



Central Florida Chapter Associated Builders and Contractors, Inc. 2021 Budget

PROGRAM INCOME

Dues	\$832,946
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70 new

Renewals 87%

Training & Development	\$90,766
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Meetings	\$254,858
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Marketing	\$94,165
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Member Services	\$5,565
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NET INCOME FROM PROGRAMS/SERVICES	\$1,278,300
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GENERAL & ADMINISTRATIVE EXPENSES

Personnel Expense	(\$965,875)
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Travel/Meetings

Expense	(\$47,788)
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Occupancy Expense	(\$140,261)
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Office Expense	(\$39,670)
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Other Expense	(\$44,628)
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Non-Cash Expense	(\$95,000)
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TOTAL GENERAL & ADMINISTRATIVE EXPENSE	(\$1,333,222)
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Other Income	\$18,110
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Tenant Rental Income	\$72,199
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NET INCOME	\$35,387
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Associated Builders and Contractors, Inc. 2021 Draft Budget					
Income	Expense		2021 BUDGET	2020 YE PROJECTED live updates	Increase (Decrease) 2021 Budget vs 2020 YE
DUES					
New Member	70 new @ \$2193		\$90,644.00	\$62,939.09	
New Credits from previous year	(from Membership s/s Dec 2020)		\$44,945.58	\$77,280.24	
Renewals	(Billed \$1,177,363.62 x 87%)		\$1,024,306.35	\$1,042,047.98	
Member Promotion	Enrollment fee		\$7,000.00	\$4,860.00	
Promotion			\$800.00	\$900.00	
Membership Revenue	DUES COST		\$1,167,695.93	\$1,188,027.31	(\$20,331.38)
	National Dues	22.00%	\$245,289.08	\$250,808.65	
As of 12/31/20	National Dues Credits		\$8,996.50	\$16,608.00	22.619%
	State Dues	5.00%	\$55,747.52	\$57,054.18	
As of 12/31/20	State Dues Credits		\$2,216.67	\$4,512.48	5.876%
	Fees and Promotions		\$22,500.00	\$18,424.13	
	Membership Cost		\$334,749.76	\$347,407.44	(\$12,657.68)
NET DUES		65.16%	\$832,946.17	\$840,619.87	(\$7,673.70)
			29%	29%	
TRAINING & DEVELOPMENT INCOME					
Registration			\$151,678.50	\$122,752.43	
Other Income (ABC of FL)			\$3,000.00	\$3,000.00	
Books			\$7,725.00	\$4,980.00	
Training & Development Income	TRAINING & DEVELOPMENT COST		\$162,403.50	\$130,732.43	\$31,671.07
	T&D Expense		\$23,979.00	\$9,638.23	
	Instructor Expense		\$34,934.00	\$34,462.00	
	Book Expense		\$7,725.00	\$4,854.21	
	General Expense		\$5,000.00	\$4,553.28	
	Training & Development Cost		\$71,638.00	\$53,507.72	\$18,130.28
NET TRAINING & DEVELOPMENT		7.10%	\$90,765.50	\$77,224.71	\$13,540.79
Cost of T&D (% of sales)			44%	41%	
MEETINGS	(68% VIP \$136,000 contribution to income)				
Meeting Registrations (ticketed)	BB, Top Golf, Fishing, GC Connect, Hobnob, Poker Run, Clay Shoot		\$95,760.00	\$87,917.00	
Golf Tournaments			\$133,750.00	\$139,805.00	
Excellence in Construction			\$283,250.00	\$271,628.88	
Contractors Expo			\$82,100.00	\$56,840.00	
Special Events (YP)			\$500.00	\$1,175.00	
Sponsored Events	Holiday, After Hours, Lunch, Chili Cook-off		\$35,265.00	\$36,250.00	
Special Other Income	VIP Sponsor to offset expenses		\$8,000.00	\$7,419.94	
Meetings Revenue	MEETINGS COST		\$638,625.00	\$601,035.82	\$37,589.18
	Meetings (ticketed events)		\$47,896.00	\$50,516.02	
	Golf Tournaments		\$84,091.00	\$77,173.66	
	Excellence in Construction		\$187,900.00	\$163,180.74	
	Contractors Expo		\$32,940.00	\$30,193.13	
	Special Events (YP)		\$500.00	\$314.50	
	Sponsored Events		\$19,740.00	\$20,233.88	
	Special Other Expense (VIP)		\$8,000.00	\$8,809.79	
	Meetings & Events General Expenses		\$2,700.00	\$2,134.99	
	Meetings Cost		\$383,767.00	\$352,556.71	\$31,210.29
NET MEETINGS		19.94%	\$254,858.00	\$248,479.11	\$6,378.89
Cost of Meetings (% of sales)			60.1%	59%	

Associated Builders and Contractors, Inc. 2021 Draft Budget					
Income	Expense		2021 BUDGET	2020 YE PROJECTED live updates	Increase (Decrease) 2021 Budget vs 2020 YE
MARKETING (32% VIP \$64,000 contribution to income)					
Magazine			\$76,275.00	\$72,040.60	
Directory Advertising			\$45,015.00	\$46,865.00	
Website Advertising			\$2,075.00	\$1,725.00	
Weekly Email			\$3,600.00	\$3,600.00	
Other Marketing Income			\$1,500.00	\$150.00	
Marketing Revenue			\$128,465.00	\$124,380.60	\$4,084.40
MARKETING					
Magazine & Other			\$22,300.00	\$22,532.28	
Directory			\$7,200.00	\$7,151.47	
Other Marketing Expense			\$4,800.00	\$3,943.98	
Marketing Cost			\$34,300.00	\$33,627.73	\$672.27
NET MARKETING		7.37%	\$94,165.00	\$90,752.87	\$3,412.13
Cost of Marketing (% of sales)			27%	27%	
MEMBER SERVICES					
Room Rental Income			\$2,500.00	\$1,228.53	
Job Site Signs			\$6,500.00	\$5,933.90	
Workforce Fund Allocation to income			\$0.00	\$51,000.00	
Student Chapter			\$0.00	\$0.00	
Promotional Fees			\$0.00	\$0.00	
Member Services Revenue			\$9,000.00	\$58,162.43	(\$49,162.43)
MEMBER SERVICES COST					
Room Rental Expense			\$250.00	\$25.32	
Job Site Signs			\$3,185.00	\$2,862.86	
Workforce Fund			\$0.00	\$51,000.00	
Student Chapter			\$0.00	\$0.00	
Member Services Cost			\$3,435.00	\$53,888.18	(\$50,453.18)
NET MEMBER SERVICES		0.44%	\$5,565.00	\$4,274.25	\$1,290.75
Services Cost (% of revenue)			38%	93%	
NET INCOME FROM PROGRAMS/SERVICES			\$1,278,299.67	\$1,261,350.81	\$16,948.86
Gross Revenue			\$2,106,189.43	\$2,102,338.59	\$3,850.84

Associated Builders and Contractors, Inc.
2021 Draft Budget

Income	Expense	2021 BUDGET	2020 YE PROJECTED live updates	Increase (Decrease) 2021 Budget vs 2020 YE
General & Administrative Expenses				
	PERSONNEL EXPENSE			
	Salaries	\$736,679.00	\$746,229.65	(\$9,550.65)
	Temporary Labor	\$0.00	\$0.00	\$0.00
	Payroll taxes	\$51,730.00	\$55,562.81	7.446%
	Group Insurance	\$124,630.00	\$120,970.77	
	Workers Compensation	\$1,836.00	\$1,363.00	
	Team Development (Cont. Edu.)	\$6,000.00	\$6,045.74	
	Retirement Plan	\$45,000.00	\$34,113.01	
	NET PERSONNEL EXPENSE	\$965,875.00	\$964,284.98	\$1,590.02
	TRAVEL/MEETINGS EXPENSE			
	Auto Expense	\$7,000.00	\$6,461.17	
	Auto Depreciation	\$4,900.00	\$4,358.75	
	Auto Insurance	\$5,633.78	\$5,578.12	
	State Meetings	\$4,000.00	\$2,790.94	
	National Meetings	\$8,000.00	\$2,808.66	
	Other Conferences	\$0.00	\$152.39	
	Chairman's Expense	\$200.00	\$200.00	
	Board of Directors Mtgs.	\$10,000.00	\$3,221.44	
	Committee Meetings	\$3,053.95	\$2,965.18	
	Chapter Planning Conf.	\$5,000.00	\$5,846.18	
	NET TRAVEL/MEETINGS EXPENSE	\$47,787.73	\$34,382.83	\$13,404.90
	OCCUPANCY EXPENSE			
	Utilities	\$37,361.19	\$36,273.11	
	GL/Property Insurance	\$14,200.00	\$14,180.09	
	Property Taxes	\$42,700.00	\$39,194.11	
	Janitorial & Cleaning	\$11,000.00	\$10,799.16	
	Building Supplies & Maintenance	\$35,000.00	\$37,517.47	
	NET OCCUPANCY EXPENSE	\$140,261.19	\$137,963.94	\$2,297.25
	OFFICE EXPENSE			
	Leased Office Equipment	\$5,900.00	\$5,781.58	
	Computer Software	\$10,570.00	\$10,301.56	
	Office Supplies	\$4,700.00	\$4,563.75	
	Postage	\$1,000.00	\$677.74	
	Telephone & Data	\$10,000.00	\$9,481.37	
	Equipment R/M, Supplies	\$7,500.00	\$7,441.17	
	NET OFFICE EXPENSE	\$39,670.00	\$38,247.17	\$1,422.83
	OTHER EXPENSE			
	Advertising	\$0.00	\$0.00	
	Accounting (Audit year)	\$14,500.00	\$8,700.00	
	Bank Charges	\$345.15	\$335.10	
	Contributions	\$0.00	\$0.00	
	D & O Liability Insurance	\$3,053.00	\$3,053.03	
	Legal Fees	\$0.00	\$0.00	
	Professional Services	\$24,000.00	\$1,281.12	
	Taxes & Licenses	\$200.00	\$592.25	
	Association Meetings	\$0.00	\$0.00	
	Dues/Subscriptions/Sponsorship	\$1,500.00	\$1,219.93	
	Interest Expense	\$1,030.00	\$1,208.92	
	Loss (Gain) on sale/ disposal of asset	\$0.00	(\$1,821.12)	
	Miscellaneous Expense	\$0.00	\$0.00	
	NET OTHER EXPENSE	\$44,628.15	\$14,569.23	\$30,058.92
	NON CASH EXPENSE			
	Depreciation	\$95,000.00	\$94,940.04	
	NET NON CASH EXPENSE	\$95,000.00	\$94,940.04	\$59.96
	TOTAL GENERAL & ADMINISTRATIVE EXPENSE	\$1,333,222.07	\$1,284,388.19	\$48,833.88
Net Income Before Other Income		-\$54,922.41	(\$23,037.38)	(\$31,885.03)

Associated Builders and Contractors, Inc. 2021 Draft Budget					
Income	Expense		2021 BUDGET	2020 YE PROJECTED live updates	Increase (Decrease) 2021 Budget vs 2020 YE
Additional Expense Contribution			\$0.00	\$637.08	
OTHER					
Interest Income			\$15,000.00	\$10,405.92	
Miscellaneous Income			\$110.00	\$109.47	
(Loss) Gain on Investment			\$3,000.00	\$3,500.00	
NET OTHER REVENUE			\$18,110.00	\$14,015.39	\$4,094.61
Net Income After Other Income			-\$36,812.41	(\$9,659.07)	(\$27,153.34)
Tenant Rental Income			\$72,199.32	\$71,579.12	\$620.20
Total Other Income			\$90,309.32	\$85,594.51	\$4,714.81
Net Income			\$35,386.91	\$61,920.05	(\$26,533.14)