

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

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

Associated Builders and Contractors, Inc.

Balance Sheet

ASSETS

June 2021

	June 30, 2021	June 30, 2020	Difference
Current Assets			
Petty Cash	\$748.73	\$820.90	(\$72.17)
FDIC Insured CD's	\$310,000.00		\$310,000.00
Iberia Bank Money Market		\$308,824.52	(\$308,824.52)
Winter Park Natl Bank-Checking	\$23,384.87	\$24,375.55	(\$990.68)
Winter Park Natl Bank-Money Market	\$806,296.33	\$775,555.94	\$30,740.39
RaymondJames Investment Account	\$453,312.00	\$335,845.32	\$117,466.68
Total Cash	\$1,593,741.93	\$1,445,422.23	\$148,319.70
Accounts Receivable	\$11,814.25	\$14,165.41	(\$2,351.16)
Prepaid National Dues	\$132,597.38	\$128,789.48	\$3,807.90
Prepaid State Dues	\$30,010.53	\$29,393.87	\$616.66
Prepaid Insurance	\$15,961.71	\$16,489.27	(\$527.56)
Prepaid Expenses	\$39,082.62	\$54,446.83	(\$15,364.21)
Inventory	\$4,290.80	\$4,488.50	(\$197.70)
Total Current Assets	\$233,757.29	\$247,773.36	(\$14,016.07)
Fixed Assets			
Equipment & Furniture	\$118,725.26	\$118,725.26	\$0.00
Building - Valencia	\$2,170,114.02	\$2,170,114.02	\$0.00
Building - Signage	\$20,446.33	\$20,446.33	\$0.00
Land - Valencia	\$151,684.09	\$151,684.09	\$0.00
Automobile	\$47,552.06	\$47,552.06	\$0.00
Equipment-Capital Lease	\$41,400.00	\$41,400.00	\$0.00
Leasehold Improvements	\$249,754.48	\$249,754.48	\$0.00
Accumulated Depreciation	(\$1,230,211.54)	(\$1,126,826.54)	(\$103,385.00)
Total Fixed Assets	\$1,569,464.70	\$1,672,849.70	(\$103,385.00)
Other Assets			
Refundable Deposit	\$618.30	\$618.30	\$0.00
Total Other Assets	\$618.30	\$618.30	\$0.00
Total Assets	\$3,397,582.22	\$3,366,663.59	\$30,918.63
LIABILITIES			
Current Liabilities			
Accounts Payable	\$33,208.51	\$34,056.16	(\$847.65)
Sales Taxes Payable	\$333.55	\$293.40	\$40.15
Payroll Taxes & 401K		\$121.44	(\$121.44)
Accrued Property Taxes	\$21,349.98	\$18,499.98	\$2,850.00
S.T.- Capital Lease	\$4,022.20	\$3,890.64	\$131.56
Rent Deposits	\$6,426.80	\$6,426.80	\$0.00
Unearned Income-Misc./Spec.Events	\$306,607.29	\$385,122.83	(\$78,515.54)
Unearned Income - New Members	\$98,964.54	\$80,815.13	\$18,149.41
Unearned Income - Renewals	\$534,976.29	\$517,298.19	\$17,678.10
Total Current Liabilities	\$1,005,889.16	\$1,046,524.57	(\$40,635.41)
Long-Term Liabilities			
Capital Lease Obligation	\$26,337.96	\$34,316.15	(\$7,978.19)
Total Long-Term Liabilities	\$26,337.96	\$34,316.15	(\$7,978.19)
FUND BALANCE			
Unrestricted	\$2,151,037.16	\$2,094,519.19	\$56,517.97
Temporarily Restricted Workforce Enhancement Fund	\$159,391.76	\$177,780.62	(\$18,388.86)
Current Year Earnings	\$54,926.18	\$13,523.06	\$41,403.12
Total Fund Balance	\$2,365,355.10	\$2,285,822.87	\$79,532.23
Total Liability & Equity	\$3,397,582.22	\$3,366,663.59	\$30,918.63

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

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

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

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

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