

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

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

## Associated Builders and Contractors, Inc.

## Balance Sheet

## ASSETS

August 2021

	August 31, 2021	August 31, 2020	Difference
<b>Current Assets</b>			
Petty Cash	\$1,830.73	\$494.90	\$1,335.83
FDIC Insured CD's	\$310,000.00		\$310,000.00
Iberia Bank Money Market		\$308,981.48	(\$308,981.48)
Winter Park Natl Bank-Checking	\$35,411.26	\$14,509.63	\$20,901.63
Winter Park Natl Bank-Money Market	\$696,554.88	\$622,798.92	\$73,755.96
RaymondJames Investment Account	\$461,573.79	\$343,265.33	\$118,308.46
<b>Total Cash</b>	<b>\$1,505,370.66</b>	<b>\$1,290,050.26</b>	<b>\$215,320.40</b>
Accounts Receivable	\$21,353.00	\$10,684.26	\$10,668.74
Prepaid National Dues	\$88,793.64	\$87,192.16	\$1,601.48
Prepaid State Dues	\$20,240.39	\$20,040.39	\$200.00
Prepaid Insurance	\$10,306.71	\$11,950.44	(\$1,643.73)
Prepaid Expenses	\$63,897.91	\$62,001.33	\$1,896.58
Inventory	\$5,204.94	\$4,210.63	\$994.31
<b>Total Current Assets</b>	<b>\$209,796.59</b>	<b>\$196,079.21</b>	<b>\$13,717.38</b>
<b>Fixed Assets</b>			
Equipment & Furniture	\$118,725.26	\$118,725.26	\$0.00
Building - Valencia	\$2,170,114.02	\$2,170,114.02	\$0.00
Building - Signage	\$20,446.33	\$20,446.33	\$0.00
Land - Valencia	\$151,684.09	\$151,684.09	\$0.00
Automobile	\$47,552.06	\$47,552.06	\$0.00
Equipment-Capital Lease	\$41,400.00	\$41,400.00	\$0.00
Leasehold Improvements	\$249,754.48	\$249,754.48	\$0.00
Accumulated Depreciation	(\$1,246,197.20)	(\$1,141,443.04)	(\$104,754.16)
<b>Total Fixed Assets</b>	<b>\$1,553,479.04</b>	<b>\$1,658,233.20</b>	<b>(\$104,754.16)</b>
<b>Other Assets</b>			
Refundable Deposit	\$618.30	\$618.30	\$0.00
<b>Total Other Assets</b>	<b>\$618.30</b>	<b>\$618.30</b>	<b>\$0.00</b>
<b>Total Assets</b>	<b>\$3,269,264.59</b>	<b>\$3,144,980.97</b>	<b>\$124,283.62</b>
<b>LIABILITIES</b>			
<b>Current Liabilities</b>			
Accounts Payable	\$62,046.15	\$28,672.83	\$33,373.32
Sales Taxes Payable	\$319.52	\$213.92	\$105.60
Payroll Taxes & 401K			\$0.00
Accrued Property Taxes	\$28,466.64	\$24,666.64	\$3,800.00
S.T.- Capital Lease	\$2,688.85	\$2,600.91	\$87.94
Rent Deposits	\$6,426.80	\$6,426.80	\$0.00
Unearned Income-Misc./Spec.Events	\$378,536.48	\$409,674.34	(\$31,137.86)
Unearned Income - New Members	\$87,940.22	\$64,398.59	\$23,541.63
Unearned Income - Renewals	\$356,650.87	\$347,349.40	\$9,301.47
<b>Total Current Liabilities</b>	<b>\$923,075.53</b>	<b>\$884,003.43</b>	<b>\$39,072.10</b>
<b>Long-Term Liabilities</b>			
Capital Lease Obligation	\$26,337.96	\$34,316.15	(\$7,978.19)
<b>Total Long-Term Liabilities</b>	<b>\$26,337.96</b>	<b>\$34,316.15</b>	<b>(\$7,978.19)</b>
<b>FUND BALANCE</b>			
Unrestricted	\$2,151,037.16	\$2,094,519.19	\$56,517.97
Temporarily Restricted Workforce Enhancement Fund	\$126,771.76	\$127,021.45	(\$249.69)
Current Year Earnings	\$42,042.18	\$5,120.75	\$36,921.43
<b>Total Fund Balance</b>	<b>\$2,319,851.10</b>	<b>\$2,226,661.39</b>	<b>\$93,189.71</b>
<b>Total Liability &amp; Equity</b>	<b>\$3,269,264.59</b>	<b>\$3,144,980.97</b>	<b>\$124,283.62</b>

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

INCOME	EXPENSE	ACTUAL MONTH	BUDGET MONTH	% OF BUDGET	ACTUAL YTD	BUDGET YTD	% OF BUDGET
<b>TRAINING &amp; DEVELOPMENT</b>							
Training & Development Registration		\$13,398.63	\$6,141.80	218%	\$124,042.11	\$90,061.15	138%
Books		\$975.00	\$1,125.00	87%	\$5,010.00	\$4,425.00	113%
<b>Total Training &amp; Development Income</b>		\$14,373.63	\$7,266.80	198%	\$129,052.11	\$94,486.15	137%
<b>TRAINING &amp; DEVELOPMENT EXPENSE</b>							
Training & Development Expense		\$622.76	\$560.00	111%	\$16,260.65	\$17,057.00	95%
Training & Development Instructors		\$5,155.00	\$1,100.00	469%	\$44,416.00	\$19,267.00	231%
Books		\$1,008.24	\$1,125.00	90%	\$5,828.29	\$4,425.00	132%
<b>Total Training &amp; Development Expense</b>		\$6,786.00	\$2,785.00	244%	\$66,504.94	\$40,749.00	163%
<b>Net Training &amp; Development Income</b>		\$7,587.63	\$4,481.80	169%	\$62,547.17	\$53,737.15	116%
	Cost of Training & Development	47%	38%		52%	43%	
<b>MEETINGS &amp; SPECIAL EVENTS INCOME</b>							
Meetings (Ticket Events)					\$105,277.00	\$78,250.00	135%
Golf Tournament					\$109,390.00	\$91,750.00	119%
Excellence in Construction					\$3,831.81	\$3,000.00	128%
Construction Expo							
Special Other Income					\$7,346.08	\$7,500.00	98%
Special Events (Sponsored)		\$2,500.00	\$2,500.00	100%	\$21,250.00	\$18,275.00	116%
<b>Total Meetings &amp; Special Events Income</b>		\$2,500.00	\$2,500.00	100%	\$247,094.89	\$198,775.00	124%
<b>MEETINGS &amp; SPECIAL EVENTS EXPENSE</b>							
Meetings (Ticket Events)		\$35.67			\$45,835.71	\$38,196.00	120%
Golf Tournament		\$394.52			\$75,410.91	\$58,528.00	129%
Excellence in Construction		\$364.31			\$4,984.91	\$3,000.00	166%
Construction Expo		\$166.05			\$1,220.62		
Special Other Expense		\$66.57			\$7,419.43	\$7,500.00	99%
Special Events (Sponsored)		\$1,110.38	\$1,450.00	77%	\$13,214.83	\$12,000.00	110%
Meetings & Events Gen.Expenses		\$424.22	\$225.00	189%	\$2,023.42	\$1,800.00	112%
<b>Total Meetings &amp; Events Expense</b>		\$2,561.72	\$1,675.00	153%	\$150,109.83	\$121,024.00	124%
<b>Net Meetings &amp; Events</b>		(\$61.72)	\$825.00	-7%	\$96,985.06	\$77,751.00	125%
	Cost of Meetings & Events	102%	67%		61%	61%	

INCOME	EXPENSE	ACTUAL MONTH	BUDGET MONTH	% OF BUDGET	ACTUAL YTD	BUDGET YTD	% OF BUDGET
<b>MARKETING INCOME</b>							
Magazine		\$7,309.16	\$6,135.00	119%	\$53,437.86	\$51,735.00	103%
Directory					\$46,590.00	\$45,015.00	103%
Other Advertising		\$300.00	\$400.00	75%	\$4,200.00	\$5,275.00	80%
<b>Total Marketing Income</b>		\$7,609.16	\$6,535.00	116%	\$104,227.86	\$102,025.00	102%
<b>MARKETING EXPENSE</b>							
	Magazine	\$1,908.10	\$1,825.00	105%	\$14,656.09	\$14,600.00	100%
	Directory				\$7,297.59	\$7,200.00	101%
	Other Advertising	\$944.63	\$400.00	236%	\$3,478.68	\$3,200.00	109%
<b>Total Marketing Expense</b>		\$2,852.73	\$2,225.00	128%	\$25,432.36	\$25,000.00	102%
<b>Net Marketing</b>		\$4,756.43	\$4,310.00	110%	\$78,795.50	\$77,025.00	102%
	Cost of Marketing	37%	34%		24%	25%	
<b>SPECIAL SERVICES INCOME</b>							
Job Site Signs		\$738.60	\$541.67	136%	\$6,370.36	\$4,333.32	147%
Workforce Enhancement Fund		\$32,950.00			\$32,950.00		
Promotional Fees							
Classroom Rental		\$325.00	\$208.33	156%	\$2,085.25	\$1,666.68	125%
<b>Total Special Services Income</b>		\$34,013.60	\$750.00	4535%	\$41,405.61	\$6,000.00	690%
<b>SPECIAL SERVICES EXPENSE</b>							
	Job Site Signs	\$316.83	\$265.42	119%	\$3,144.68	\$2,123.32	148%
	Workforce Enhancement Fund	\$32,950.00			\$32,950.00		
	Classroom Rental Expense		\$20.83		\$31.42	\$166.64	19%
<b>Total Special Services Expense</b>		\$33,266.83	\$286.25	11622%	\$36,126.10	\$2,289.96	1578%
<b>Net Special Services</b>		\$746.77	\$463.75	161%	\$5,279.51	\$3,710.04	142%
	Cost of Special Services	98%	38%		87%	38%	
<b>NET PROGRAM INCOME (Loss)</b>		\$88,863.70	\$80,040.44	111%	\$819,432.30	\$756,359.52	108%

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

INCOME	EXPENSE	ACTUAL MONTH	BUDGET MONTH	% OF BUDGET	ACTUAL YTD	BUDGET YTD	% OF BUDGET
<b>Other Expenses</b>							
Advertising							
Accounting					\$14,500.00	14,500.00	100%
Association Meetings							
Bank Charges		\$22.00	\$28.76	76%	\$176.63	\$230.11	77%
Professional Fees		\$374.76	\$3,285.00	11%	\$3,109.02	\$10,855.00	29%
Legal Fees							
Taxes & Licenses			\$25.00		\$168.25	\$200.00	84%
Dues/Subscriptions/Sponsor			\$125.00		\$719.86	\$1,000.00	72%
Interest Expense		\$82.40	\$82.40	100%	\$710.66	\$718.97	99%
Loss on sale of asset							
Directors & Officer Insurance		\$254.42	\$254.42	100%	\$2,035.36	\$2,035.32	100%
Miscellaneous Expense					\$1,387.67		
<b>Total Other Expenses</b>		\$733.58	\$3,800.58	19%	\$22,807.45	\$29,539.40	77%
<b>Non Cash Expense</b>							
Depreciation		\$7,596.58	\$7,916.67	96%	\$60,772.64	\$63,333.32	96%
<b>Total Non Cash Expense</b>		\$7,596.58	\$7,916.67	96%	\$60,772.64	\$63,333.32	96%
<b>Net General Administrative Expense</b>		\$104,220.49	\$108,570.91	96%	\$848,653.78	\$832,352.05	102%
<b>NET PROFIT (LOSS) DUE TO OPERATIONS</b>		<b>(\$15,356.79)</b>	<b>(\$28,530.47)</b>	54%	<b>(\$29,221.48)</b>	<b>(\$75,992.53)</b>	38%
<b>Additional Expense</b>							
Contribution					\$257.50		
<b>Other Income</b>							
Interest Income		\$403.21	1,250.00	32%	\$5,889.43	10,000.00	59%
Miscellaneous Income		\$5.81	9.17	63%	\$61.45	73.32	84%
Rental Income		\$6,016.61	\$6,016.61	100%	\$48,132.88	48,132.88	100%
Gain/Loss on Investment Asset		\$2,452.31	250.00	981%	\$17,437.40	2,000.00	872%
<b>Total Other Income</b>		\$8,877.94	\$7,525.78	118%	\$71,521.16	\$60,206.20	119%
<b>NET PROFIT (LOSS)</b>		<b>(\$6,478.85)</b>	<b>(\$21,004.69)</b>	31%	<b>\$42,042.18</b>	<b>(\$15,786.33)</b>	-266%

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

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



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

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

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

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

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

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

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

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