

Associated Builders and Contractors, Inc.

Balance Sheet

ASSETS

April 2021

	April 30, 2021	April 30, 2020	Difference
Current Assets			
Petty Cash	\$563.18	\$1,305.79	(\$742.61)
FCID Insured CD's	\$310,000.00		\$310,000.00
Iberia Bank Money Market		\$308,670.17	(\$308,670.17)
Winter Park Natl Bank-Checking	\$39,843.78	\$22,832.25	\$17,011.53
Winter Park Natl Bank-Money Market	\$946,005.72	\$889,834.20	\$56,171.52
RaymondJames Investment Account	\$357,026.88	\$252,627.50	\$104,399.38
Total Cash	\$1,653,439.56	\$1,475,269.91	\$178,169.65
Accounts Receivable	\$26,480.68	\$14,029.78	\$12,450.90
Prepaid National Dues	\$172,467.79	\$165,083.49	\$7,384.30
Prepaid State Dues	\$38,714.00	\$37,258.46	\$1,455.54
Prepaid Insurance	\$21,616.71	\$22,598.47	(\$981.76)
Prepaid Expenses	\$36,357.19	\$44,752.50	(\$8,395.31)
Inventory	\$5,151.18	\$4,555.54	\$595.64
Total Current Assets	\$300,787.55	\$288,278.24	\$12,509.31
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	\$242,598.48	\$7,156.00
Accumulated Depreciation	(\$1,214,225.88)	(\$1,113,919.60)	(\$100,306.28)
Total Fixed Assets	\$1,585,450.36	\$1,678,600.64	(\$93,150.28)
Other Assets			
Refundable Deposit	\$618.30	\$618.30	\$0.00
Total Other Assets	\$618.30	\$618.30	\$0.00
Total Assets	\$3,540,295.77	\$3,442,767.09	\$97,528.68
LIABILITIES			
Current Liabilities			
Accounts Payable	\$39,840.05	\$12,185.55	\$27,654.50
Sales Taxes Payable	\$443.01	\$280.60	\$162.41
Payroll Taxes & 401K		\$109.81	(\$109.81)
Accrued Property Taxes	\$14,233.32	\$12,333.32	\$1,900.00
S.T.- Capital Lease	\$5,348.18	\$5,173.23	\$174.95
Rent Deposits	\$6,426.80	\$6,426.80	\$0.00
Unearned Income-Misc./Spec.Events	\$301,497.74	\$384,246.41	(\$82,748.67)
Unearned Income - New Members	\$94,896.19	\$86,050.50	\$8,845.69
Unearned Income - Renewals	\$710,723.05	\$665,867.57	\$44,855.48
Total Current Liabilities	\$1,173,408.34	\$1,172,673.79	\$734.55
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	\$158,791.76	\$176,795.62	(\$18,003.86)
Current Year Earnings	\$30,720.55	(\$35,537.66)	\$66,258.21
Total Fund Balance	\$2,340,549.47	\$2,235,777.15	\$104,772.32
Total Liability & Equity	\$3,540,295.77	\$3,442,767.09	\$97,528.68

INCOME	EXPENSE	ACTUAL MONTH	BUDGET MONTH	% OF BUDGET	ACTUAL YTD	BUDGET YTD	% OF BUDGET
DUES							
New Member		\$6,658.00	\$5,482.50	121%	\$16,145.42	\$14,802.75	109%
New Credit		\$3,893.20	\$3,893.20	100%	\$15,572.80	\$15,572.82	100%
Renew Dues		\$94,496.67	\$85,358.86	111%	\$355,361.52	\$341,435.47	104%
Enrollment Fee		\$531.00	\$600.00	89%	\$3,701.00	\$3,000.00	123%
Membership Promotion			\$66.66			\$266.64	
Total Dues Income		\$105,578.87	\$95,401.22	111%	\$390,780.74	\$375,077.68	104%
DUES							
National Dues		\$22,117.24	\$20,687.84	107%	\$83,123.78	\$78,372.41	106%
2020 National Credits		\$777.51	\$777.52	100%	\$3,110.04	\$3,110.08	100%
State Dues		\$5,022.23	\$4,701.78	107%	\$18,572.23	\$17,811.90	104%
2020 State Credits		\$196.18	\$196.18	100%	\$784.72	\$784.73	100%
Membership Promotion		\$598.92	\$1,875.00	32%	\$6,422.11	\$7,500.00	86%
Total Dues Expense		\$28,712.08	\$28,238.32	102%	\$112,012.88	\$107,579.12	104%
Net Dues Income		\$76,866.79	\$67,162.90	114%	\$278,767.86	\$267,498.56	104%
	Cost of Dues	27%	30%		29%	29%	

INCOME	EXPENSE	ACTUAL MONTH	BUDGET MONTH	% OF BUDGET	ACTUAL YTD	BUDGET YTD	% OF BUDGET
TRAINING & DEVELOPMENT							
Training & Development Registration		\$22,390.62	\$16,163.80	139%	\$67,488.47	\$49,051.80	138%
Books		\$1,875.00	\$1,125.00	167%	\$4,035.00	\$2,925.00	138%
Total Training & Development Income		\$24,265.62	\$17,288.80	140%	\$71,523.47	\$51,976.80	138%
TRAINING & DEVELOPMENT EXPENSE							
	Training & Development Expense	\$1,644.89	\$3,185.00	52%	\$7,222.14	\$9,550.00	76%
	Training & Development Instructors	\$4,760.00	\$4,600.00	103%	\$17,945.00	\$13,000.00	138%
	Books	\$1,301.24	\$1,125.00	116%	\$4,206.51	\$2,925.00	144%
	Total Training & Development Expense	\$7,706.13	\$8,910.00	86%	\$29,373.65	\$25,475.00	115%
Net Training & Development Income		\$16,559.49	\$8,378.80	198%	\$42,149.82	\$26,501.80	159%
	Cost of Training & Development	32%	52%		41%	49%	
MEETINGS & SPECIAL EVENTS INCOME							
Meetings (Ticket Events)		\$1,356.00	\$1,130.00	120%	\$81,190.00	\$69,645.00	117%
Golf Tournament		\$108,390.00	\$91,750.00	118%	\$108,390.00	\$91,750.00	118%
Excellence in Construction		\$120.00			\$2,260.00		
Construction Expo							
Special Other Income		\$159.75			\$6,905.25	\$7,500.00	92%
Special Events (Sponsored)		\$2,500.00	\$2,000.00	125%	\$11,250.00	\$9,775.00	115%
Total Meetings & Special Events Income		\$112,525.75	\$94,880.00	119%	\$209,995.25	\$178,670.00	118%
MEETINGS & SPECIAL EVENTS EXPENSE							
	Meetings (Ticket Events)	\$288.10	\$100.00	288%	\$33,698.81	\$35,191.00	96%
	Golf Tournament	\$73,225.21	\$58,528.00	125%	\$74,776.72	\$58,528.00	128%
	Excellence in Construction	\$507.90			\$2,311.54		
	Construction Expo	\$626.50			\$626.50		
	Special Other Expense	\$166.53			\$6,912.03	\$7,500.00	92%
	Special Events (Sponsored)	\$1,206.58	\$1,450.00	83%	\$7,250.50	\$6,350.00	114%
	Meetings & Events Gen.Expenses	\$241.78	\$225.00	107%	\$1,241.92	\$900.00	138%
	Total Meetings & Events Expense	\$76,262.60	\$60,303.00	126%	\$126,818.02	\$108,469.00	117%
Net Meetings & Events		\$36,263.15	\$34,577.00	105%	\$83,177.23	\$70,201.00	118%
	Cost of Meetings & Events	68%	64%		60%	61%	

INCOME	EXPENSE	ACTUAL MONTH	BUDGET MONTH	% OF BUDGET	ACTUAL YTD	BUDGET YTD	% OF BUDGET
MARKETING INCOME							
Magazine		\$6,795.00	\$6,678.75	102%	\$25,369.54	\$27,195.00	93%
Directory							
Other Advertising		\$475.00	\$400.00	119%	\$3,000.00	\$3,375.00	89%
Total Marketing Income		\$7,270.00	\$7,078.75	103%	\$28,369.54	\$30,570.00	93%
MARKETING EXPENSE							
Magazine		\$504.54	\$1,825.00	28%	\$6,169.58	\$7,300.00	85%
Directory		\$82.12			\$448.83		
Other Advertising		\$777.63	\$400.00	194%	\$1,846.38	\$1,600.00	115%
Total Marketing Expense		\$1,364.29	\$2,225.00	61%	\$8,464.79	\$8,900.00	95%
Net Marketing		\$5,905.71	\$4,853.75	122%	\$19,904.75	\$21,670.00	92%
Cost of Marketing		19%	31%		30%	29%	
SPECIAL SERVICES INCOME							
Job Site Signs		\$1,469.20	\$541.66	271%	\$3,358.86	\$2,166.64	155%
Workforce Enhancement Fund							
Promotional Fees							
Classroom Rental		\$540.25	\$208.34	259%	\$1,235.25	\$833.36	148%
Total Special Services Income		\$2,009.45	\$750.00	268%	\$4,594.11	\$3,000.00	153%
SPECIAL SERVICES EXPENSE							
Job Site Signs		\$707.96	\$265.41	267%	\$1,689.55	\$1,061.64	159%
Workforce Enhancement Fund							
Classroom Rental Expense		\$13.89	\$20.83	67%	\$25.90	\$83.32	31%
Total Special Services Expense		\$721.85	\$286.24	252%	\$1,715.45	\$1,144.96	150%
Net Special Services		\$1,287.60	\$463.76	278%	\$2,878.66	\$1,855.04	155%
Cost of Special Services		36%	38%		37%	38%	
NET PROGRAM INCOME (Loss)		\$136,882.74	\$115,436.21	119%	\$426,878.32	\$387,726.40	110%

INCOME	EXPENSE	ACTUAL MONTH	BUDGET MONTH	% OF BUDGET	ACTUAL YTD	BUDGET YTD	% OF BUDGET
GENERAL ADMINISTRATIVE EXPENSES							
Personnel Expense							
Salaries		\$66,690.34	\$53,473.25	125%	\$234,407.11	\$213,893.00	110%
Temporary Labor							
Payroll Taxes		\$5,151.53	\$3,756.67	137%	\$20,039.95	\$15,026.65	133%
Group Insurance		\$11,446.88	\$10,385.84	110%	\$45,550.15	\$41,543.36	110%
Workers Compensation		\$144.25	\$153.00	94%	\$595.50	\$612.00	97%
Continuing Education		\$41.96	\$500.00	8%	\$197.84	\$2,000.00	10%
Retirement Plan		\$2,952.52	\$3,750.00	79%	\$11,319.19	\$15,000.00	75%
Total Personnel Expense		\$86,427.48	\$72,018.76	120%	\$312,109.74	\$288,075.01	108%
Travel, Meetings, Conferences							
Auto Expense		\$667.23	\$583.34	114%	\$2,608.24	\$2,333.36	112%
Auto & Fixed Asset Depreciation		\$396.25	\$408.34	97%	\$1,585.00	\$1,633.36	97%
Auto Insurance		\$475.50	\$469.48	101%	\$1,899.92	\$1,877.94	101%
State Meetings						\$250.00	0%
National Meetings					\$1,825.02	\$2,500.00	73%
Other Conferences							
Presidents Expense							
Board of Directors Meetings			\$100.00		\$395.73	\$2,300.00	17%
Committee Meetings		\$171.37	\$254.49	67%	\$595.67	\$1,017.96	59%
Chapter Planning Conference							
Total Travel, Meetings, Conferences		\$1,710.35	\$1,815.65	94%	\$8,909.58	\$11,912.62	75%
Occupancy Expense							
Utilities		\$2,584.41	\$3,113.43	83%	\$9,610.02	\$12,453.73	77%
Building Insurance		\$1,266.20	\$1,183.34	107%	\$4,956.56	\$4,733.36	105%
Property Taxes		\$3,558.33	\$3,558.34	100%	\$14,274.87	\$14,233.36	100%
Janitorial Services		\$899.93	\$916.66	98%	\$3,599.72	\$3,666.64	98%
Building Repairs & Maintenance		\$4,558.75	\$2,916.66	156%	\$15,885.39	\$11,666.64	136%
Total Occupancy Expense		\$12,867.62	\$11,688.43	110%	\$48,326.56	\$46,753.73	103%
Office Expense							
Leased Office Equipment		\$465.28	\$491.66	95%	\$1,861.12	\$1,966.64	95%
Postage		\$8.45	\$83.34	10%	\$290.39	\$333.36	87%
Telephone		\$1,055.79	\$833.34	127%	\$3,486.21	\$3,333.36	105%
Computer Software		\$991.05	\$880.84	113%	\$4,739.72	\$3,523.36	135%
Office Supplies		\$558.92	\$391.66	143%	\$2,062.03	\$1,566.64	132%
Equipment Repairs/Maintenance		\$200.22	\$625.00	32%	\$1,577.41	\$2,500.00	63%
Total Office Expense		\$3,279.71	\$3,305.84	99%	\$14,016.88	\$13,223.36	106%

INCOME	EXPENSE	ACTUAL MONTH	BUDGET MONTH	% OF BUDGET	ACTUAL YTD	BUDGET YTD	% OF BUDGET
Other Expenses							
Advertising							
Accounting		\$12,400.00	\$14,500.00	86%	\$12,400.00	\$14,500.00	86%
Association Meetings							
Bank Charges		\$22.30	\$28.76	78%	\$89.13	\$115.07	77%
Professional Fees		\$305.00	\$200.00	153%	\$556.28	\$800.00	70%
Legal Fees							
Taxes & Licenses			\$25.00		\$61.25	\$100.00	61%
Dues/Subscriptions/Sponsor		\$243.07	\$125.00	194%	\$243.07	\$500.00	49%
Interest Expense		\$89.76	\$98.07	92%	\$369.99	\$378.30	98%
Loss on sale of asset							
Directors & Officer Insurance		\$254.42	\$254.41	100%	\$1,017.68	\$1,017.64	100%
Miscellaneous Expense							
Total Other Expenses		\$13,314.55	\$15,231.24	87%	\$14,737.40	\$17,411.01	85%
Non Cash Expense							
Depreciation		\$6,651.31	\$7,916.66	84%	\$30,386.32	\$31,666.64	96%
Total Non Cash Expense		\$6,651.31	\$7,916.66	84%	\$30,386.32	\$31,666.64	96%
Net General Administrative Expense		\$124,251.02	\$111,976.58	111%	\$428,486.48	\$409,042.37	105%
NET PROFIT (LOSS) DUE TO OPERATIONS		\$12,631.72	\$3,459.63	365%	(\$1,608.16)	(\$21,315.97)	8%
Additional Expense							
Contribution							
Other Income							
Interest Income		\$523.01	\$1,250.00	42%	\$1,604.73	\$5,000.00	32%
Miscellaneous Income		\$6.51	\$9.16	71%	\$31.51	\$36.64	86%
Rental Income		\$6,016.61	\$6,016.61	100%	\$24,066.44	\$24,066.44	100%
Gain/Loss on Investment Asset		\$5,688.94	\$250.00	2276%	\$6,626.03	\$1,000.00	663%
Total Other Income		\$12,235.07	\$7,525.77	163%	\$32,328.71	\$30,103.08	107%
NET PROFIT (LOSS)		\$24,866.79	\$10,985.40	226%	\$30,720.55	\$8,787.11	350%

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

Balance Sheet	4/30/2021	4/30/2020	Difference
Cash	\$1,653,439.56	\$1,475,269.91	\$178,169.65
Temporarily Restricted Workforce Enhancement Fund	\$158,791.76	\$176,795.62	(\$18,003.86)
Financial Statement	ACTUAL YTD	BUDGET YTD	% OF BUDGET
Net Dues	\$278,767.86	\$267,498.56	104%
NET PROGRAM INCOME (Loss)	\$426,878.32	\$387,726.40	110%
Net General Administrative Expense	\$428,486.48	\$409,042.37	105%
Total Other Income	\$32,328.71	\$30,103.08	107%
NET PROFIT (LOSS)	\$30,720.55	\$8,787.11	350%