

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

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

Associated Builders and Contractors, Inc.

Balance Sheet

ASSETS

July 2021

	July 31, 2021	July 31, 2021	Difference
Current Assets			
Petty Cash	\$475.73	\$554.90	(\$79.17)
FDIC Insured CD's	\$310,000.00		\$310,000.00
Iberia Bank Money Market		\$308,902.99	(\$308,902.99)
Winter Park Natl Bank-Checking	\$11,379.24	(\$1,328.18)	\$12,707.42
Winter Park Natl Bank-Money Market	\$766,429.18	\$712,520.81	\$53,908.37
RaymondJames Investment Account	\$458,843.97	\$339,248.68	\$119,595.29
Total Cash	\$1,547,128.12	\$1,359,899.20	\$187,228.92
Accounts Receivable	\$26,716.75	\$4,959.01	\$21,757.74
Prepaid National Dues	\$110,840.34	\$108,070.00	\$2,770.34
Prepaid State Dues	\$25,154.63	\$24,765.74	\$388.89
Prepaid Insurance	\$13,040.17	\$14,212.66	(\$1,172.49)
Prepaid Expenses	\$67,142.15	\$67,692.50	(\$550.35)
Inventory	\$6,041.64	\$4,311.45	\$1,730.19
Total Current Assets	\$248,935.68	\$224,011.36	\$24,924.32
Fixed Assets			
Equipment & Furniture	\$118,725.26	\$118,725.26	\$0.00
Building - Valencia	\$2,170,114.02	\$2,170,114.02	\$0.00
Building - Signage	\$20,446.33	\$20,446.33	\$0.00
Land - Valencia	\$151,684.09	\$151,684.09	\$0.00
Automobile	\$47,552.06	\$47,552.06	\$0.00
Equipment-Capital Lease	\$41,400.00	\$41,400.00	\$0.00
Leasehold Improvements	\$249,754.48	\$249,754.48	\$0.00
Accumulated Depreciation	(\$1,238,204.37)	(\$1,134,134.79)	(\$104,069.58)
Total Fixed Assets	\$1,561,471.87	\$1,665,541.45	(\$104,069.58)
Other Assets			
Refundable Deposit	\$618.30	\$618.30	\$0.00
Total Other Assets	\$618.30	\$618.30	\$0.00
Total Assets	\$3,358,153.97	\$3,250,070.31	\$108,083.66
LIABILITIES			
Current Liabilities			
Accounts Payable	\$40,271.54	\$35,204.29	\$5,067.25
Sales Taxes Payable	\$232.31	\$212.62	\$19.69
Payroll Taxes & 401K			\$0.00
Accrued Property Taxes	\$24,908.31	\$21,583.31	\$3,325.00
S.T.- Capital Lease	\$3,356.45	\$3,246.67	\$109.78
Rent Deposits	\$6,426.80	\$6,426.80	\$0.00
Unearned Income-Misc./Spec.Events	\$358,665.40	\$355,693.97	\$2,971.43
Unearned Income - New Members	\$91,571.67	\$76,732.86	\$14,838.81
Unearned Income - Renewals	\$447,283.58	\$435,524.35	\$11,759.23
Total Current Liabilities	\$972,716.06	\$934,624.87	\$38,091.19
Long-Term Liabilities			
Capital Lease Obligation	\$26,337.96	\$34,316.15	(\$7,978.19)
Total Long-Term Liabilities	\$26,337.96	\$34,316.15	(\$7,978.19)
FUND BALANCE			
Unrestricted	\$2,151,037.16	\$2,094,519.19	\$56,517.97
Temporarily Restricted Workforce Enhancement Fund	\$159,541.76	\$178,000.62	(\$18,458.86)
Current Year Earnings	\$48,521.03	\$8,609.48	\$39,911.55
Total Fund Balance	\$2,359,099.95	\$2,281,129.29	\$77,970.66
Total Liability & Equity	\$3,358,153.97	\$3,250,070.31	\$108,083.66

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

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

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

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

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