.98)	-2.69%	\$713,301.70	\$694,698.66	\$18,603.04	2.68%
Enrollment Fee		\$500.00		\$500.00		\$5,601.00	\$3,160.00	\$2,441.00	77.25%
Membership Promotion							\$900.00	(\$900.00)	-100.00%
Total Dues Income		\$103,957.16	\$103,962.96	(\$5.80)	-0.01%	\$802,495.89	\$782,371.32	\$20,124.57	2.57%
	DUES								
	National Dues	\$21,633.19	\$21,702.26	(\$69.07)	-0.32%	\$171,366.89	\$163,312.10	\$8,054.79	4.93%
	2020 National Credits	\$777.51	\$1,384.00	(\$606.49)	-43.82%	\$6,220.08	\$11,072.00	(\$4,851.92)	-43.82%
	State Dues	\$5,068.06	\$5,032.64	\$35.42	0.70%	\$38,911.12	\$37,072.24	\$1,838.88	4.96%
	2020 State Credits	\$196.18	\$376.04	(\$179.86)	-47.83%	\$1,569.44	\$3,008.32	(\$1,438.88)	-47.83%
	Membership Promotion	\$447.63	\$511.58	(\$63.95)	-12.50%	\$8,603.30	\$7,767.91	\$835.39	10.75%
	Total Dues Expense	\$28,122.57	\$29,006.52	(\$883.95)	-3.05%	\$226,670.83	\$222,232.57	\$4,438.26	2.00%
Net Dues Income		\$75,834.59	\$74,956.44	\$878.15	1.17%	\$575,825.06	\$560,138.75	\$15,686.31	2.80%
	Cost of Dues	27.05%	27.90%	15240.52%		28.25%	28.40%	22.05%	

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

INCOME	EXPENSE	For the month ended 8/31/2021	For the month ended 8/31/2020	Increase (Decrease)	% Change	For the Eight month ended 8/31/2021	For the Eight month ended 8/31/2020	Increase (Decrease)	% Change
TRAINING & DEVELOPMENT									
Training & Development Registration		\$13,398.63	\$5,368.00	\$8,030.63	149.60%	\$124,042.11	\$101,359.54	\$22,682.57	22.38%
Books		\$975.00		\$975.00		\$5,010.00	\$4,230.00	\$780.00	18.44%
Total Training & Development Income		\$14,373.63	\$5,368.00	\$9,005.63	167.77%	\$129,052.11	\$105,589.54	\$23,462.57	22.22%
	Training & Development EXPENSE								
	Training & Development Expense	\$622.76	\$2,013.19	(\$1,390.43)	-69.07%	\$16,260.65	\$9,949.69	\$6,310.96	63.43%
	Training & Development Instructors	\$5,155.00	\$200.00	\$4,955.00	2477.50%	\$44,416.00	\$31,637.00	\$12,779.00	40.39%
	Books	\$1,008.24		\$1,008.24		\$5,828.29	\$4,110.60	\$1,717.69	41.79%
	Total Seminar Expense	\$6,786.00	\$2,213.19	\$4,572.81	206.62%	\$66,504.94	\$45,697.29	\$20,807.65	45.53%
Net Training & Development Income		\$7,587.63	\$3,154.81	\$4,432.82	140.51%	\$62,547.17	\$59,892.25	\$2,654.92	4.43%
	Cost of Training & Development	47.21%	41.23%	50.78%		51.53%	43.28%	88.68%	
MEETINGS & SPECIAL EVENTS INCOME									
Meetings (Ticket Events)						\$105,277.00	\$73,564.00	\$31,713.00	43.11%
Golf Tournament						\$109,390.00		\$109,390.00	
Excellence in Construction						\$3,831.81	\$2,605.98	\$1,225.83	47.04%
Construction Expo									
Special Other Income						\$7,346.08	\$7,419.94	(\$73.86)	-1.00%
Special Events (Sponsored)		\$2,500.00	\$6,000.00	(\$3,500.00)	-58.33%	\$21,250.00	\$17,175.00	\$4,075.00	23.73%
Total Meetings & Special Events Income		\$2,500.00	\$6,000.00	(\$3,500.00)	-58.33%	\$247,094.89	\$100,764.92	\$146,329.97	145.22%
	MEETINGS & SPECIAL EVENTS EXPENSE								
	Meetings (Ticket Events)	\$35.67	\$20.92	\$14.75	70.51%	\$45,835.71	\$41,268.18	\$4,567.53	11.07%
	Golf Tournament	\$394.52	\$495.59	(\$101.07)	-20.39%	\$75,410.91	\$1,954.12	\$73,456.79	3759.07%
	Excellence in Construction	\$364.31	\$1,111.63	(\$747.32)	-67.23%	\$4,984.91	\$5,292.56	(\$307.65)	-5.81%
	Construction Expo	\$166.05	\$140.85	\$25.20	17.89%	\$1,220.62	\$969.30	\$251.32	25.93%
	Special Other Expense	\$66.57	\$184.68	(\$118.11)	-63.95%	\$7,419.43	\$7,965.55	(\$546.12)	-6.86%
	Special Events (Sponsored)	\$1,110.38	\$3,624.74	(\$2,514.36)	-69.37%	\$13,214.83	\$9,814.90	\$3,399.93	34.64%
	Meetings & Events Gen.Expenses	\$424.22	\$160.06	\$264.16	165.04%	\$2,023.42	\$1,379.76	\$643.66	46.65%
	Total Meetings & Events Expense	\$2,561.72	\$5,738.47	(\$3,176.75)	-55.36%	\$150,109.83	\$68,644.37	\$81,465.46	118.68%
Net Meetings & Events		(\$61.72)	\$261.53	(\$323.25)	-123.60%	\$96,985.06	\$32,120.55	\$64,864.51	201.94%
	Cost of Meetings & Events	102.47%	95.64%	90.76%		60.75%	68.12%	55.67%	

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

INCOME	EXPENSE	For the month ended 8/31/2021	For the month ended 8/31/2020	Increase (Decrease)	% Change	For the Eight month ended 8/31/2021	For the Eight month ended 8/31/2020	Increase (Decrease)	% Change
MARKETING INCOME									
Magazine		\$7,309.16	\$6,017.50	\$1,291.66	21.47%	\$53,437.86	\$47,563.10	\$5,874.76	12.35%
Directory						\$46,590.00	\$46,865.00	(\$275.00)	-0.59%
Other Advertising		\$300.00	\$300.00			\$4,200.00	\$4,225.00	(\$25.00)	-0.59%
Total Marketing Income		\$7,609.16	\$6,317.50	\$1,291.66	20.45%	\$104,227.86	\$98,653.10	\$5,574.76	5.65%
MARKETING EXPENSE									
Magazine		\$1,908.10	\$1,916.71	(\$8.61)	-0.45%	\$14,656.09	\$13,855.53	\$800.56	5.78%
Directory			\$4.08	(\$4.08)	-100.00%	\$7,297.59	\$7,120.99	\$176.60	2.48%
Other Advertising		\$944.63	\$382.67	\$561.96	146.85%	\$3,478.68	\$2,736.82	\$741.86	27.11%
Total Marketing Expense		\$2,852.73	\$2,303.46	\$549.27	23.85%	\$25,432.36	\$23,713.34	\$1,719.02	7.25%
Net Marketing		\$4,756.43	\$4,014.04	\$742.39	18.49%	\$78,795.50	\$74,939.76	\$3,855.74	5.15%
	Cost of Marketing	37.49%	36.46%	42.52%		24.40%	24.04%	30.84%	
SPECIAL SERVICES INCOME									
Job Site Signs		\$738.60	\$269.00	\$469.60	174.57%	\$6,370.36	\$5,495.35	\$875.01	15.92%
Workforce Enhancement Fund		\$32,950.00	\$51,000.00	(\$18,050.00)	-35.39%	\$32,950.00	\$51,000.00	(\$18,050.00)	-35.39%
Promotional Fees									
Classroom Rental		\$325.00	\$160.00	\$165.00	103.13%	\$2,085.25	\$904.00	\$1,181.25	130.67%
Total Special Services Income		\$34,013.60	\$51,429.00	(\$17,415.40)	-33.86%	\$41,405.61	\$57,399.35	(\$15,993.74)	-27.86%
SPECIAL SERVICES EXPENSE									
Job Site Signs		\$316.83	\$100.82	\$216.01	214.25%	\$3,144.68	\$2,678.30	\$466.38	17.41%
Workforce Enhancement Fund		\$32,950.00	\$51,000.00	(\$18,050.00)	-35.39%	\$32,950.00	\$51,000.00	(\$18,050.00)	-35.39%
Classroom Rental Expense						\$31.42	\$25.32	\$6.10	24.09%
Total Special Services Expense		\$33,266.83	\$51,100.82	(\$17,833.99)	-34.90%	\$36,126.10	\$53,703.62	(\$17,577.52)	-32.73%
Net Special Services		\$746.77	\$328.18	\$418.59	127.55%	\$5,279.51	\$3,695.73	\$1,583.78	42.85%
	Cost of Special Services	97.80%	99.36%	102.40%		12.75%	6.44%	-9.90%	
NET PROGRAM INCOME (Loss)		\$88,863.70	\$82,715.00	\$6,148.70	7.43%	\$819,432.30	\$730,787.04	\$88,645.26	12.13%

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

INCOME	EXPENSE	For the month ended 8/31/2021	For the month ended 8/31/2020	Increase (Decrease)	% Change	For the Eight month ended 8/31/2021	For the Eight month ended 8/31/2020	Increase (Decrease)	% Change
GENERAL ADMINISTRATIVE EXPENSES									
Personnel Expense									
Salaries		\$54,184.19	\$55,208.21	(\$1,024.02)	-1.85%	\$460,749.62	\$433,252.52	\$27,497.10	6.35%
Temporary Labor									
Payroll Taxes		\$4,194.80	\$4,261.67	(\$66.87)	-1.57%	\$36,086.14	\$34,751.44	\$1,334.70	3.84%
Group Insurance		\$13,332.15	\$9,817.31	\$3,514.84	35.80%	\$93,086.32	\$82,480.26	\$10,606.06	12.86%
Workers Compensation		\$144.25	\$153.50	(\$9.25)	-6.03%	\$1,172.50	\$749.00	\$423.50	56.54%
Continuing Education		\$484.97	\$1,898.32	(\$1,413.35)	-74.45%	\$1,752.38	\$5,064.56	(\$3,312.18)	-65.40%
Retirement Plan		\$3,107.40	\$2,485.66	\$621.74	25.01%	\$23,748.79	\$21,049.99	\$2,698.80	12.82%
Total Personnel Expense		\$75,447.76	\$73,824.67	\$1,623.09	2.20%	\$616,595.75	\$577,347.77	\$39,247.98	6.80%
Travel, Meetings, Conferences									
Auto Expense		\$804.40	\$431.85	\$372.55	86.27%	\$5,527.82	\$3,874.26	\$1,653.56	42.68%
Auto & Fixed Asset Depreciation		\$396.25	\$396.25			\$3,170.00	\$3,170.00		
Auto Insurance		\$475.50	\$473.42	\$2.08	0.44%	\$3,801.92	\$3,684.44	\$117.48	3.19%
Travel & Entertainment									
State Meetings		\$1,553.28		\$1,553.28		\$2,765.78	\$2,582.94	\$182.84	7.08%
National Meetings		\$2,773.07		\$2,773.07		\$9,104.42		\$9,104.42	
Other Conferences									
Presidents Expense									
Board of Directors Meetings		\$225.66		\$225.66		\$1,062.70	\$405.48	\$657.22	162.08%
Committee Meetings		\$96.61	\$77.24	\$19.37	25.08%	\$1,340.22	\$1,077.53	\$262.69	24.38%
Chapter Planning Conference									
Total Travel, Meetings, Conferences		\$6,324.77	\$1,378.76	\$4,946.01	358.73%	\$26,772.86	\$14,794.65	\$11,978.21	80.96%
Occupancy Expense									
Utilities		\$3,657.54	\$3,179.00	\$478.54	15.05%	\$22,598.53	\$23,101.38	(\$502.85)	-2.18%
Building Insurance		\$1,266.20	\$1,157.95	\$108.25	9.35%	\$10,021.36	\$9,548.25	\$473.11	4.95%
Property Taxes		\$3,558.33	\$3,083.33	\$475.00	15.41%	\$28,508.19	\$24,713.29	\$3,794.90	15.36%
Janitorial Services		\$692.25	\$899.93	(\$207.68)	-23.08%	\$6,368.72	\$7,199.44	(\$830.72)	-11.54%
Building Repairs & Maintenance		\$1,702.96	\$3,297.20	(\$1,594.24)	-48.35%	\$21,987.45	\$28,206.58	(\$6,219.13)	-22.05%
Total Occupancy Expense		\$10,877.28	\$11,617.41	(\$740.13)	-6.37%	\$89,484.25	\$92,768.94	(\$3,284.69)	-3.54%
Office Expense									
Leased Office Equipment		\$465.28	\$465.28			\$3,722.24	\$3,920.46	(\$198.22)	-5.06%
Postage		(\$6.79)	\$90.99	(\$97.78)	-107.46%	\$664.12	\$493.81	\$170.31	34.49%
Telephone		\$865.10	\$844.20	\$20.90	2.48%	\$8,660.18	\$6,779.58	\$1,880.60	27.74%
Computer Software		\$862.39	\$580.44	\$281.95	48.58%	\$9,284.09	\$7,580.14	\$1,703.95	22.48%
Office Supplies		\$354.43	\$263.87	\$90.56	34.32%	\$3,486.04	\$2,761.99	\$724.05	26.21%
Equipment Repairs/Maintenance		\$700.11	(\$77.80)	\$777.91	-999.88%	\$6,404.16	\$6,100.63	\$303.53	4.98%
Total Office Expense		\$3,240.52	\$2,166.98	\$1,073.54	49.54%	\$32,220.83	\$27,636.61	\$4,584.22	16.59%

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

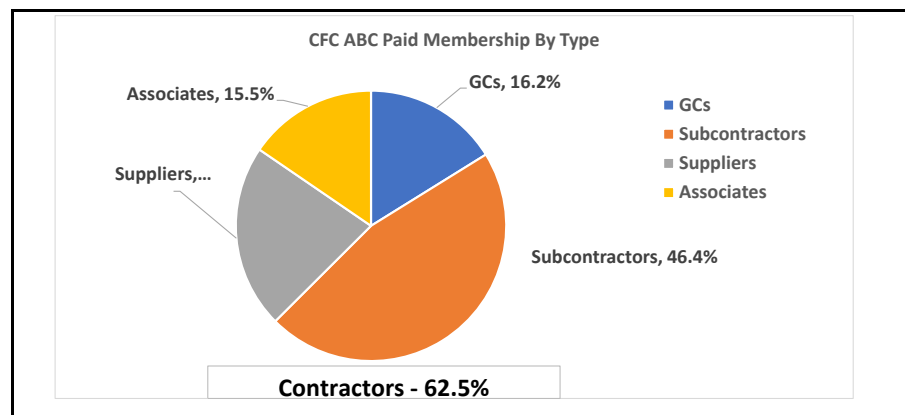
INCOME	EXPENSE	For the month ended 8/31/2021	For the month ended 8/31/2020	Increase (Decrease)	% Change	For the Eight month ended 8/31/2021	For the Eight month ended 8/31/2020	Increase (Decrease)	% Change
Other Expenses									
Advertising						\$14,500.00	\$8,700.00	\$5,800.00	66.67%
Accounting									
Association Meetings									
Bank Charges						\$176.63	\$176.90	(\$0.27)	-0.15%
Professional Fees						\$3,109.02	\$1,020.91	\$2,088.11	204.53%
Legal Fees									
Taxes & Licenses						\$168.25	\$168.25		0.00%
Dues/Subscriptions/Sponsor						\$719.86	\$709.08	\$10.78	1.52%
Interest Expense						\$710.66	\$803.97	(\$93.31)	-11.61%
Directors & Officer Insurance						\$2,035.36	\$2,035.35	\$0.01	
Bad Debt Expense									
Loss on sale of asset							(\$1,821.12)	\$1,821.12	-100.00%
Miscellaneous Expense						\$1,387.67		\$1,387.67	
Total Other Expenses						\$22,807.45	\$11,793.34	\$11,014.11	93.39%
Non Cash Expense									
Depreciation						\$60,772.64	\$55,713.48	\$5,059.16	9.08%
Total Non Cash Expense						\$60,772.64	\$55,713.48	\$5,059.16	9.08%
Net General Administrative Expense						\$848,653.78	\$780,054.79	\$68,598.99	8.79%
NET PROFIT (LOSS) DUE TO OPERATIONS						(\$29,221.48)	(\$49,267.75)	\$20,046.27	-40.69%
Additional Expense									
Contribution						\$257.50	\$540.26	(\$282.76)	-52.34%
Other Income									
Interest Income						\$5,889.43	\$7,937.86	(\$2,048.43)	-25.81%
Miscellaneous Income						\$61.45	\$55.70	\$5.75	10.32%
Rental Income						\$48,132.88	\$47,579.20	\$553.68	1.16%
Gain/Loss on Investment Asset						\$17,437.40	(\$644.00)	\$18,081.40	-2807.67%
Total Other Income						\$71,521.16	\$54,928.76	\$16,592.40	30.21%
NET PROFIT (LOSS)						\$42,042.18	\$5,120.75	\$36,921.43	721.02%

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

Membership by Company

<i>Member Companies</i>		
Companies as of YE 2020:	424	
2021 Renewed:	371	87.50%
Dropped:	52	
Unpaid:	1	
Percentage of Budgeted New Members (70)		
Renewals:	371	
New Members for 2021:	56	80.00%
Total Paid 2021 Membership:	427	

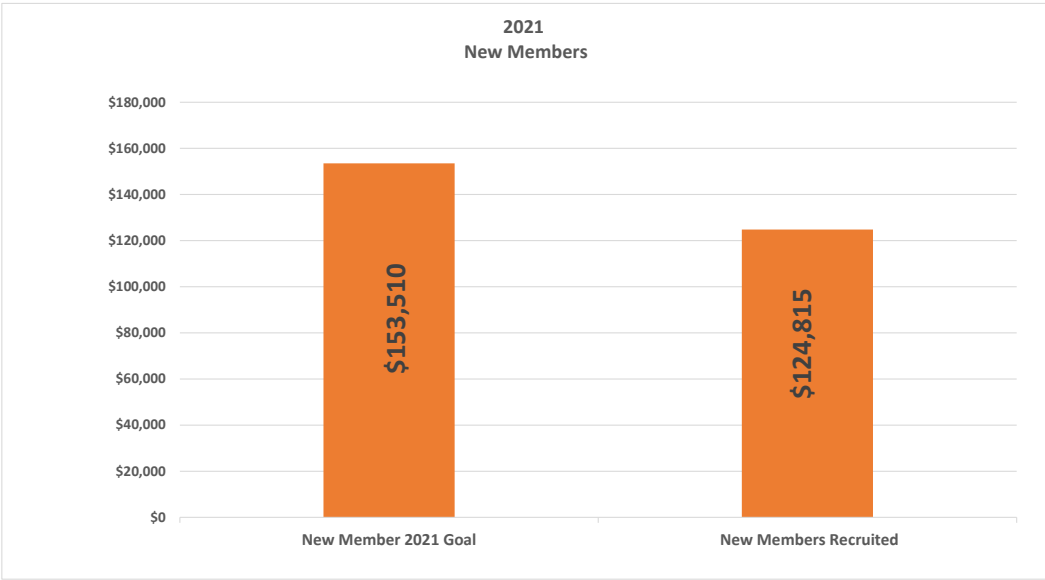
Membership by Type



August 2021 New Members

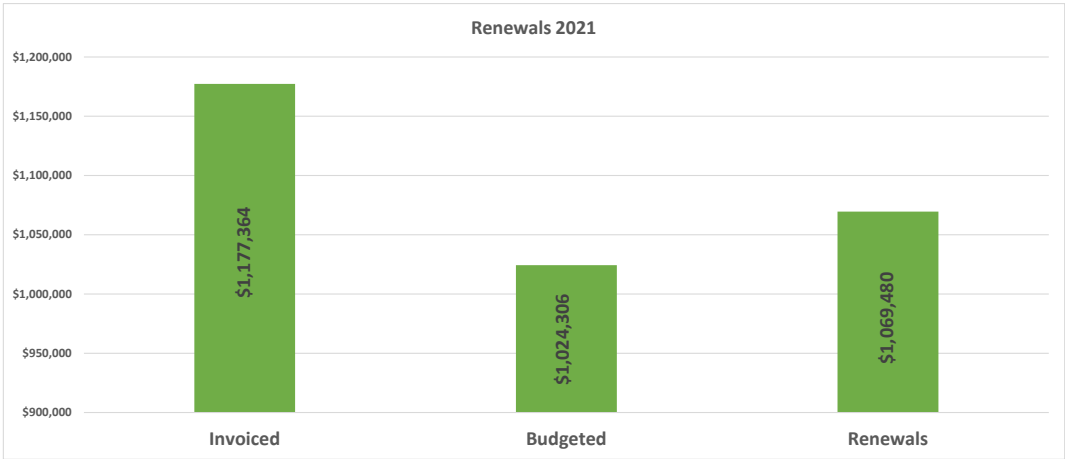
COMPANY	CONTACT	CO. PHONE	CTG/TRADE	BOARD SPONSOR
F. L. Crane & Sons, Inc.	Drew Lewis	(321) 799-7005	8-Drywall, metal stud framing	NA
L&W Supply	Mitchell Mathews	(407) 521-7330	2-Building materials supplier	Carlos Velasco
Link Construction Group, Inc.	Josh Garcia	(305) 665-9826	9-General Contractor	NA
Mill Creek Residential	Steven Roth	(407) 608-7300	9-Developer, General Contractor/Builder	NA
Orange County Engineering Design LLC	Kris Benken	(407) 802-0926	1-Engineering firm: design, analysis, project planning & management	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%



Membership Director
Catherine Wert
cwert@abccentralfloirida.org
D. 407.398.1278
C. 407.209.5604
ABCCentralfloirida.com