

Upcoming Events:

- 1/12 Builders' Breakfast
- 1/17 Project Management Institute begins
- 1/18-19 LegCon
- 2/10 Sporting Clay Shoot
- 2/21 UCF Student Chapter Golf Tournament

Location: Christner's, 729 Lee Road, Orlando, FL 32810
Chris Evans, Chair-elect, presiding

Call to Order.....	Parks	6:00 PM
Welcome and Pledge of Allegiance		

Action Items:

- | | |
|---------------------------------------|--------|
| 1. Approval of Minutes | Parks |
| 2. Approval of Most Recent Financials | Bastin |

Membership Report C. Wert
New Members & Retention for 2021 & 2022 Renewals update

Leadership Reports

Chair	Parks
Chair-elect	Evans
Vice Chairs	
.....	Velasco
LegCon 2022 Update	
Lien Law Bill Update	T. Wert
President & CEO, retiring	Wylie
President & CEO	Daugherty
2021 Trimmer, Fed PAC & FEA numbers as of December	

New Business

- Approval of transitioning Michele as signer on all accounts and the removal of Mark
- Review and approve credit card authority
- Approval of 2022 National Board representatives
- Approval of 2022 State Board representatives
- Approval of 2022 Trimmer goal
- Approval of 2022 State PAC, Local PAC, Fed PAC
- Approval of 2022 FEA goals

Board Meeting Adjourns 6:30 PM

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

Next Board Meeting: January 10, 2022, 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 Michele Daugherty
mdaugherty@abccentralflorida.org
 Cell 775.530.4266

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@abccentralfloirida.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

November 1, 2021

PRESIDING: Chair Michael Parks, Hoar Construction, LLC



BOARD MEMBERS PRESENT

Jason Albu	Director	Albu & Associates, Inc.
Ray Bastin	Treasurer	Withum
Charles Bracco	Director	Modern Plumbing Industries, Inc
Roy Burkett	Director	S. I. Goldman Company, Inc.
Chris Evans	Chair-Elect	Brasfield & Gorrie, LLC
Juan Garcia	Director	PCL Construction Services, Inc.
Roxana Hernandez	Director	Turner Construction Co.
Julie Holmes	Director	JK2 Scenic
C. L. Janeski	Director	Tri-City Electrical Contractors
Michael Jordan	Director	Universal Forming, Inc.
Willis Milner	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
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

BOARD MEMBERS ABSENT

Bryan Boykin	Director	DPR Construction
Scott Clark	Director	Bright Future Electric, LLC
Ben Goodin	Immediate Past Chair	Baker Concrete Construction, Inc.
Earl Lomas	Director	Terry's Electric, Inc.
Noble Thomas Sr.	Director	Service Complete Electric

INCOMING BOARD MEMBERS PRESENT

Kevin Bradford	Incoming Director	Wharton-Smith, Inc.
Derrick Valkenburg	Incoming Director	Shutts & Bowen

GENERAL COUNSEL PRESENT

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

ABC STAFF PRESENT

Michele Doherty	President & CEO
Taylor Dupree	Chapter Services Coordinator
Catherine Wert	Membership Director
Nancy Wray	VP
Mark Wylie	Retiring President & CEO

GUESTS

Jimmy Green	ABC of Michigan
-------------	-----------------

CALL TO ORDER

- **PARKS** called the board meeting to order at 11:05 AM with the Pledge of Allegiance.

ACTION ITEMS

1. MINUTES

- All minutes can be reviewed at <http://www.abccentralflorida.com/bod/>.
- Minutes from October 11 were presented. It was noted that C.L. Janeski was incorrectly listed as absent when he was in attendance. **A motion was made and seconded to approve the amended minutes from the October meeting with C.L. Janeski changed to present. The motion passed.**

2. FINANCIALS

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

MEMBERSHIP REPORT

- **C. WERT** closed October with 371 member companies having renewed, 53 dropped member companies, and 90.8% of invoiced renewals paid (Goal was 87%).
 - Contractor members were at 62% of the membership.
 - 80 new members for 2021 so far, goal for 2021 was 71.
- October's 12 for 15 promotion added 19 new members.
- 2022 Renewal reminders were sent out, 451 invoices, 112 have renewed so far.

NEW MEMBER COMPANIES

- | | |
|---|---------------|
| • Anderson Place Construction, LLC | Category 6 |
| • Badger Daylighting | Category 9 |
| • Base Construction, Inc. | Category 7 |
| • Blue Cord Design & Construction, LLC | Category 10.2 |
| • Bryant Infrastructure | Category 6 |
| • Builders Mutual Company Bungalow | Category 1 |
| • Scenic Studios | Category 8 |
| • Cornerstone Group dba Brookstone Construction | Category 6 |
| • David Boland, Inc. | Category 9 |
| • Dr. Phillips, Inc. | Category 1 |
| • East Coast Contractors Supply North, Inc. | Category 2 |
| • EFCO Forms | Category 2 |
| • ISI Demolition | Category 7 |
| • KSM Engineering & Testing | Category 1 |
| • MEC Contractors – Engineers | Category 11 |
| • REX Construction Services | Category 11 |
| • Siemens Industries, Inc. | Category 11 |
| • Solid Ground Concrete Pumping LLC | Category 2 |
| • Southeastern Rigging & Storage, Inc. | Category 2 |

LEADERSHIP REPORTS

- **PARKS** will host a Board “after hours” event on November 4 at **PARKS’** house.
- National ABC Leadership Institute is scheduled in Miami the week of November 8, with a group from CFC ABC going.

VICE CHAIRS

- **T. WERT** LegCon is scheduled for January 18-19, 2022. The main hotel is full, there is another hotel 3 blocks away that rooms are still available at for those still wanting to sign up.
- Legislative committee meetings are currently being held, and material suppliers in conjunction with Florida Bar have submitted a comprehensive lien law package. Most changes are insignificant, but this bill as drafted will repeal part of the current statute that allows contractors to post conditional payment bond. If GC's have an issue with this change, let **WERT** know.
 - **SASSO** gave additional explanation of lien law changes. In 1990 it was a very divisive issue. The 245 Bond in law is better for general contractors than subcontractors. He thought the issue was potentially divisive for ABC to engage on.

PRESIDENT'S REPORT

- **WYLIE** OSHA is in the rule making process to require vaccination for companies with over 100 employees. Federal government contractors will have to have 100% vaccinations all employees, including subcontractors. Florida and several other states have filed suit against the federal government to block this, and ABC is taking an active role to oppose mandatory vaccinations. It appears from news commentary that Governor DeSantis is considering establishing a Florida OSHA to block federal regulations.
- **DAUGHERTY** addressed possible issues with fighting against OSHA at a state level. In her experience, Democrats and unions can use the state OSHA regulators to adversely impact non-union businesses.
- **DAUGHERTY** expressed her excitement about the possibilities of the chapter going forward.

NEW BUSINESS

- **HOLMES** said the Young Professionals Committee had a planning session recently. Trying to grow the YP Group, members are encouraged to recommend those eligible to get involved with the group. There will also be more events announced soon.
- **WYLIE** National ABC is awarding CFC ABC the Project Management Institute to begin in January 2022. It is an intensive two-part program in January for a week and February-March for a week. Members will be eligible to sign people up in the coming weeks, and it will be advertised nationwide. Registration is \$4,500 per person.
 - **JANESKI** has sent people through the program before, recommends it for GCs or Subs.

NEXT MEETING

- December 13, 2021, at 6:00 PM @ Christner's

ADJOURNMENT

- **PARKS** adjourned the meeting at 11:44 AM.

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

Balance Sheet	10/31/2020	10/31/2021	Difference
Cash	\$1,773,997.90	\$1,642,324.99	\$131,672.91
Temporarily Restricted Workforce Enhancement Fund	\$164,750.14	\$147,734.89	\$17,015.25
Financial Statement	ACTUAL YTD	BUDGET YTD	% OF BUDGET
Net Dues	\$719,991.79	\$688,591.30	105%
NET PROGRAM INCOME (Loss)	\$1,164,574.71	\$1,101,530.52	106%
Net General Administrative Expense	\$1,046,323.40	\$1,051,638.29	99%
Total Other Income	\$82,075.36	\$75,257.76	109%
NET PROFIT (LOSS)	\$199,869.17	\$125,149.99	160%

Associated Builders and Contractors, Inc.
**Balance Sheet
October 2021**
ASSETS

Current Assets	October 31, 2021	October 31, 2020	Difference
Petty Cash	\$1,610.73	\$911.55	\$699.18
FDIC Insured CD's	\$310,000.00		\$310,000.00
Iberia Bank Money Market		\$309,135.99	(\$309,135.99)
Winter Park Natl Bank-Checking	\$225,765.40	\$127,891.69	\$97,873.71
Winter Park Natl Bank-Money Market	\$776,761.74	\$864,602.78	(\$87,841.04)
RaymondJames Investment Account	\$459,860.03	\$339,782.98	\$120,077.05
Total Cash	\$1,773,997.90	\$1,642,324.99	\$131,672.91
Accounts Receivable	\$49,585.18	\$44,206.07	\$5,379.11
Prepaid National Dues	\$113,943.06	\$156,298.63	(\$42,355.57)
Prepaid State Dues	\$28,126.50	\$33,411.92	(\$5,285.42)
Prepaid Insurance	\$7,337.59	\$9,955.35	(\$2,617.76)
Prepaid Expenses	\$14,462.85	\$19,447.14	(\$4,984.29)
Inventory	\$3,978.80	\$3,332.46	\$646.34
Total Current Assets	\$217,433.98	\$266,651.57	(\$49,217.59)
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	(\$1,262,182.86)	(\$1,165,638.76)	(\$96,544.10)
Total Fixed Assets	\$1,537,493.38	\$1,634,037.48	(\$96,544.10)
Other Assets			
Refundable Deposit	\$618.30	\$618.30	\$0.00
Total Other Assets	\$618.30	\$618.30	\$0.00
Total Assets	\$3,529,543.56	\$3,543,632.34	(\$14,088.78)

LIABILITIES

Current Liabilities			
Accounts Payable	\$193,803.27	\$198,305.18	(\$4,501.91)
Sales Taxes Payable	\$588.41	\$1,507.99	(\$919.58)
Payroll Taxes & 401K	\$0.00	\$10.37	(\$10.37)
Accrued Property Taxes	\$35,583.30	\$30,833.30	\$4,750.00
S.T.- Capital Lease	\$1,348.09	\$1,304.01	\$44.08
Rent Deposits	\$6,426.80	\$6,426.80	\$0.00
Unearned Income-Misc./Spec.Events	\$161,773.74	\$159,501.75	\$2,271.99
Unearned Income - New Members	\$111,662.16	\$68,272.46	\$43,389.70
Unearned Income - Renewals	\$476,363.36	\$651,520.57	(\$175,157.21)
Total Current Liabilities	\$987,549.13	\$1,117,682.43	(\$130,133.30)
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	\$164,750.14	\$147,734.89	\$17,015.25
Current Year Earnings	\$199,869.17	\$149,379.68	\$50,489.49
Total Fund Balance	\$2,515,656.47	\$2,391,633.76	\$124,022.71
Total Liability & Equity	\$3,529,543.56	\$3,543,632.34	(\$14,088.78)

INCOME	EXPENSE	ACTUAL MONTH	BUDGET MONTH	% OF BUDGET	ACTUAL YTD	BUDGET YTD	% OF BUDGET
DUES							
New Member		\$15,229.83	\$12,061.50	126%	\$78,882.25	\$65,424.50	121%
New Credit		\$3,893.20	\$3,893.20	100%	\$38,932.00	\$38,932.02	100%
Renew Dues		\$89,162.71	\$85,358.86	104%	\$891,627.12	\$853,588.63	104%
Enrollment Fee		\$1,900.00	\$1,500.00	127%	\$8,001.00	\$6,600.00	121%
Membership Promotion			\$66.67			\$666.66	0%
Total Dues Income		\$110,185.74	\$102,880.23	107%	\$1,017,442.37	\$965,211.81	105%
DUES							
National Dues		\$28,613.28	\$21,432.48	134%	\$222,742.78	\$202,182.89	110%
2020 National Credits		\$777.51	\$777.51	100%	\$7,775.10	\$7,775.15	100%
State Dues		\$7,126.39	\$4,871.02	146%	\$51,388.90	\$45,950.66	112%
2020 State Credits		\$196.18	\$196.18	100%	\$1,961.80	\$1,961.81	100%
Membership Promotion		\$4,099.96	\$1,875.00	219%	\$13,582.00	\$18,750.00	72%
Total Dues Expense		\$40,813.32	\$29,152.19	140%	\$297,450.58	\$276,620.51	108%
Net Dues Income		\$69,372.42	\$73,728.04	94%	\$719,991.79	\$688,591.30	105%
	Cost of Dues	37%	28%		29%	29%	

INCOME	EXPENSE	ACTUAL MONTH	BUDGET MONTH	% OF BUDGET	ACTUAL YTD	BUDGET YTD	% OF BUDGET
TRAINING & DEVELOPMENT							
Training & Development Registration		\$4,858.51	\$21,212.55	23%	\$147,249.58	\$137,766.70	107%
Books			\$375.00		\$5,610.00	\$6,600.00	85%
Total Training & Development Income		\$4,858.51	\$21,587.55	23%	\$152,859.58	\$144,366.70	106%
TRAINING & DEVELOPMENT EXPENSE							
	Training & Development Expense	\$676.58	\$3,937.00	17%	\$17,520.35	\$22,704.00	77%
	Training & Development Instructors	\$220.00	\$5,767.00	4%	\$54,773.00	\$32,934.00	166%
	Books		\$375.00		\$6,743.06	\$6,600.00	102%
	Total Training & Development Expense	\$896.58	\$10,079.00	9%	\$79,036.41	\$62,238.00	127%
Net Training & Development Income		\$3,961.93	\$11,508.55	34%	\$73,823.17	\$82,128.70	90%
	Cost of Training & Development	18%	47%		52%	43%	
MEETINGS & SPECIAL EVENTS INCOME							
Meetings (Ticket Events)					\$106,436.00	\$79,380.00	134%
Golf Tournament					\$159,922.25	\$133,750.00	120%
Excellence in Construction	\$268,658.97	\$280,250.00	96%		\$272,570.99	\$283,250.00	96%
Construction Expo					\$84,075.00	\$82,100.00	102%
Special Other Income	\$1,099.31	\$500.00	220%		\$8,854.29	\$8,000.00	111%
Special Events (Sponsored)	\$2,500.00	\$2,500.00	100%		\$23,750.00	\$20,775.00	114%
Total Meetings & Special Events Income		\$272,258.28	\$283,250.00	96%	\$655,608.53	\$607,255.00	108%
MEETINGS & SPECIAL EVENTS EXPENSE							
	Meetings (Ticket Events)	\$659.95			\$46,765.32	\$38,296.00	122%
	Golf Tournament	\$19.44			\$102,077.39	\$84,091.00	121%
	Excellence in Construction	\$160,710.97	\$184,900.00	87%	\$167,052.72	\$187,900.00	89%
	Construction Expo	\$91.78			\$36,315.97	\$32,940.00	110%
	Special Other Expense	\$1,099.31	\$500.00	220%	\$8,927.64	\$8,000.00	112%
	Special Events (Sponsored)	\$2,591.45	\$1,450.00	179%	\$15,846.56	\$13,450.00	118%
	Meetings & Events Gen.Expenses	\$201.86	\$225.00	90%	\$2,336.93	\$2,250.00	104%
	Total Meetings & Events Expense	\$165,374.76	\$187,075.00	88%	\$379,322.53	\$366,927.00	103%
Net Meetings & Events		\$106,883.52	\$96,175.00	111%	\$276,286.00	\$240,328.00	115%
	Cost of Meetings & Events	61%	66%		58%	60%	

INCOME	EXPENSE	ACTUAL MONTH	BUDGET MONTH	% OF BUDGET	ACTUAL YTD	BUDGET YTD	% OF BUDGET
MARKETING INCOME							
Magazine		\$6,704.17	\$6,135.00	109%	\$66,846.20	\$64,005.00	104%
Directory					\$46,590.00	\$45,015.00	103%
Other Advertising		\$300.00	\$300.00	100%	\$4,800.00	\$6,275.00	76%
Total Marketing Income		\$7,004.17	\$6,435.00	109%	\$118,236.20	\$115,295.00	103%
MARKETING EXPENSE							
	Magazine	\$1,481.76	\$1,825.00	81%	\$17,897.29	\$18,250.00	98%
	Directory				\$7,297.59	\$7,200.00	101%
	Other Advertising	\$445.78	\$400.00	111%	\$4,334.83	\$4,000.00	108%
Total Marketing Expense		\$1,927.54	\$2,225.00	87%	\$29,529.71	\$29,450.00	100%
Net Marketing		\$5,076.63	\$4,210.00	121%	\$88,706.49	\$85,845.00	103%
	Cost of Marketing	28%	35%		25%	26%	
SPECIAL SERVICES INCOME							
Job Site Signs		\$339.00	\$541.67	63%	\$7,048.36	\$5,416.66	130%
Workforce Enhancement Fund					\$32,950.00		
Promotional Fees							
Classroom Rental			\$208.33		\$2,235.25	\$2,083.34	107%
Total Special Services Income		\$339.00	\$750.00	45%	\$42,233.61	\$7,500.00	563%
SPECIAL SERVICES EXPENSE							
	Job Site Signs	\$150.69	\$265.42	57%	\$3,480.13	\$2,654.16	131%
	Workforce Enhancement Fund				\$32,950.00		
	Classroom Rental Expense		\$20.84		\$36.22	\$208.32	17%
Total Special Services Expense		\$150.69	\$286.26	53%	\$36,466.35	\$2,862.48	1274%
Net Special Services		\$188.31	\$463.74	41%	\$5,767.26	\$4,637.52	124%
	Cost of Special Services	44%	38%		86%	38%	
NET PROGRAM INCOME (Loss)		\$185,482.81	\$186,085.33	100%	\$1,164,574.71	\$1,101,530.52	106%

INCOME	EXPENSE	ACTUAL MONTH	BUDGET MONTH	% OF BUDGET	ACTUAL YTD	BUDGET YTD	% OF BUDGET
GENERAL ADMINISTRATIVE EXPENSES							
Personnel Expense							
Salaries		\$54,471.24	\$60,973.25	89%	\$571,592.85	\$564,732.50	101%
Temporary Labor							
Payroll Taxes		\$4,216.75	\$4,281.67	98%	\$44,665.11	\$39,666.67	113%
Group Insurance		\$10,241.04	\$10,385.83	99%	\$113,687.55	\$103,858.34	109%
Workers Compensation		\$144.25	\$153.00	94%	\$1,461.00	\$1,530.00	95%
Continuing Education		\$11.62	\$500.00	2%	\$1,796.09	\$5,000.00	36%
Retirement Plan		\$3,080.20	\$3,750.00	82%	\$29,936.39	\$37,500.00	80%
Total Personnel Expense		\$72,165.10	\$80,043.75	90%	\$763,138.99	\$752,287.51	101%
Travel, Meetings, Conferences							
Auto Expense		\$1,762.22	\$583.33	302%	\$8,017.84	\$5,833.34	137%
Auto & Fixed Asset Depreciation		\$396.25	\$408.33	97%	\$3,962.50	\$4,083.34	97%
Auto Insurance		\$475.50	\$469.48	101%	\$4,752.92	\$4,694.82	101%
State Meetings					\$2,958.43	\$3,750.00	79%
National Meetings					\$7,997.06	\$5,500.00	145%
Other Conferences							
Presidents Expense							
Board of Directors Meetings		\$416.84	100.00	417%	\$1,753.54	6,700.00	26%
Committee Meetings		\$631.70	\$254.50	248%	\$2,012.45	\$2,544.95	79%
Chapter Planning Conference							
Total Travel, Meetings, Conferences		\$3,682.51	\$1,815.64	203%	\$31,454.74	\$33,106.45	95%
Occupancy Expense							
Utilities		\$3,933.86	\$3,113.43	126%	\$30,483.96	\$31,134.33	98%
Building Insurance		\$1,266.20	\$1,183.33	107%	\$12,553.76	\$11,833.34	106%
Property Taxes		\$3,558.33	\$3,558.33	100%	\$35,624.85	\$35,583.34	100%
Janitorial Services		\$692.25	\$916.67	76%	\$7,753.22	\$9,166.66	85%
Building Repairs & Maintenance		\$3,201.39	\$2,916.67	110%	\$24,735.58	\$29,166.66	85%
Total Occupancy Expense		\$12,652.03	\$11,688.43	108%	\$111,151.37	\$116,884.33	95%
Office Expense							
Leased Office Equipment		\$465.28	\$491.67	95%	\$4,652.80	\$4,916.66	95%
Postage		(\$12.24)	\$83.33	-15%	\$646.47	\$833.34	78%
Telephone		\$1,286.86	\$833.33	154%	\$10,311.87	\$8,333.34	124%
Computer Software		\$3,568.38	\$880.83	405%	\$13,687.86	\$8,808.34	155%
Office Supplies		\$1,020.04	\$391.67	260%	\$4,608.00	\$3,916.66	118%
Equipment Repairs/Maintenance		\$412.76	\$625.00	66%	\$7,153.48	\$6,250.00	114%
Total Office Expense		\$6,741.08	\$3,305.83	204%	\$41,060.48	\$33,058.34	124%

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		\$22.10	\$28.76	77%	\$220.83	\$287.63	77%
Professional Fees			\$3,285.00		\$3,163.02	\$17,425.00	18%
Legal Fees							
Taxes & Licenses			\$25.00		\$168.25	\$250.00	67%
Dues/Subscriptions/Sponsor		(\$21.71)	\$125.00	-17%	\$698.15	\$1,250.00	56%
Interest Expense		\$78.69	\$78.69	100%	\$869.90	\$878.21	99%
Loss on sale of asset							
Directors & Officer Insurance		\$254.42	\$254.42	100%	\$2,544.20	\$2,544.16	100%
<hr/>							
Miscellaneous Expense					\$1,387.67		
Total Other Expenses		\$333.50	\$3,796.87	9%	\$23,552.02	\$37,135.00	63%
<hr/>							
Non Cash Expense							
Depreciation		\$7,596.58	\$7,916.67	96%	\$75,965.80	\$79,166.66	96%
Total Non Cash Expense		\$7,596.58	\$7,916.67	96%	\$75,965.80	\$79,166.66	96%
<hr/>							
Net General Administrative Expense		\$103,170.80	\$108,567.19	95%	\$1,046,323.40	\$1,051,638.29	99%
<hr/>							
NET PROFIT (LOSS) DUE TO OPERATIONS		\$82,312.01	\$77,518.14	106%	\$118,251.31	\$49,892.23	237%
<hr/>							
Additional Expense							
Contribution					\$457.50		
<hr/>							
Other Income							
Interest Income		\$484.22	1,250.00	39%	\$7,016.25	12,500.00	56%
Miscellaneous Income		\$19.89	9.17	217%	\$89.33	91.66	97%
Rental Income		\$6,016.61	\$6,016.61	100%	\$60,166.10	60,166.10	100%
Gain/Loss on Investment Asset		\$6,839.18	250.00	2736%	\$14,803.68	2,500.00	592%
Total Other Income		\$13,359.90	\$7,525.78	178%	\$82,075.36	\$75,257.76	109%
<hr/>							
NET PROFIT (LOSS)		\$95,671.91	\$85,043.92	112%	\$199,869.17	\$125,149.99	160%

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

For the month ended October 31, 2021 and 2020						For the Ten months ended October 31, 2021 and 2020			
INCOME	EXPENSE	For the month ended 10/31/2021	For the month ended 10/31/2020	Increase (Decrease)	% Change	For the Ten months ended 10/31/2021	For the Ten months ended 10/31/2020	Increase (Decrease)	% Change
DUES									
	New Member	\$15,229.83	\$8,503.67	\$6,726.16	79.10%	\$78,882.25	\$46,651.59	\$32,230.66	69.09%
	New Credit	\$3,893.20	\$6,440.02	(\$2,546.82)	-39.55%	\$38,932.00	\$64,400.20	(\$25,468.20)	-39.55%
	Renew Dues	\$89,162.71	\$86,837.33	\$2,325.38	2.68%	\$891,627.12	\$868,373.32	\$23,253.80	2.68%
	Enrollment Fee	\$1,900.00	\$1,200.00	\$700.00	58.33%	\$8,001.00	\$4,460.00	\$3,541.00	79.39%
	Membership Promotion						\$900.00	(\$900.00)	-100.00%
	Total Dues Income	\$110,185.74	\$102,981.02	\$7,204.72	7.00%	\$1,017,442.37	\$984,785.11	\$32,657.26	3.32%
	DUES								
	National Dues	\$28,613.28	\$25,186.85	\$3,426.43	13.60%	\$222,742.78	\$209,185.96	\$13,556.82	6.48%
	2020 National Credits	\$777.51	\$1,384.00	(\$606.49)	-43.82%	\$7,775.10	\$13,840.00	(\$6,064.90)	-43.82%
	State Dues	\$7,126.39	\$5,979.86	\$1,146.53	19.17%	\$51,388.90	\$47,798.63	\$3,590.27	7.51%
	2020 State Credits	\$196.18	\$376.04	(\$179.86)	-47.83%	\$1,961.80	\$3,760.40	(\$1,798.60)	-47.83%
	Membership Promotion	\$4,099.96	\$3,968.72	\$131.24	3.31%	\$13,582.00	\$12,673.70	\$908.30	7.17%
	Total Dues Expense	\$40,813.32	\$36,895.47	\$3,917.85	10.62%	\$297,450.58	\$287,258.69	\$10,191.89	3.55%
Net Dues Income		\$69,372.42	\$66,085.55	\$3,286.87	4.97%	\$719,991.79	\$697,526.42	\$22,465.37	3.22%
	Cost of Dues	37.04%	35.83%	54.38%		29.24%	29.17%	31.21%	

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

INCOME	EXPENSE	For the month ended 10/31/2021	For the month ended 10/31/2020	Increase (Decrease)	% Change	For the Ten months ended 10/31/2021	For the Ten months ended 10/31/2020	Increase (Decrease)	% Change
TRAINING & DEVELOPMENT									
Training & Development Registration		\$4,858.51	\$6,628.00	(\$1,769.49)	-26.70%	\$147,249.58	\$119,062.79	\$28,186.79	23.67%
Books						\$5,610.00	\$4,980.00	\$630.00	12.65%
Total Training & Development Income		\$4,858.51	\$6,628.00	(\$1,769.49)	-26.70%	\$152,859.58	\$124,042.79	\$28,816.79	23.23%
	Training & Development EXPENSE								
	Training & Development Expense	\$676.58	\$2,253.55	(\$1,576.97)	-69.98%	\$17,520.35	\$13,185.05	\$4,335.30	32.88%
	Training & Development Instructors	\$220.00	\$1,150.00	(\$930.00)	-80.87%	\$54,773.00	\$34,487.00	\$20,286.00	58.82%
	Books					\$6,743.06	\$4,854.21	\$1,888.85	38.91%
	Total Seminar Expense	\$896.58	\$3,403.55	(\$2,506.97)	-73.66%	\$79,036.41	\$52,526.26	\$26,510.15	50.47%
Net Training & Development Income		\$3,961.93	\$3,224.45	\$737.48	22.87%	\$73,823.17	\$71,516.53	\$2,306.64	3.23%
	Cost of Training & Development	18.45%	51.35%	141.68%		51.71%	42.35%	92.00%	
MEETINGS & SPECIAL EVENTS INCOME									
Meetings (Ticket Events)						\$106,436.00	\$73,539.00	\$32,897.00	44.73%
Golf Tournament			\$47,290.00	(\$47,290.00)	-100.00%	\$159,922.25	\$91,565.00	\$68,357.25	74.65%
Excellence in Construction	\$268,658.97		\$265,384.00	\$3,274.97	1.23%	\$272,570.99	\$268,637.88	\$3,933.11	1.46%
Construction Expo						\$84,075.00	\$56,840.00	\$27,235.00	47.92%
Special Other Income	\$1,099.31			\$1,099.31		\$8,854.29	\$7,419.94	\$1,434.35	19.33%
Special Events (Sponsored)	\$2,500.00		\$3,000.00	(\$500.00)	-16.67%	\$23,750.00	\$23,200.00	\$550.00	2.37%
Total Meetings & Special Events Income		\$272,258.28	\$315,674.00	(\$43,415.72)	-13.75%	\$655,608.53	\$521,201.82	\$134,406.71	25.79%
	MEETINGS & SPECIAL EVENTS EXPENSE								
	Meetings (Ticket Events)	\$659.95		\$659.95		\$46,765.32	\$41,271.64	\$5,493.68	13.31%
	Golf Tournament	\$19.44	\$27,482.73	(\$27,463.29)	-99.93%	\$102,077.39	\$53,335.12	\$48,742.27	91.39%
	Excellence in Construction	\$160,710.97	\$154,526.83	\$6,184.14	4.00%	\$167,052.72	\$160,902.33	\$6,150.39	3.82%
	Construction Expo	\$91.78	\$8.08	\$83.70	1035.89%	\$36,315.97	\$30,193.13	\$6,122.84	20.28%
	Special Other Expense	\$1,099.31		\$1,099.31		\$8,927.64	\$7,965.55	\$962.09	12.08%
	Special Events (Sponsored)	\$2,591.45	\$1,573.77	\$1,017.68	64.67%	\$15,846.56	\$13,460.21	\$2,386.35	17.73%
	Meetings & Events Gen.Expenses	\$201.86	\$248.69	(\$46.83)	-18.83%	\$2,336.93	\$1,861.84	\$475.09	25.52%
	Total Meetings & Events Expense	\$165,374.76	\$183,840.10	(\$18,465.34)	-10.04%	\$379,322.53	\$308,989.82	\$70,332.71	22.76%
Net Meetings & Events		\$106,883.52	\$131,833.90	(\$24,950.38)	-18.93%	\$276,286.00	\$212,212.00	\$64,074.00	30.19%
	Cost of Meetings & Events	60.74%	58.24%	42.53%		57.86%	59.28%	52.33%	

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

INCOME	EXPENSE	For the month ended 10/31/2021	For the month ended 10/31/2020	Increase (Decrease)	% Change	For the Ten months ended 10/31/2021	For the Ten months ended 10/31/2020	Increase (Decrease)	% Change
MARKETING INCOME									
Magazine		\$6,704.17	\$6,017.50	\$686.67	11.41%	\$66,846.20	\$59,598.10	\$7,248.10	12.16%
Directory						\$46,590.00	\$46,865.00	(\$275.00)	-0.59%
Other Advertising		\$300.00	\$300.00			\$4,800.00	\$4,825.00	(\$25.00)	-0.52%
Total Marketing Income		\$7,004.17	\$6,317.50	\$686.67	10.87%	\$118,236.20	\$111,288.10	\$6,948.10	6.24%
MARKETING EXPENSE									
Magazine		\$1,481.76	\$1,922.54	(\$440.78)	-22.93%	\$17,897.29	\$17,709.12	\$188.17	1.06%
Directory						\$7,297.59	\$7,120.99	\$176.60	2.48%
Other Advertising		\$445.78	\$378.11	\$67.67	17.90%	\$4,334.83	\$3,488.44	\$846.39	24.26%
Total Marketing Expense		\$1,927.54	\$2,300.65	(\$373.11)	-16.22%	\$29,529.71	\$28,318.55	\$1,211.16	4.28%
Net Marketing		\$5,076.63	\$4,016.85	\$1,059.78	26.38%	\$88,706.49	\$82,969.55	\$5,736.94	6.91%
	Cost of Marketing	27.52%	36.42%	-54.34%		24.98%	25.45%	17.43%	
SPECIAL SERVICES INCOME									
Job Site Signs		\$339.00	\$67.80	\$271.20	400.00%	\$7,048.36	\$5,833.90	\$1,214.46	20.82%
Workforce Enhancement Fund						\$32,950.00	\$51,000.00	(\$18,050.00)	-35.39%
Promotional Fees									
Classroom Rental			\$160.00	(\$160.00)	-100.00%	\$2,235.25	\$1,228.53	\$1,006.72	81.95%
Total Special Services Income		\$339.00	\$227.80	\$111.20	48.81%	\$42,233.61	\$58,062.43	(\$15,828.82)	-27.26%
SPECIAL SERVICES EXPENSE									
Job Site Signs		\$150.69	\$28.33	\$122.36	431.91%	\$3,480.13	\$2,812.86	\$667.27	23.72%
Workforce Enhancement Fund						\$32,950.00	\$51,000.00	(\$18,050.00)	-35.39%
Classroom Rental Expense						\$36.22	\$25.32	\$10.90	43.05%
Total Special Services Expense		\$150.69	\$28.33	\$122.36	431.91%	\$36,466.35	\$53,838.18	(\$17,371.83)	-32.27%
Net Special Services		\$188.31	\$199.47	(\$11.16)	-5.59%	\$5,767.26	\$4,224.25	\$1,543.01	36.53%
	Cost of Special Services	44.45%	12.44%	110.04%		13.66%	7.28%	-9.75%	
NET PROGRAM INCOME (Loss)		\$185,482.81	\$205,360.22	(\$19,877.41)	-9.68%	\$1,164,574.71	\$1,068,448.75	\$96,125.96	9.00%

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

INCOME	EXPENSE	For the month ended 10/31/2021	For the month ended 10/31/2020	Increase (Decrease)	% Change	For the Ten months ended 10/31/2021	For the Ten months ended 10/31/2020	Increase (Decrease)	% Change
GENERAL ADMINISTRATIVE EXPENSES									
Personnel Expense									
Salaries		\$54,471.24	\$55,864.86	(\$1,393.62)	-2.49%	\$571,592.85	\$541,780.24	\$29,812.61	5.50%
Temporary Labor									
Payroll Taxes		\$4,216.75	\$4,333.75	(\$117.00)	-2.70%	\$44,665.11	\$43,163.63	\$1,501.48	3.48%
Group Insurance		\$10,241.04	\$9,567.69	\$673.35	7.04%	\$113,687.55	\$100,066.85	\$13,620.70	13.61%
Workers Compensation		\$144.25	\$153.50	(\$9.25)	-6.03%	\$1,461.00	\$1,056.00	\$405.00	38.35%
Continuing Education		\$11.62	\$269.79	(\$258.17)	-95.69%	\$1,796.09	\$5,623.76	(\$3,827.67)	-68.06%
Retirement Plan		\$3,080.20	\$2,485.66	\$594.54	23.92%	\$29,936.39	\$25,981.31	\$3,955.08	15.22%
Total Personnel Expense		\$72,165.10	\$72,675.25	(\$510.15)	-0.70%	\$763,138.99	\$717,671.79	\$45,467.20	6.34%
Travel, Meetings, Conferences									
Auto Expense		\$1,762.22	\$636.86	\$1,125.36	176.70%	\$8,017.84	\$5,199.84	\$2,818.00	54.19%
Auto & Fixed Asset Depreciation		\$396.25	\$396.25			\$3,962.50	\$3,962.50		
Auto Insurance		\$475.50	\$473.42	\$2.08	0.44%	\$4,752.92	\$4,631.28	\$121.64	2.63%
Travel & Entertainment									
State Meetings						\$2,958.43	\$2,724.04	\$234.39	8.60%
National Meetings						\$7,997.06		\$7,997.06	
Other Conferences			\$152.39	(\$152.39)	-100.00%		\$152.39	(\$152.39)	-100.00%
Presidents Expense									
Board of Directors Meetings		\$416.84		\$416.84		\$1,753.54	\$496.81	\$1,256.73	252.96%
Committee Meetings		\$631.70	\$201.44	\$430.26	213.59%	\$2,012.45	\$2,043.76	(\$31.31)	-1.53%
Chapter Planning Conference			\$5,846.18	(\$5,846.18)	-100.00%	\$0.00	\$5,846.18	(\$5,846.18)	-100.00%
Total Travel, Meetings, Conferences		\$3,682.51	\$7,706.54	(\$4,024.03)	-52.22%	\$31,454.74	\$25,056.80	\$6,397.94	25.53%
Occupancy Expense									
Utilities		\$3,933.86	\$3,555.35	\$378.51	10.65%	\$30,483.96	\$29,764.06	\$719.90	2.42%
Building Insurance		\$1,266.20	\$1,157.96	\$108.24	9.35%	\$12,553.76	\$11,864.17	\$689.59	5.81%
Property Taxes		\$3,558.33	\$3,083.33	\$475.00	15.41%	\$35,624.85	\$30,879.95	\$4,744.90	15.37%
Janitorial Services		\$692.25	\$899.93	(\$207.68)	-23.08%	\$7,753.22	\$8,999.30	(\$1,246.08)	-13.85%
Building Repairs & Maintenance		\$3,201.39	\$2,938.36	\$263.03	8.95%	\$24,735.58	\$32,867.38	(\$8,131.80)	-24.74%
Total Occupancy Expense		\$12,652.03	\$11,634.93	\$1,017.10	8.74%	\$111,151.37	\$114,374.86	(\$3,223.49)	-2.82%
Office Expense									
Leased Office Equipment		\$465.28	\$465.28			\$4,652.80	\$4,851.02	(\$198.22)	-4.09%
Postage		(\$12.24)	\$63.60	(\$75.84)	-119.25%	\$646.47	\$627.01	\$19.46	3.10%
Telephone		\$1,286.86	\$1,054.82	\$232.04	22.00%	\$10,311.87	\$8,300.61	\$2,011.26	24.23%
Computer Software		\$3,568.38	\$827.77	\$2,740.61	331.08%	\$13,687.86	\$8,995.80	\$4,692.06	52.16%
Office Supplies		\$1,020.04	\$729.78	\$290.26	39.77%	\$4,608.00	\$3,910.06	\$697.94	17.85%
Equipment Repairs/Maintenance		\$412.76	\$436.86	(\$24.10)	-5.52%	\$7,153.48	\$6,827.30	\$326.18	4.78%
Total Office Expense		\$6,741.08	\$3,578.11	\$3,162.97	88.40%	\$41,060.48	\$33,511.80	\$7,548.68	22.53%

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

For the Month Ended October 2021 and 2020						For the Ten months ended			
INCOME	EXPENSE	For the month ended 10/31/2021	For the month ended 10/31/2020	Increase (Decrease)	% Change	10/31/2021	For the Ten months ended 10/31/2020	Increase (Decrease)	% Change
Other Expenses Advertising Accounting Association Meetings Bank Charges Professional Fees Legal Fees Taxes & Licenses Dues/Subscriptions/Sponsor Interest Expense Directors & Officer Insurance Bad Debt Expense Loss on sale of asset Miscellaneous Expense Total Other Expenses Non Cash Expense Depreciation Total Non Cash Expense Net General Administrative Expense NET PROFIT (LOSS) DUE TO OPERATIONS Additional Expense Contribution Other Income Interest Income Miscellaneous Income Rental Income Gain/Loss on Investment Asset Total Other Income NET PROFIT (LOSS)									
						\$14,500.00	\$8,700.00	\$5,800.00	66.67%
						\$220.83	\$221.30	(\$0.47)	-0.21%
						\$3,163.02	\$1,020.91	\$2,142.11	209.82%
						\$168.25	\$168.25		
						\$698.15	\$999.93	(\$301.78)	-30.18%
						\$869.90	\$1,007.07	(\$137.17)	-13.62%
						\$2,544.20	\$2,544.19		
							(\$1,821.12)	\$1,821.12	-100.00%
						\$1,387.67		\$1,387.67	
						\$23,552.02	\$12,840.53	\$10,711.49	83.42%
						\$75,965.80	\$79,116.70	(\$3,150.90)	-3.98%
						\$75,965.80	\$79,116.70	(\$3,150.90)	-3.98%
						\$1,046,323.40	\$982,572.48	\$63,750.92	6.49%
						\$118,251.31	\$85,876.27	\$32,375.04	37.70%
						\$457.50	\$540.26	(\$82.76)	-15.32%
						\$7,016.25	\$9,064.64	(\$2,048.39)	-22.60%
\$89.33	\$69.89	\$19.44	27.82%						
\$60,166.10	\$59,545.90	\$620.20	1.04%						
\$14,803.68	(\$4,636.76)	\$19,440.44	-419.27%						
\$82,075.36	\$64,043.67	\$18,031.69	28.16%						
\$199,869.17	\$149,379.68	\$50,489.49	33.80%						

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

Balance Sheet	11/30/2020	11/30/2021	Difference
Cash	\$1,925,332.68	\$1,646,057.82	\$279,274.86
Temporarily Restricted Workforce Enhancement Fund	\$170,819.15	\$150,218.02	\$20,601.13
Financial Statement	ACTUAL YTD	BUDGET YTD	% OF BUDGET
Net Dues	\$797,837.30	\$761,286.16	105%
NET PROGRAM INCOME (Loss)	\$1,265,867.98	\$1,199,255.92	106%
Net General Administrative Expense	\$1,161,736.10	\$1,162,953.62	100%
Total Other Income	\$85,290.51	\$82,783.54	103%
NET PROFIT (LOSS)	\$188,964.89	\$119,085.84	159%

Associated Builders and Contractors, Inc.
**Balance Sheet
October 2021**
ASSETS

Current Assets	November 30, 2021	November 30, 2020	Difference
Petty Cash	\$1,306.66	\$444.53	\$862.13
FDIC Insured CD's	\$310,000.00		\$310,000.00
Iberia Bank Money Market		\$309,184.14	(\$309,184.14)
Winter Park Natl Bank-Checking	\$380,254.67	\$64,321.71	\$315,932.96
Winter Park Natl Bank-Money Market	\$776,857.50	\$924,886.92	(\$148,029.42)
RaymondJames Investment Account	\$456,913.85	\$347,220.52	\$109,693.33
Total Cash	\$1,925,332.68	\$1,646,057.82	\$279,274.86
Accounts Receivable	\$25,984.98	\$80,364.27	(\$54,379.29)
Prepaid National Dues	\$172,553.27	\$178,518.29	(\$5,965.02)
Prepaid State Dues	\$41,720.60	\$37,460.19	\$4,260.41
Prepaid Insurance	\$7,469.03	\$10,597.70	(\$3,128.67)
Prepaid Expenses	\$24,175.22	\$20,537.30	\$3,637.92
Inventory	\$3,778.13	\$3,332.46	\$445.67
Total Current Assets	\$275,681.23	\$330,810.21	(\$55,128.98)
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	(\$1,270,175.69)	(\$1,173,946.68)	(\$96,229.01)
Total Fixed Assets	\$1,529,500.55	\$1,625,729.56	(\$96,229.01)
Other Assets			
Refundable Deposit	\$618.30	\$618.30	\$0.00
Total Other Assets	\$618.30	\$618.30	\$0.00
Total Assets	\$3,731,132.76	\$3,603,215.89	\$127,916.87

LIABILITIES

Current Liabilities			
Accounts Payable	\$178,880.85	\$120,356.83	\$58,524.02
Sales Taxes Payable	\$512.77	\$383.01	\$129.76
Payroll Taxes & 401K	\$0.00	\$10.37	(\$10.37)
Accrued Property Taxes	\$0.00	\$0.00	\$0.00
S.T.- Capital Lease	\$674.92	\$652.80	\$22.12
Rent Deposits	\$6,426.80	\$6,426.80	\$0.00
Unearned Income-Misc./Spec.Events	\$167,840.15	\$200,582.79	(\$32,742.64)
Unearned Income - New Members	\$94,119.46	\$57,836.94	\$36,282.52
Unearned Income - Renewals	\$745,518.65	\$759,436.66	(\$13,918.01)
Total Current Liabilities	\$1,193,973.60	\$1,145,686.20	\$48,287.40
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	\$170,819.15	\$150,218.02	\$20,601.13
Current Year Earnings	\$188,964.89	\$178,476.27	\$10,488.62
Total Fund Balance	\$2,510,821.20	\$2,423,213.48	\$87,607.72
Total Liability & Equity	\$3,731,132.76	\$3,603,215.89	\$127,916.87

INCOME	EXPENSE	ACTUAL MONTH	BUDGET MONTH	% OF BUDGET	ACTUAL YTD	BUDGET YTD	% OF BUDGET
DUES							
New Member		\$15,373.50	\$12,427.00	124%	\$94,255.75	\$77,851.50	121%
New Credit		\$3,893.20	\$3,893.20	100%	\$42,825.20	\$42,825.22	100%
Renew Dues		\$89,162.71	\$85,358.86	104%	\$980,789.83	\$938,947.49	104%
Enrollment Fee		\$100.00	\$200.00	50%	\$8,101.00	\$6,800.00	119%
Membership Promotion			\$66.67			\$733.33	
Total Dues Income		\$108,529.41	\$101,945.73	106%	\$1,125,971.78	\$1,067,157.54	106%
DUES							
National Dues		\$22,274.28	\$21,512.89	104%	\$245,017.06	\$223,695.78	110%
2020 National Credits		\$777.51	\$777.51	100%	\$8,552.61	\$8,552.66	100%
State Dues		\$5,322.22	\$4,889.29	109%	\$56,711.12	\$50,839.95	112%
2020 State Credits		\$196.18	\$196.18	100%	\$2,157.98	\$2,157.99	100%
Membership Promotion		\$2,113.71	\$1,875.00	113%	\$15,695.71	\$20,625.00	76%
Total Dues Expense		\$30,683.90	\$29,250.87	105%	\$328,134.48	\$305,871.38	107%
Net Dues Income		\$77,845.51	\$72,694.86	107%	\$797,837.30	\$761,286.16	105%
	Cost of Dues	28%	29%		29%	29%	

INCOME	EXPENSE	ACTUAL MONTH	BUDGET MONTH	% OF BUDGET	ACTUAL YTD	BUDGET YTD	% OF BUDGET
TRAINING & DEVELOPMENT							
Training & Development Registration		\$5,853.51	\$12,206.80	48%	\$153,103.09	\$149,973.50	102%
Books			\$1,125.00		\$5,610.00	\$7,725.00	73%
Total Training & Development Income		\$5,853.51	\$13,331.80	44%	\$158,713.09	\$157,698.50	101%
TRAINING & DEVELOPMENT EXPENSE							
	Training & Development Expense	\$2,905.29	\$4,405.00	66%	\$20,425.64	\$27,109.00	75%
	Training & Development Instructors	\$920.00	\$1,300.00	71%	\$55,693.00	\$34,234.00	163%
	Books		\$1,125.00		\$6,743.06	\$7,725.00	87%
	Total Training & Development Expense	\$3,825.29	\$6,830.00	56%	\$82,861.70	\$69,068.00	120%
Net Training & Development Income		\$2,028.22	\$6,501.80	31%	\$75,851.39	\$88,630.50	86%
	Cost of Training & Development	65%	51%		52%	44%	
MEETINGS & SPECIAL EVENTS INCOME							
Meetings (Ticket Events)		\$13,650.00	\$16,380.00	83%	\$120,086.00	\$95,760.00	125%
Golf Tournament					\$159,922.25	\$133,750.00	120%
Excellence in Construction		\$3,866.00			\$276,436.99	\$283,250.00	98%
Construction Expo					\$84,075.00	\$82,100.00	102%
Special Other Income		\$514.11			\$9,368.40	\$8,000.00	117%
Special Events (Sponsored)		\$12,875.00	\$11,490.00	112%	\$36,625.00	\$32,265.00	114%
Total Meetings & Special Events Income		\$30,905.11	\$27,870.00	111%	\$686,513.64	\$635,125.00	108%
MEETINGS & SPECIAL EVENTS EXPENSE							
	Meetings (Ticket Events)	\$7,622.05	\$9,600.00	79%	\$54,387.37	\$47,896.00	114%
	Golf Tournament	(\$1.93)			\$102,075.46	\$84,091.00	121%
	Excellence in Construction	\$58.58			\$167,111.30	\$187,900.00	89%
	Construction Expo	\$80.36			\$36,396.33	\$32,940.00	110%
	Special Other Expense	\$514.11			\$9,441.75	\$8,000.00	118%
	Special Events (Sponsored)	\$6,193.50	\$4,290.00	144%	\$22,040.06	\$17,740.00	124%
	Meetings & Events Gen.Expenses	\$4.38	\$225.00	2%	\$2,341.31	\$2,475.00	95%
	Total Meetings & Events Expense	\$14,471.05	\$14,115.00	103%	\$393,793.58	\$381,042.00	103%
Net Meetings & Events		\$16,434.06	\$13,755.00	119%	\$292,720.06	\$254,083.00	115%
	Cost of Meetings & Events	47%	51%		57%	60%	

INCOME	EXPENSE	ACTUAL MONTH	BUDGET MONTH	% OF BUDGET	ACTUAL YTD	BUDGET YTD	% OF BUDGET
MARKETING INCOME							
Magazine		\$6,629.17	\$6,135.00	108%	\$73,475.37	\$70,140.00	105%
Directory					\$46,590.00	\$45,015.00	103%
Other Advertising		\$325.00	\$600.00	54%	\$5,125.00	\$6,875.00	75%
Total Marketing Income		\$6,954.17	\$6,735.00	103%	\$125,190.37	\$122,030.00	103%
MARKETING EXPENSE							
	Magazine	\$2,323.27	\$2,025.00	115%	\$20,220.56	\$20,275.00	100%
	Directory				\$7,297.59	\$7,200.00	101%
	Other Advertising	\$458.32	\$400.00	115%	\$4,793.15	\$4,400.00	109%
Total Marketing Expense		\$2,781.59	\$2,425.00	115%	\$32,311.30	\$31,875.00	101%
Net Marketing		\$4,172.58	\$4,310.00	97%	\$92,879.07	\$90,155.00	103%
	Cost of Marketing	40%	36%		26%	26%	
SPECIAL SERVICES INCOME							
Job Site Signs		\$491.55	\$541.67	91%	\$7,539.91	\$5,958.33	127%
Workforce Enhancement Fund					\$32,950.00		
Promotional Fees							
Classroom Rental		\$535.00	\$208.33	257%	\$2,770.25	\$2,291.67	121%
Total Special Services Income		\$1,026.55	\$750.00	137%	\$43,260.16	\$8,250.00	524%
SPECIAL SERVICES EXPENSE							
	Job Site Signs	\$213.65	\$265.42	80%	\$3,693.78	\$2,919.58	127%
	Workforce Enhancement Fund				\$32,950.00		
	Classroom Rental Expense		\$20.84		\$36.22	\$229.16	16%
Total Special Services Expense		\$213.65	\$286.26	75%	\$36,680.00	\$3,148.74	1165%
Net Special Services		\$812.90	\$463.74	175%	\$6,580.16	\$5,101.26	129%
	Cost of Special Services	21%	38%		85%	38%	
NET PROGRAM INCOME (Loss)		\$101,293.27	\$97,725.40	104%	\$1,265,867.98	\$1,199,255.92	106%

INCOME	EXPENSE	ACTUAL MONTH	BUDGET MONTH	% OF BUDGET	ACTUAL YTD	BUDGET YTD	% OF BUDGET
GENERAL ADMINISTRATIVE EXPENSES							
Personnel Expense							
Salaries		\$66,709.14	\$60,973.25	109%	\$638,301.99	\$625,705.75	102%
Temporary Labor							
Payroll Taxes		\$5,152.96	\$4,281.67	120%	\$49,818.07	\$43,948.34	113%
Group Insurance		\$9,991.60	\$10,385.83	96%	\$123,679.15	\$114,244.17	108%
Workers Compensation		\$144.25	\$153.00	94%	\$1,605.25	\$1,683.00	95%
Continuing Education			\$500.00		\$1,796.09	\$5,500.00	33%
Retirement Plan		\$2,717.40	\$3,750.00	72%	\$32,653.79	\$41,250.00	79%
Total Personnel Expense		\$84,715.35	\$80,043.75	106%	\$847,854.34	\$832,331.26	102%
Travel, Meetings, Conferences							
Auto Expense		\$788.05	\$583.33	135%	\$8,805.89	\$6,416.67	137%
Auto & Fixed Asset Depreciation		\$396.25	\$408.33	97%	\$4,358.75	\$4,491.67	97%
Auto Insurance		\$475.50	\$469.48	101%	\$5,228.42	\$5,164.30	101%
State Meetings			250.00		\$2,958.43	\$4,000.00	74%
National Meetings		\$2,443.66	2,500.00	98%	\$10,440.72	\$8,000.00	131%
Other Conferences							
Presidents Expense							
Board of Directors Meetings		\$1,830.65	100.00	1831%	\$3,584.19	6,800.00	53%
Committee Meetings		\$265.74	\$254.50	104%	\$2,278.19	\$2,799.45	81%
Chapter Planning Conference		\$991.09			\$991.09		
Total Travel, Meetings, Conferences		\$7,190.94	\$4,565.64	158%	\$38,645.68	\$37,672.09	103%
Occupancy Expense							
Utilities		\$3,686.22	\$3,113.43	118%	\$34,170.18	\$34,247.76	100%
Building Insurance		\$1,266.20	\$1,183.33	107%	\$13,819.96	\$13,016.67	106%
Property Taxes		\$3,599.88	\$3,558.33	101%	\$39,224.73	\$39,141.67	100%
Janitorial Services		\$692.55	\$916.67	76%	\$8,445.77	\$10,083.33	84%
Building Repairs & Maintenance		\$2,907.69	\$2,916.67	100%	\$27,643.27	\$32,083.33	86%
Total Occupancy Expense		\$12,152.54	\$11,688.43	104%	\$123,303.91	\$128,572.76	96%
Office Expense							
Leased Office Equipment		\$465.28	\$491.67	95%	\$5,118.08	\$5,408.33	95%
Postage		\$40.56	\$83.33	49%	\$687.03	\$916.67	75%
Telephone		\$799.70	\$833.33	96%	\$11,111.57	\$9,166.67	121%
Computer Software		\$812.40	\$880.83	92%	\$14,500.26	\$9,689.17	150%
Office Supplies		\$296.33	\$391.67	76%	\$4,904.33	\$4,308.33	114%
Equipment Repairs/Maintenance		\$479.46	\$625.00	77%	\$7,632.94	\$6,875.00	111%
Total Office Expense		\$2,893.73	\$3,305.83	88%	\$43,954.21	\$36,364.17	121%

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%	\$242.83	\$316.39	77%
Professional Fees		\$338.29	\$3,285.00	10%	\$3,501.31	\$20,710.00	17%
Legal Fees							
Taxes & Licenses			\$25.00		\$168.25	\$275.00	61%
Dues/Subscriptions/Sponsor		\$172.02	\$125.00	138%	\$870.17	\$1,375.00	63%
Interest Expense		\$76.83	\$76.83	100%	\$946.73	\$955.04	99%
Loss on sale of asset							
Directors & Officer Insurance		\$254.42	\$254.42	100%	\$2,798.62	\$2,798.58	100%
Miscellaneous Expense					\$1,387.67		
Total Other Expenses		\$863.56	\$3,795.01	23%	\$24,415.58	\$40,930.01	60%
Non Cash Expense							
Depreciation		\$7,596.58	\$7,916.67	96%	\$83,562.38	\$87,083.33	96%
Total Non Cash Expense		\$7,596.58	\$7,916.67	96%	\$83,562.38	\$87,083.33	96%
Net General Administrative Expense		\$115,412.70	\$111,315.33	104%	\$1,161,736.10	\$1,162,953.62	100%
NET PROFIT (LOSS) DUE TO OPERATIONS		(\$14,119.43)	(\$13,589.93)	104%	\$104,131.88	\$36,302.30	287%
Additional Expense							
Contribution		\$0.00	-	#DIV/0!	\$457.50	\$0.00	#DIV/0!
Other Income							
Interest Income		\$389.21	1,250.00	31%	\$7,405.46	13,750.00	54%
Miscellaneous Income		\$14.71	9.17	160%	\$104.04	100.83	103%
Rental Income		\$6,050.86	\$6,016.61	101%	\$66,216.96	66,182.71	100%
Gain/Loss on Investment Asset		(\$3,239.63)	250.00	-1296%	\$11,564.05	2,750.00	421%
Total Other Income		\$3,215.15	\$7,525.78	43%	\$85,290.51	\$82,783.54	103%
NET PROFIT (LOSS)		(\$10,904.28)	(\$6,064.15)	180%	\$188,964.89	\$119,085.84	159%

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

For the month ended November 2021 and 2020						For the Eleven months ended 11/30/2021		For the Eleven months ended 11/30/2020		Increase (Decrease) % Change	
INCOME	EXPENSE	For the month ended 11/30/2021	For the month ended 11/30/2020	Increase (Decrease)	% Change					Increase (Decrease)	% Change
DUES											
	New Member	\$15,373.50	\$8,913.50	\$6,460.00	72.47%		\$94,255.75	\$55,565.09	\$38,690.66	69.63%	
	New Credit	\$3,893.20	\$6,440.02	(\$2,546.82)	-39.55%		\$42,825.20	\$70,840.22	(\$28,015.02)	-39.55%	
	Renew Dues	\$89,162.71	\$86,837.33	\$2,325.38	2.68%		\$980,789.83	\$955,210.65	\$25,579.18	2.68%	
	Enrollment Fee	\$100.00	\$100.00				\$8,101.00	\$4,560.00	\$3,541.00	77.65%	
	Membership Promotion							\$900.00	(\$900.00)	-100.00%	
	Total Dues Income	\$108,529.41	\$102,290.85	\$6,238.56	6.10%		\$1,125,971.78	\$1,087,075.96	\$38,895.82	3.58%	
	DUES										
	National Dues	\$22,274.28	\$22,278.01	(\$3.73)	-0.02%		\$245,017.06	\$231,463.97	\$13,553.09	5.86%	
	2020 National Credits	\$777.51	\$1,384.00	(\$606.49)	-43.82%		\$8,552.61	\$15,224.00	(\$6,671.39)	-43.82%	
	State Dues	\$5,322.22	\$4,963.19	\$359.03	7.23%		\$56,711.12	\$52,761.82	\$3,949.30	7.49%	
	2020 State Credits	\$196.18	\$376.04	(\$179.86)	-47.83%		\$2,157.98	\$4,136.44	(\$1,978.46)	-47.83%	
	Membership Promotion	\$2,113.71	\$2,750.43	(\$636.72)	-23.15%		\$15,695.71	\$15,424.13	\$271.58	1.76%	
	Total Dues Expense	\$30,683.90	\$31,751.67	(\$1,067.77)	-3.36%		\$328,134.48	\$319,010.36	\$9,124.12	2.86%	
Net Dues Income		\$77,845.51	\$70,539.18	\$7,306.33	10.36%		\$797,837.30	\$768,065.60	\$29,771.70	3.88%	
	Cost of Dues	28.27%	31.04%	-17.12%			29.14%	29.35%	23.46%		

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

INCOME	EXPENSE	For the month ended 11/30/2021	For the month ended 11/30/2020	Increase (Decrease)	% Change	For the Eleven months ended 11/30/2021	For the Eleven months ended 11/30/2020	Increase (Decrease)	% Change
TRAINING & DEVELOPMENT									
Training & Development Registration		\$5,853.51	\$3,639.64	\$2,213.87	60.83%	\$153,103.09	\$122,702.43	\$30,400.66	24.78%
Books						\$5,610.00	\$4,980.00	\$630.00	12.65%
Total Training & Development Income		\$5,853.51	\$3,639.64	\$2,213.87	60.83%	\$158,713.09	\$127,682.43	\$31,030.66	24.30%
	Training & Development EXPENSE								
	Training & Development Expense	\$2,905.29	\$806.46	\$2,098.83	260.25%	\$20,425.64	\$13,991.51	\$6,434.13	45.99%
	Training & Development Instructors	\$920.00	(\$225.00)	\$1,145.00	-508.89%	\$55,693.00	\$34,262.00	\$21,431.00	62.55%
	Books					\$6,743.06	\$4,854.21	\$1,888.85	38.91%
	Total Seminar Expense	\$3,825.29	\$581.46	\$3,243.83	557.88%	\$82,861.70	\$53,107.72	\$29,753.98	56.03%
Net Training & Development Income		\$2,028.22	\$3,058.18	(\$1,029.96)	-33.68%	\$75,851.39	\$74,574.71	\$1,276.68	1.71%
	Cost of Training & Development	65.35%	15.98%	146.52%		52.21%	41.59%	95.89%	
MEETINGS & SPECIAL EVENTS INCOME									
Meetings (Ticket Events)		\$13,650.00	\$14,353.00	(\$703.00)	-4.90%	\$120,086.00	\$87,892.00	\$32,194.00	36.63%
Golf Tournament			\$48,240.00	(\$48,240.00)	-100.00%	\$159,922.25	\$139,805.00	\$20,117.25	14.39%
Excellence in Construction		\$3,866.00	\$2,991.00	\$875.00	29.25%	\$276,436.99	\$271,628.88	\$4,808.11	1.77%
Construction Expo						\$84,075.00	\$56,840.00	\$27,235.00	47.92%
Special Other Income		\$514.11		\$514.11		\$9,368.40	\$7,419.94	\$1,948.46	26.26%
Special Events (Sponsored)		\$12,875.00	\$10,750.00	\$2,125.00	19.77%	\$36,625.00	\$33,950.00	\$2,675.00	7.88%
Total Meetings & Special Events Income		\$30,905.11	\$76,334.00	(\$45,428.89)	-59.51%	\$686,513.64	\$597,535.82	\$88,977.82	14.89%
	MEETINGS & SPECIAL EVENTS EXPENSE								
	Meetings (Ticket Events)	\$7,622.05	\$9,244.38	(\$1,622.33)	-17.55%	\$54,387.37	\$50,516.02	\$3,871.35	7.66%
	Golf Tournament	(\$1.93)	\$23,838.54	(\$23,840.47)	-100.01%	\$102,075.46	\$77,173.66	\$24,901.80	32.27%
	Excellence in Construction	\$58.58	\$2,278.41	(\$2,219.83)	-97.43%	\$167,111.30	\$163,180.74	\$3,930.56	2.41%
	Construction Expo	\$80.36		\$80.36		\$36,396.33	\$30,193.13	\$6,203.20	20.55%
	Special Other Expense	\$514.11	\$844.24	(\$330.13)	-39.10%	\$9,441.75	\$8,809.79	\$631.96	7.17%
	Special Events (Sponsored)	\$6,193.50	\$5,308.17	\$885.33	16.68%	\$22,040.06	\$18,768.38	\$3,271.68	17.43%
	Meetings & Events Gen.Expenses	\$4.38	\$73.15	(\$68.77)	-94.01%	\$2,341.31	\$1,934.99	\$406.32	21.00%
	Total Meetings & Events Expense	\$14,471.05	\$41,586.89	(\$27,115.84)	-65.20%	\$393,793.58	\$350,576.71	\$43,216.87	12.33%
Net Meetings & Events		\$16,434.06	\$34,747.11	(\$18,313.05)	-52.70%	\$292,720.06	\$246,959.11	\$45,760.95	18.53%
	Cost of Meetings & Events	46.82%	54.48%	59.69%		57.36%	58.67%	48.57%	

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

INCOME	EXPENSE	For the month ended 11/30/2021	For the month ended 11/30/2020	Increase (Decrease)	% Change	For the Eleven months ended 11/30/2021	For the Eleven months ended 11/30/2020	Increase (Decrease)	% Change
MARKETING INCOME									
Magazine		\$6,629.17	\$6,265.00	\$364.17	5.81%	\$73,475.37	\$65,863.10	\$7,612.27	11.56%
Directory						\$46,590.00	\$46,865.00	(\$275.00)	-0.59%
Other Advertising		\$325.00	\$350.00	(\$25.00)	-7.14%	\$5,125.00	\$5,175.00	(\$50.00)	-0.97%
Total Marketing Income		\$6,954.17	\$6,615.00	\$339.17	5.13%	\$125,190.37	\$117,903.10	\$7,287.27	6.18%
	MARKETING EXPENSE								
	Magazine	\$2,323.27	\$3,069.16	(\$745.89)	-24.30%	\$20,220.56	\$20,778.28	(\$557.72)	-2.68%
	Directory		\$30.48	(\$30.48)	-100.00%	\$7,297.59	\$7,151.47	\$146.12	2.04%
	Other Advertising	\$458.32	\$109.54	\$348.78	318.40%	\$4,793.15	\$3,597.98	\$1,195.17	33.22%
	Total Marketing Expense	\$2,781.59	\$3,209.18	(\$427.59)	-13.32%	\$32,311.30	\$31,527.73	\$783.57	2.49%
Net Marketing		\$4,172.58	\$3,405.82	\$766.76	22.51%	\$92,879.07	\$86,375.37	\$6,503.70	7.53%
	Cost of Marketing	40.00%	48.51%	-126.07%		25.81%	26.74%	10.75%	
SPECIAL SERVICES INCOME									
Job Site Signs		\$491.55		\$491.55		\$7,539.91	\$5,833.90	\$1,706.01	29.24%
Workforce Enhancement Fund						\$32,950.00	\$51,000.00	(\$18,050.00)	-35.39%
Promotional Fees									
Classroom Rental		\$535.00		\$535.00		\$2,770.25	\$1,228.53	\$1,541.72	125.49%
Total Special Services Income		\$1,026.55		\$1,026.55		\$43,260.16	\$58,062.43	(\$14,802.27)	-25.49%
	SPECIAL SERVICES EXPENSE								
	Job Site Signs	\$213.65		\$213.65		\$3,693.78	\$2,812.86	\$880.92	31.32%
	Workforce Enhancement Fund					\$32,950.00	\$51,000.00	(\$18,050.00)	-35.39%
	Classroom Rental Expense					\$36.22	\$25.32	\$10.90	43.05%
	Total Special Services Expense	\$213.65		\$213.65		\$36,680.00	\$53,838.18	(\$17,158.18)	-31.87%
Net Special Services		\$812.90		\$812.90		\$6,580.16	\$4,224.25	\$2,355.91	55.77%
	Cost of Special Services	20.81%		20.81%		15.21%	7.28%	-15.92%	
NET PROGRAM INCOME (Loss)		\$101,293.27	\$111,750.29	(\$10,457.02)	-9.36%	\$1,265,867.98	\$1,180,199.04	\$85,668.94	7.26%

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

INCOME	EXPENSE	For the month ended 11/30/2021	For the month ended 11/30/2020	Increase (Decrease)	% Change	For the Eleven months ended 11/30/2021	For the Eleven months ended 11/30/2020	Increase (Decrease)	% Change
GENERAL ADMINISTRATIVE EXPENSES									
Personnel Expense									
Salaries		\$66,709.14	\$51,338.86	\$15,370.28	29.94%	\$638,301.99	\$593,119.10	\$45,182.89	7.62%
Temporary Labor									
Payroll Taxes		\$5,152.96	\$3,724.24	\$1,428.72	38.36%	\$49,818.07	\$46,887.87	\$2,930.20	6.25%
Group Insurance		\$9,991.60	\$11,775.48	(\$1,783.88)	-15.15%	\$123,679.15	\$111,842.33	\$11,836.82	10.58%
Workers Compensation		\$144.25	\$153.50	(\$9.25)	-6.03%	\$1,605.25	\$1,209.50	\$395.75	32.72%
Continuing Education			\$118.22	(\$118.22)	-100.00%	\$1,796.09	\$5,741.98	(\$3,945.89)	-68.72%
Retirement Plan		\$2,717.40	\$2,445.66	\$271.74	11.11%	\$32,653.79	\$28,426.97	\$4,226.82	14.87%
Total Personnel Expense		\$84,715.35	\$69,555.96	\$15,159.39	21.79%	\$847,854.34	\$787,227.75	\$60,626.59	7.70%
Travel, Meetings, Conferences									
Auto Expense		\$788.05	\$863.02	(\$74.97)	-8.69%	\$8,805.89	\$6,062.86	\$2,743.03	45.24%
Auto & Fixed Asset Depreciation		\$396.25	\$396.25			\$4,358.75	\$4,358.75		
Auto Insurance		\$475.50	\$473.42	\$2.08	0.44%	\$5,228.42	\$5,104.70	\$123.72	2.42%
Travel & Entertainment									
State Meetings			\$66.90	(\$66.90)	-100.00%	\$2,958.43	\$2,790.94	\$167.49	6.00%
National Meetings		\$2,443.66	\$2,808.66	(\$365.00)	-13.00%	\$10,440.72	\$2,808.66	\$7,632.06	271.73%
Other Conferences							\$152.39	(\$152.39)	-100.00%
Presidents Expense									
Board of Directors Meetings		\$1,830.65	\$46.14	\$1,784.51	3867.60%	\$3,584.19	\$542.95	\$3,041.24	560.13%
Committee Meetings		\$265.74	\$329.16	(\$63.42)	-19.27%	\$2,278.19	\$2,372.92	(\$94.73)	-3.99%
Chapter Planning Conference		\$991.09		\$991.09		\$991.09	\$5,846.18	(\$4,855.09)	-83.05%
Total Travel, Meetings, Conferences		\$7,190.94	\$4,983.55	\$2,207.39	44.29%	\$38,645.68	\$30,040.35	\$8,605.33	28.65%
Occupancy Expense									
Utilities		\$3,686.22	\$3,534.03	\$152.19	4.31%	\$34,170.18	\$33,298.09	\$872.09	2.62%
Building Insurance		\$1,266.20	\$1,157.96	\$108.24	9.35%	\$13,819.96	\$13,022.13	\$797.83	6.13%
Property Taxes		\$3,599.88	\$3,083.33	\$516.55	16.75%	\$39,224.73	\$33,963.28	\$5,261.45	15.49%
Janitorial Services		\$692.55	\$899.93	(\$207.38)	-23.04%	\$8,445.77	\$9,899.23	(\$1,453.46)	-14.68%
Building Repairs & Maintenance		\$2,907.69	\$1,507.50	\$1,400.19	92.88%	\$27,643.27	\$34,374.88	(\$6,731.61)	-19.58%
Total Occupancy Expense		\$12,152.54	\$10,182.75	\$1,969.79	19.34%	\$123,303.91	\$124,557.61	(\$1,253.70)	-1.01%
Office Expense									
Leased Office Equipment		\$465.28	\$465.28			\$5,118.08	\$5,316.30	(\$198.22)	-3.73%
Postage		\$40.56	(\$27.38)	\$67.94	-248.14%	\$687.03	\$599.63	\$87.40	14.58%
Telephone		\$799.70	\$846.95	(\$47.25)	-5.58%	\$11,111.57	\$9,147.56	\$1,964.01	21.47%
Computer Software		\$812.40	\$587.89	\$224.51	38.19%	\$14,500.26	\$9,583.69	\$4,916.57	51.30%
Office Supplies		\$296.33	\$447.95	(\$151.62)	-33.85%	\$4,904.33	\$4,358.01	\$546.32	12.54%
Equipment Repairs/Maintenance		\$479.46	\$330.13	\$149.33	45.23%	\$7,632.94	\$7,157.43	\$475.51	6.64%
Total Office Expense		\$2,893.73	\$2,650.82	\$242.91	9.16%	\$43,954.21	\$36,162.62	\$7,791.59	21.55%

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

INCOME	EXPENSE	For the month ended 11/30/2021	ended 11/30/2020	Increase (Decrease)	% Change	For the Eleven months ended 11/30/2021	For the Eleven months ended 11/30/2020	Increase (Decrease)	% Change
Other Expenses									
Advertising						\$14,500.00	\$8,700.00	\$5,800.00	66.67%
Accounting									
Association Meetings									
Bank Charges		\$22.00	\$91.30	(\$69.30)	-75.90%	\$242.83	\$312.60	(\$69.77)	-22.32%
Professional Fees		\$338.29		\$338.29		\$3,501.31	\$1,020.91	\$2,480.40	242.96%
Legal Fees									
Taxes & Licenses			\$424.00	(\$424.00)	-100.00%	\$168.25	\$592.25	(\$424.00)	-71.59%
Dues/Subscriptions/Sponsor		\$172.02	\$220.00	(\$47.98)	-21.81%	\$870.17	\$1,219.93	(\$349.76)	-28.67%
Interest Expense		\$76.83	\$98.85	(\$22.02)	-22.28%	\$946.73	\$1,105.92	(\$159.19)	-14.39%
Directors & Officer Insurance		\$254.42	\$254.42			\$2,798.62	\$2,798.61	\$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		\$863.56	\$1,088.57	(\$225.01)	-20.67%	\$24,415.58	\$13,929.10	\$10,486.48	75.28%
Non Cash Expense									
Depreciation		\$7,596.58	\$7,911.67	(\$315.09)	-3.98%	\$83,562.38	\$87,028.37	(\$3,465.99)	-3.98%
Total Non Cash Expense		\$7,596.58	\$7,911.67	(\$315.09)	-3.98%	\$83,562.38	\$87,028.37	(\$3,465.99)	-3.98%
Net General Administrative Expense		\$115,412.70	\$96,373.32	\$19,039.38	19.76%	\$1,161,736.10	\$1,078,945.80	\$82,790.30	7.67%
NET PROFIT (LOSS) DUE TO OPERATIONS		(\$14,119.43)	\$15,376.97	(\$29,496.40)	-191.82%	\$104,131.88	\$101,253.24	\$2,878.64	2.84%
Additional Expense									
Contribution			\$96.82	(\$96.82)	-100.00%	\$457.50	\$637.08	(\$179.58)	-28.19%
Other Income									
Interest Income		\$389.21	\$409.28	(\$20.07)	-4.90%	\$7,405.46	\$9,473.92	(\$2,068.46)	-21.83%
Miscellaneous Income		\$14.71	\$30.00	(\$15.29)	-50.97%	\$104.04	\$99.89	\$4.15	4.15%
Rental Income		\$6,050.86	\$6,016.61	\$34.25	0.57%	\$66,216.96	\$65,562.51	\$654.45	1.00%
Gain/Loss on Investment Asset		(\$3,239.63)	\$7,360.55	(\$10,600.18)	-144.01%	\$11,564.05	\$2,723.79	\$8,840.26	324.56%
Total Other Income		\$3,215.15	\$13,816.44	(\$10,601.29)	-76.73%	\$85,290.51	\$77,860.11	\$7,430.40	9.54%
NET PROFIT (LOSS)		(\$10,904.28)	\$29,096.59	(\$40,000.87)	-137.48%	\$188,964.89	\$178,476.27	\$10,488.62	5.88%



**Central Florida Chapter
Associated Builders and Contractors, Inc.
2022 National and State Representatives**

National Board Member Representatives

- Chris Evans (Chair)
- Michael Parks (Immediate Past Chair)
- Carlos Velasco (Incoming Chair)

National Board Member Alternates

- Dave Bridenbaugh
- Ben Goodin
- Brian Prebenda

State Board Member Representatives

- Mike Dodane
- Doug Gartenlaub
- Michael Jordan
- Steven Lockhart
- Tom Wert

State Board Member Alternates

- Jason Albu
- Ben Goodin



**Central Florida Chapter
Associated Builders and Contractors, Inc.
Board of Directors
December 13, 2021**

PREREADS

Membership Reports

- New Members 2021 & Renewed Members 2021
- Statistics on Renewal 2022
- List of potential 2022 Drop Members

Meetings & Events Report

- Excellence in Construction Awards Committee Wrap-up
- Schedule of 2022 Events
- Meetings & Events for November & Upcoming

Training & Development Department Report

- November Recap & Jan/Feb Programs, NEXGEN Sessions

Communications Department Report

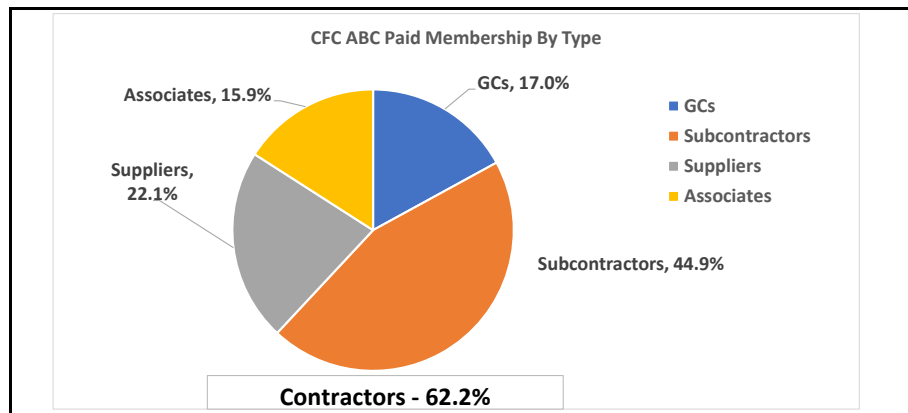
- ABC Gives Back Article Participation

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

Membership by Company

<i>Member Companies</i>	
Companies as of YE 2020:	424
2021 Renewed:	371 87.50%
Dropped:	53
Unpaid:	0
Percentage of Budgeted New Members (70)	
Renewals:	371
New Members for 2021:	81 115.71%
Total Paid 2021 Membership:	452

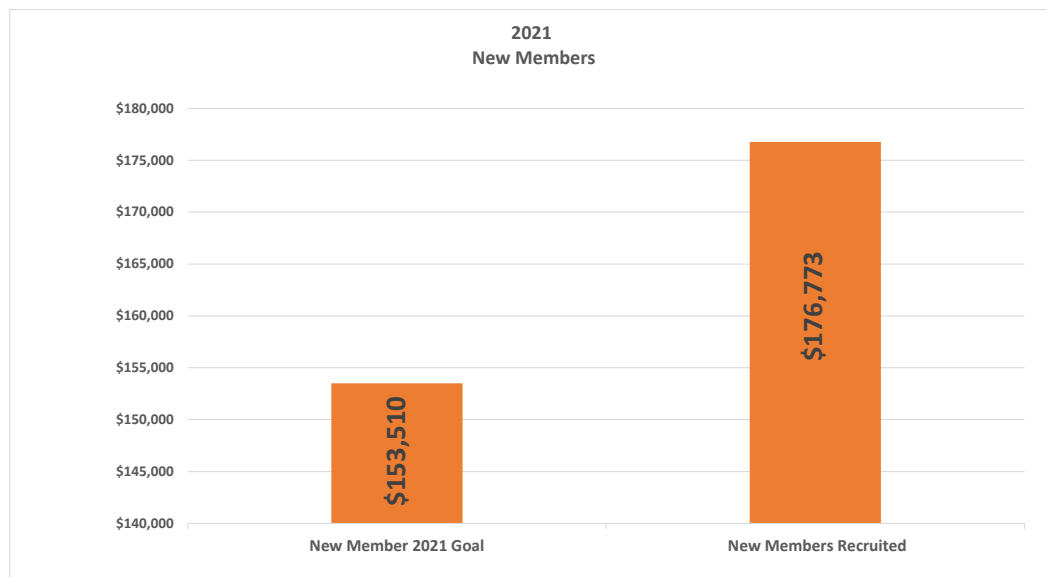
Membership by Type



November 2021 New Members

COMPANY	CONTACT	CO. PHONE	CTG/TRADE	BOARD SPONSOR
Rolling Plains Construction	Angelica Sessions	813-689-7200	7-Spray fireproofing/spray insulation	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%



2022 Membership Statistics (as of 12/8/21)

Retention:

- Member companies invoiced for renewal: 451
 - * Member companies renewed: 247 (54.8%)
 - * Contractor % of renewed: 61.9%
- Dues invoiced for renewal: \$1,252,193.19
 - * Renewal dues dollars received: \$732,610.91 (58.5%)

Dropped:

- All Commercial Floors: out of business
- Assured Partners: Not in 2022 budget
- J&M Concrete Cutting and Coring: Not in 2022 budget
- Jon M. Hall and Company: Not in 2022 budget
- Kimmins Contracting:
- Lanco Paints: business re-focus, not focusing on commercial building
- Real Floors Commercial: out of business
- SAVI EHS: merged with Amphibious Medics
- Sebastian Moving & Storage: no interest in membership, joined to only get vehicle discount
- Thunder Creek Equipment: no interest in membership, joined to only get vehicle discount
- Trench Plate Rental Company: merged w/ National Trench Safety
- Wal-Mark: no longer focusing on Central Florida market
- Zoom Drain: out of business



Membership Director
Catherine Wert
cwert@abccentralfloida.org
D. 407.398.1278
C. 407.209.5604
ABCCentralfloida.com

**Central Florida Chapter ABC
Excellence in Construction Awards 2021
Results/Critique**

Chair: Tim Bernardi, Mader Southeast

Vice Chair: Sam Burns, Balfour Beatty

Survey Results after Calls

2021:

GC Entries: 66 projects from 29 companies

Sub Entries: 99 projects from 43 companies

Total: 165 projects from 72 companies

2020:

GC Entries: 66 projects from 31 companies

Sub Entries: 123 projects from 47 companies

Total: 189 projects from 78 companies

ACTION: compare survey results to actual results. How effective and accurate was the survey?

Project Entries

2021: 136 Entries – (54 GC, 82 Sub)

2020: 154 Entries – (55 GC, 99 Sub)

2019: 159 Entries – (54 GC, 105 Sub)

2018: 147 Entries – (51 GC, 96 Sub)

2017: 180 Entries – (47 GC, 133 Sub)

2016: 123 Entries – (47 GC, 76 Sub)

2015: 134 Entries – (47 GC, 87 Sub)

2014: 128 Entries – (43 GC, 85 Sub)

2013: 124 Entries

2012: 125 Entries

2011: 119 Entries

2010: 185 Entries

Company Participation

2021: 37 Subs, 28 GCs, total 65

2020: 41 Subs, 27 GCs, total 68

2019: 46 Subs, 29 GCs, total 75

2018: 40 Subs, 26 GCs, total 66

2017: 49 Subs, 26 GCs, total 75

2016: 41 Subs, 23 GCs, total 64

2015: 44 Subs, 24 GCs, total 68

2014: 43 Subs, 22 GCs, total 65

2013: 35 Subs, 27 GCs, total 62

2012: 40 Subs, 26 GCs, total 66

2011: 45 Subs, 25 GCs, total 70

2010: 47 Subs, 38 GCs, total 85

ACTION: Determine why goal was not met. What are some things that might have helped to reach goals?

GC Letters

2021: 5 companies participated with 175 letters

2020: 6 companies participated with 261 letters

2019: 11 companies participated with 220 letters

2018: 11 companies participated with 200 letters

2017: 9 companies participated with 271

2016: 272 letters

ACTION: Determine why goal was not met. What actions could have been done to reach goal?

Workshops

2021: 3 Workshops with 7, 8, and 8 attending

2020: March 4 – 14 attended

All other workshops cancelled because of COVID-19

2019: 3 Workshops with 13, 12, and 13 attending

2018: 3 Workshops with 4, 6, and 16 attending

ACTION: Determine if workshops successful. Evaluate content, need changes? Should certain companies/people be targeted to attend?

Judging Forms, Procedures, and Presentations

2021: 52 Judges (including POY) 22 Drivers

2020: 69 Judges (including POY) 23 Drivers

2019: 78 Judges 36 Drivers

2018: 73 Judges 32 Drivers

2017: 89 Judges 41 Drivers

Project Visits: Bulk of judging done in June; 5-6 in July

ACTION: Discuss problems and solutions (tour guides, directions, orientation, follow through, scheduling, etc.)

EIC Awards Magazine Advertising

2021: \$43,405, 31 companies

2020: \$35,775 Advertising Sales, 25 companies Goal: \$45,000

2019: \$42,300, 28 companies

2018: \$38,485, 28 companies

2017: \$33,695, 30 companies

2016: \$23,680, 18 companies

2015: \$35,569, 21 companies

2014: \$33,055, 20 companies

2013: \$27,050, 21 companies

2012: \$29,815, 19 companies

ACTION: Review Content/Layout/Format – Suggestions for Improvement, Review New Additions in 2021

EIC Awards Banquet

2021: Omni Resort – 720 reservations (48 judges)	A Taste of Tuscany
2020: Omni Resort - 714 reservations (40 judges)	Havana Nights
2019: Hyatt Regency – 863 reservations	Fire & Ice
2018: Hyatt Regency – 831 reservations	A Red Carpet Affair
2017: Hyatt Regency – 896 reservations	Art Deco
2016: Hyatt Regency – 644 reservations	No Theme (Blue Wave look)
2015: Hyatt Regency – 700 reservations	Soaring to Excellence
2014: Loew's Royal Pacific – 726 reservations	South Pacific
2013: The Peabody – 617 reservations	Mardi Gras
2012: The Peabody – 528 reservations	Around the World in 80 Days
2011: J. W. Marriott Orlando Grande Lakes – 605 reservations	James Bond Theme
2010: J. W. Marriott Orlando Grande Lakes – 776 reservations	Luau Theme

Reception – Facility Area, Set-up, Information, Photo Area, etc.

Dinner – Food and Timing (sauces, coffee, service)

Décor/Stage – Theme/Look

Program

Length (goal 1 ½ hour limit)

Program

Speakers

Special Effects

Audio

Script

Special Awards

Sponsorships & Recognition

VIP Sponsors: 5 Elite, 29 Premier (same as 2020) – (2019) 6 Elite, 24 Premier (2018) 6 Elite, 16 Premier

Sponsorship Sales

Reception 3 at \$500 = \$1,500

2 at \$1,000 = \$2,000

Special Award Sponsors 3 = \$4,750

Centerpiece Sponsor 1 at \$2,500 = \$2,500

Total Sales: \$11,750 (Budgeted \$13,500)

Suggestions/Changes for 2022

End of Year Appreciation – December 8, 5 PM, The Porch

Recruitment of New Committee Members

2022 Leadership

Chair: Sam Burns, Balfour Beatty

Vice Chair: Jeff Snider, Energy Air, Inc.



Mark your calendars and plan to join ABC members in 2022!

JANUARY

- 12** Builders' Breakfast
- 20** 2022 Kick Off Party at Gatlin Hall Brewing

FEBRUARY

- 10** Sporting Clays Shoot
at Blackjack Sporting Clays, Sumterville
- 21** ABC/UCF Student Chapter Golf Tournament
at Eagle Creek Golf
- 24** Maximize Your Membership Workshop

MARCH

- 10** GC Connect at Ocoee Lake Shore Center
- 18** EIC Workshop
- 25** Bass Fishing Tournament
at Hickory Point Recreation Park
- 30** EIC Workshop

APRIL

- 2** Spring Poker Run at various locations
- 11** Spring Golf Tournament
at Arnold Palmer's Bay Hill Club
- 15** EIC Workshop
- 18** Spring Golf Tournament
at Arnold Palmer's Bay Hill Club

MAY

- 26** Maximize Your Membership Workshop
- TBD** Legislative Hobnob
- TBD** Design & Build Industry Mixer at Ember

JUNE

- TBD** TopGolf Lake Mary

JULY

- 21-23** ABC of FL State Convention
at LaPlaya Resort, Naples

AUGUST

- 19** Casino Night Fundraiser at Orlando Science Center
- 25** Maximize Your Membership Workshop

SEPTEMBER

- 22** Construction Expo at Central Florida Fairgrounds
- TBD** Fall Golf Tournament

OCTOBER

- TBD** EIC Awards Banquet

NOVEMBER

- TBD** Chili Cook Off at Apopka Amphitheater
- 17** Maximize Your Membership Workshop

DECEMBER

- TBD** Sporting Clays Shoot
at Blackjack Sporting Clays, Sumterville
- TBD** Toys for Tots Holiday Party

For updates and schedule changes visit
www.abccentralflorida.com/calendar

Taylor Tidwell, *Meetings & Events Director*
Maria Casas, *Meetings & Events Coordinator*

Month: October/November

EIC Awards Banquet - October 30

- Registrations: 720 (*budgeted for 800*)
 - 48 Complimentary Judges
 - 31 Complimentary (sponsors, staff, VIP table, etc.)
 - 591 Paying
 - 50 Elite VIP Seats
- \$12,010 in Sponsorships (*budgeted \$13,500*)
- Banquet Photos have been Released

Budget: \$25,280.01

Actual/Surplus: \$30,252.52

Chili Cook Off - November 11

- Participating Companies: 27 teams (*budgeted for 25*)
 - 26 Competition & 1 Promo Table
 - Had 29 teams (cancellations) - Most interest in a few years
 - 18 Teams in 2020, 24 Teams in 2019
- Cup Sponsors: 3 (*budgeted for 2*)
- **NEW: 7 companies**
- New Venue - Success

Budget: \$5,700

Actual/Surplus: \$7,441.55

TopGolf - November 18

- Registrations: 138 (*second not budget*)
- Typically have between 150-165 participants
- Conflict w/ NAMAC Event

Budget: N/A

Actual/Surplus: \$4,474

2022 VIP Sponsorship Program

- 35 companies
 - (2) Elite, (15) Premier, (9) Select, & (9) Choice
- **\$118,875 in sales**
- (1) NEW Elite @ \$10,000 - Amphibious Medics & (3) other NEW Companies = 4 Total

UPCOMING EVENTS

- Tomorrow, Dec. 3 - Sporting Clays Shoot
- Dec. 9 - Toys for Tots
- Dec. 16 - YP Ugly Sweater Party

CFC ABC Training & Development Report December 2, 2021

Training and Development Recap

11/1/2021 -Current

Classes Recap

	Budget/ Goal Reg.	Actual Reg.	Notes:
CPR First Aid 11/11	10	15	
New Horizons Class Reg	2	2	Project 2016 II and Excel II

Coming up!	Goal Reg.	Actual Reg.	Notes:
Lien Law One 1/26	12	25	Rescheduled from fall
Lien Law Two 2/16	12	8	Rescheduled from fall
Contract Negotiations	16	1	
Foundations of Leadership	3	0	
CPR First Aid 12/6	10	14	
Essential Elements Construction Ins	10	0	Rescheduled from fall
CPR First Aid 1/12	10	12	

Updates/Impacts			
Essential Insurance in Construction	12	4	* Cancelled until 2022
Advanced BPR 11/2	10		* WPC requested/cancelled
Lien Law One and Two	12	12	*Instructor Cancelled*
NEXGEN 2022	20	23	
NEXGEN Sponsorships	4,000	3,000	5 Companies signed up for sponsorships

Online Courses

- ADEPT
- ABCWI On-Demand courses as an option for all ABC Chapters to promote with revenue share option
- American Safety Council (OSHA and other Online Certification Programs) \$524.08 YTD
- New Horizons continue to be offered

Education News

- NEXGEN Session 1 Team Building Nov 18 @ Andretti
 - Session 2 What is ABC Dec 9 @ DPR Construction Office
 - Session 3 Politics/Construction Law/ Communication Jan 20 @ Shutts & Bowen Office
 - Session 4 Economic Drivers @ Terminal C Airport
 - Session 5 Workforce Development @ NEO City and Osceola County OTECH
 - Session 6 Business Development @ Lake Nona Tavistock Hosting
 - Session 7 Community Involvement TBD Habitat and Central Florida Gives Back Showcase members

Committee News

- UCF: New Officer Dinner tonight, Filling CMC spots for new team, Golf 2/15
- Safety: Safety Council—Tim Bernardi chair, Construction Safety Professionals Group CSPG (Training courses, Peer Group Events, Safety Council Meetings for Central Florida—Members Only on Council, interviews req.)



**Central Florida Chapter
Associated Builders and Contractors, Inc.
Communications
December 23, 2021**

Building Central Florida Magazine Issue #6 – December

ABC Gives Back contributors – 49 companies

- | | | |
|--|---|--|
| • Albu & Associates, Inc. | • Guignard Company | • Robins & Morton |
| • APG Electric, Inc. | • Hensel Phelps | • Roger B. Kennedy Construction |
| • Baker Concrete Construction, Inc. | • Hoar Construction, LLC | • S. I. Goldman Company, Inc. |
| • Barton Malow | • Hylant | • SkyBuilders USA LLC |
| • Batson-Cook Company | • ISI Demolition | • Sprinklermatic Fire Protection Systems |
| • Brasfield & Gorrie, LLC | • Jamco | • Taylor's Roofing |
| • CEMEX | • JK2 Construction | • Terracon |
| • Clancy & Theys Construction Co. | • JK2 Scenic - Combined with JK2 Construction | • Tri-City Electrical Contractors, Inc. |
| • Collage Companies, The | • KENPAT | • Turner Construction Co. |
| • Colwill Engineering Electrical, Inc. | • KHS&S Contractors | • Walker & Company, Inc. |
| • Competitive Edge Partners | • LassiterWare | • Wharton-Smith, Inc. |
| • Comprehensive Energy Services, Inc. | • Mader Southeast | • Williams Company |
| • DPR Construction | • MEC Contractors - Engineers | • Winter Park Construction |
| • Energy Air, Inc. | • Nash Plumbing & Mechanical | • Withum |
| • Gilbane Building Company | • PCL Construction Services, Inc. | • Zoom Drain |
| • GMF Steel | • Quality Labor Management | |
| | • R. C. Stevens Construction Company | |

Project profile: Lake House by Finrock