

**Central Florida Chapter Associated  
Builders and Contractors, Inc.  
Key Financial Highlights for March2021**

| <b>Balance Sheet</b>                                 | <b>3/31/2021</b>      | <b>3/31/2020</b>      | <b>Difference</b>      |
|------------------------------------------------------|-----------------------|-----------------------|------------------------|
| Cash                                                 | \$1,681,061.97        | \$1,531,136.48        | \$149,925.49           |
| Temporarily Restricted Workforce<br>Enhancement Fund | \$158,151.76          | \$176,611.46          | \$56,517.97            |
| <b>Financial Statement</b>                           | <b>ACTUAL<br/>YTD</b> | <b>BUDGET<br/>YTD</b> | <b>% OF<br/>BUDGET</b> |
| Net Dues                                             | \$201,901.07          | \$200,335.66          | 101%                   |
| NET PROGRAM INCOME (Loss)                            | \$289,995.58          | \$272,290.19          | 107%                   |
| Net General Administrative Expense                   | \$304,235.46          | \$297,065.79          | 102%                   |
| Total Other Income                                   | \$20,093.64           | \$22,577.31           | 89%                    |
| NET PROFIT (LOSS)                                    | \$5,853.76            | (\$2,198.29)          | -266%                  |

## Associated Builders and Contractors, Inc.

## Balance Sheet

## ASSETS

March 2021

|                                                   | March 31, 2021        | March 31, 2020        | Difference           |
|---------------------------------------------------|-----------------------|-----------------------|----------------------|
| <b>Current Assets</b>                             |                       |                       |                      |
| Petty Cash                                        | \$1,328.73            | \$1,305.79            | \$22.94              |
| Iberia bank Money Market                          | \$0.00                | \$308,594.28          | (\$308,594.28)       |
| Winter Park Natl Bank-Checking                    | \$62,912.59           | \$25,978.89           | \$36,933.70          |
| Winter Park Natl Bank-Money Market                | \$955,809.59          | \$949,457.65          | \$6,351.94           |
| RaymondJames Investment Account                   | \$661,011.06          | \$245,799.87          | \$415,211.19         |
| <b>Total Cash</b>                                 | <b>\$1,681,061.97</b> | <b>\$1,531,136.48</b> | <b>\$149,925.49</b>  |
| Accounts Receivable                               | \$35,590.25           | \$18,728.26           | \$16,861.99          |
| Prepaid National Dues                             | \$190,017.37          | \$183,577.53          | \$6,439.84           |
| Prepaid State Dues                                | \$42,415.74           | \$41,528.25           | \$887.49             |
| Prepaid Insurance                                 | \$24,538.25           | \$25,394.51           | (\$856.26)           |
| Prepaid Expenses                                  | \$53,512.29           | \$49,119.26           | \$4,393.03           |
| Inventory                                         | \$5,713.87            | \$5,003.75            | \$710.12             |
| <b>Total Current Assets</b>                       | <b>\$351,787.77</b>   | <b>\$323,351.56</b>   | <b>\$28,436.21</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          | \$242,598.48          | \$7,156.00           |
| Accumulated Depreciation                          | (\$1,207,178.32)      | (\$1,106,079.59)      | (\$101,098.73)       |
| <b>Total Fixed Assets</b>                         | <b>\$1,592,497.92</b> | <b>\$1,686,440.65</b> | <b>(\$93,942.73)</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>\$3,625,965.96</b> | <b>\$3,541,546.99</b> | <b>\$84,418.97</b>   |
| <b>LIABILITIES</b>                                |                       |                       |                      |
| <b>Current Liabilities</b>                        |                       |                       |                      |
| Accounts Payable                                  | \$54,585.78           | \$22,324.55           | \$32,261.23          |
| Sales Taxes Payable                               | \$260.30              | \$265.33              | (\$5.03)             |
| Payroll Taxes & 401K                              | \$1,908.90            | \$732.05              | \$1,176.85           |
| Accrued Property Taxes                            | \$10,674.99           | \$9,249.99            | \$1,425.00           |
| S.T.- Capital Lease                               | \$6,008.42            | \$5,811.87            | \$196.55             |
| Rent Deposits                                     | \$6,426.80            | \$6,426.80            | \$0.00               |
| Unearned Income-Misc./Spec.Events                 | \$327,918.69          | \$374,220.83          | (\$46,302.14)        |
| Unearned Income - New Members                     | \$92,834.39           | \$94,854.27           | (\$2,019.88)         |
| Unearned Income - Renewals                        | \$783,967.05          | \$740,926.82          | \$43,040.23          |
| <b>Total Current Liabilities</b>                  | <b>\$1,284,585.32</b> | <b>\$1,254,812.51</b> | <b>\$29,772.81</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 | \$158,151.76          | \$176,611.46          | (\$18,459.70)        |
| Current Year Earnings                             | \$5,853.76            | (\$18,712.32)         | \$24,566.08          |
| <b>Total Fund Balance</b>                         | <b>\$2,315,042.68</b> | <b>\$2,252,418.33</b> | <b>\$62,624.35</b>   |
| <b>Total Liability &amp; Equity</b>               | <b>\$3,625,965.96</b> | <b>\$3,541,546.99</b> | <b>\$84,418.97</b>   |

| INCOME                    | EXPENSE      | ACTUAL<br>MONTH | BUDGET<br>MONTH | % OF<br>BUDGET | ACTUAL<br>YTD | BUDGET<br>YTD | % OF<br>BUDGET |
|---------------------------|--------------|-----------------|-----------------|----------------|---------------|---------------|----------------|
| <b>DUES</b>               |              |                 |                 |                |               |               |                |
| New Member                |              | \$5,606.92      | \$4,386.00      | 128%           | \$9,487.42    | \$9,320.25    | 102%           |
| New Credit                |              | \$3,893.20      | \$3,893.20      | 100%           | \$11,679.60   | \$11,679.62   | 100%           |
| Renew Dues                |              | \$92,884.39     | \$85,358.87     | 109%           | \$260,864.85  | \$256,076.61  | 102%           |
| Enrollment Fee            |              | \$1,540.00      | \$700.00        | 220%           | \$3,170.00    | \$2,400.00    | 132%           |
| Membership Promotion      |              |                 | \$66.66         |                |               | \$199.98      |                |
| <b>Total Dues Income</b>  |              | \$103,924.51    | \$94,404.73     | 110%           | \$285,201.87  | \$279,676.46  | 102%           |
| <b>DUES</b>               |              |                 |                 |                |               |               |                |
| National Dues             |              | \$22,478.49     | \$19,978.12     | 113%           | \$61,006.54   | \$57,684.57   | 106%           |
| 2020 National Credits     |              | \$777.51        | \$777.52        | 100%           | \$2,332.53    | \$2,332.56    | 100%           |
| State Dues                |              | \$5,213.88      | \$4,540.48      | 115%           | \$13,550.00   | \$13,110.12   | 103%           |
| 2020 State Credits        |              | \$196.18        | \$196.18        | 100%           | \$588.54      | \$588.55      | 100%           |
| Membership Promotion      |              | \$1,843.23      | \$1,875.00      | 98%            | \$5,823.19    | \$5,625.00    | 104%           |
| <b>Total Dues Expense</b> |              | \$30,509.29     | \$27,367.30     | 111%           | \$83,300.80   | \$79,340.80   | 105%           |
| <b>Net Dues Income</b>    |              | \$73,415.22     | \$67,037.43     | 110%           | \$201,901.07  | \$200,335.66  | 101%           |
|                           | Cost of Dues | 29%             | 29%             |                | 29%           | 28%           |                |

| INCOME                                            | EXPENSE                                         | ACTUAL<br>MONTH | BUDGET<br>MONTH | % OF<br>BUDGET | ACTUAL<br>YTD | BUDGET<br>YTD | % OF<br>BUDGET |
|---------------------------------------------------|-------------------------------------------------|-----------------|-----------------|----------------|---------------|---------------|----------------|
| <b>TRAINING &amp; DEVELOPMENT</b>                 |                                                 |                 |                 |                |               |               |                |
| Training & Development Registration               |                                                 | \$20,185.64     | \$15,845.00     | 127%           | \$45,097.85   | \$32,888.00   | 137%           |
| Books                                             |                                                 |                 |                 |                | \$2,160.00    | \$1,800.00    | 120%           |
| <b>Total Training &amp; Development Income</b>    |                                                 | \$20,185.64     | \$15,845.00     | 127%           | \$47,257.85   | \$34,688.00   | 136%           |
| <b>TRAINING &amp; DEVELOPMENT EXPENSE</b>         |                                                 |                 |                 |                |               |               |                |
|                                                   | Training & Development Expense                  | \$2,212.54      | \$2,245.00      | 99%            | \$5,577.25    | \$6,365.00    | 88%            |
|                                                   | Training & Development Instructors              | \$5,730.00      | \$6,100.00      | 94%            | \$13,185.00   | \$8,400.00    | 157%           |
|                                                   | Books                                           |                 |                 |                | \$2,905.27    | \$1,800.00    | 161%           |
|                                                   | <b>Total Training &amp; Development Expense</b> | \$7,942.54      | \$8,345.00      | 95%            | \$21,667.52   | \$16,565.00   | 131%           |
| <b>Net Training &amp; Development Income</b>      |                                                 | \$12,243.10     | \$7,500.00      | 163%           | \$25,590.33   | \$18,123.00   | 141%           |
|                                                   | Cost of Training & Development                  | 39%             | 53%             |                | 46%           | 48%           |                |
| <b>MEETINGS &amp; SPECIAL EVENTS INCOME</b>       |                                                 |                 |                 |                |               |               |                |
| Meetings (Ticket Events)                          |                                                 | \$40,903.00     | \$33,205.00     | 123%           | \$79,834.00   | \$68,515.00   | 117%           |
| Golf Tournament                                   |                                                 |                 |                 |                |               |               |                |
| Excellence in Construction                        |                                                 | \$360.00        |                 |                | \$2,140.00    |               |                |
| Construction Expo                                 |                                                 |                 |                 |                |               |               |                |
| Special Other Income                              |                                                 | \$5,175.60      | \$4,000.00      | 129%           | \$6,745.50    | \$7,500.00    | 90%            |
| Special Events (Sponsored)                        |                                                 | \$2,500.00      | \$2,500.00      | 100%           | \$8,750.00    | \$7,775.00    | 113%           |
| <b>Total Meetings &amp; Special Events Income</b> |                                                 | \$48,938.60     | \$39,705.00     | 123%           | \$97,469.50   | \$83,790.00   | 116%           |
| <b>MEETINGS &amp; SPECIAL EVENTS EXPENSE</b>      |                                                 |                 |                 |                |               |               |                |
|                                                   | Meetings (Ticket Events)                        | \$14,209.56     | \$15,371.00     | 92%            | \$33,410.71   | \$35,091.00   | 95%            |
|                                                   | Golf Tournament                                 | \$1,071.42      |                 |                | \$1,551.51    |               |                |
|                                                   | Excellence in Construction                      | \$418.97        |                 |                | \$1,803.64    |               |                |
|                                                   | Construction Expo                               |                 |                 |                |               |               |                |
|                                                   | Special Other Expense                           | \$5,175.60      | \$4,000.00      | 129%           | \$6,745.50    | \$7,500.00    | 90%            |
|                                                   | Special Events (Sponsored)                      | \$1,998.53      | \$1,450.00      | 138%           | \$6,043.92    | \$4,900.00    | 123%           |
|                                                   | Meetings & Events Gen.Expenses                  | \$660.34        | \$225.00        | 293%           | \$1,000.14    | \$675.00      | 148%           |
|                                                   | <b>Total Meetings &amp; Events Expense</b>      | \$23,534.42     | \$21,046.00     | 112%           | \$50,555.42   | \$48,166.00   | 105%           |
| <b>Net Meetings &amp; Events</b>                  |                                                 | \$25,404.18     | \$18,659.00     | 136%           | \$46,914.08   | \$35,624.00   | 132%           |
|                                                   | Cost of Meetings & Events                       | 48%             | 53%             |                | 52%           | 57%           |                |

| INCOME                                | EXPENSE | ACTUAL<br>MONTH | BUDGET<br>MONTH | % OF<br>BUDGET | ACTUAL<br>YTD | BUDGET<br>YTD | % OF<br>BUDGET |
|---------------------------------------|---------|-----------------|-----------------|----------------|---------------|---------------|----------------|
| <b>MARKETING INCOME</b>               |         |                 |                 |                |               |               |                |
| Magazine                              |         | \$6,994.54      | \$6,678.75      | 105%           | \$18,574.54   | \$20,516.25   | 91%            |
| Directory                             |         |                 |                 |                |               |               |                |
| Other Advertising                     |         | \$650.00        | \$1,000.00      | 65%            | \$2,525.00    | \$2,975.00    | 85%            |
| <b>Total Marketing Income</b>         |         | \$7,644.54      | \$7,678.75      | 100%           | \$21,099.54   | \$23,491.25   | 90%            |
| <b>MARKETING EXPENSE</b>              |         |                 |                 |                |               |               |                |
| Magazine                              |         | \$2,467.39      | \$1,825.00      | 135%           | \$5,665.04    | \$5,475.00    | 103%           |
| Directory                             |         | \$61.71         |                 |                | \$366.71      |               |                |
| Other Advertising                     |         | \$369.95        | \$400.00        | 92%            | \$1,068.75    | \$1,200.00    | 89%            |
| <b>Total Marketing Expense</b>        |         | \$2,899.05      | \$2,225.00      | 130%           | \$7,100.50    | \$6,675.00    | 106%           |
| <b>Net Marketing</b>                  |         | \$4,745.49      | \$5,453.75      | 87%            | \$13,999.04   | \$16,816.25   | 83%            |
| Cost of Marketing                     |         | 38%             | 29%             |                | 34%           | 28%           |                |
| <b>SPECIAL SERVICES INCOME</b>        |         |                 |                 |                |               |               |                |
| Job Site Signs                        |         | \$305.10        | \$541.66        | 56%            | \$1,889.66    | \$1,624.98    | 116%           |
| Workforce Enhancement Fund            |         |                 |                 |                |               |               |                |
| Promotional Fees                      |         |                 |                 |                |               |               |                |
| Classroom Rental                      |         | \$535.00        | \$208.34        | 257%           | \$695.00      | \$625.02      | 111%           |
| <b>Total Special Services Income</b>  |         | \$840.10        | \$750.00        | 112%           | \$2,584.66    | \$2,250.00    | 115%           |
| <b>SPECIAL SERVICES EXPENSE</b>       |         |                 |                 |                |               |               |                |
| Job Site Signs                        |         | \$142.47        | \$265.41        | 54%            | \$981.59      | \$796.23      | 123%           |
| Workforce Enhancement Fund            |         |                 |                 |                |               |               |                |
| Classroom Rental Expense              |         | \$12.01         | \$20.83         | 58%            | \$12.01       | \$62.49       | 19%            |
| <b>Total Special Services Expense</b> |         | \$154.48        | \$286.24        | 54%            | \$993.60      | \$858.72      | 116%           |
| <b>Net Special Services</b>           |         | \$685.62        | \$463.76        | 148%           | \$1,591.06    | \$1,391.28    | 114%           |
| Cost of Special Services              |         | 18%             | 38%             |                | 38%           | 38%           |                |
| <b>NET PROGRAM INCOME (Loss)</b>      |         | \$116,493.61    | \$99,113.94     | 118%           | \$289,995.58  | \$272,290.19  | 107%           |

| INCOME                                     | EXPENSE | ACTUAL<br>MONTH    | BUDGET<br>MONTH    | % OF<br>BUDGET | ACTUAL<br>YTD       | BUDGET<br>YTD       | % OF<br>BUDGET |
|--------------------------------------------|---------|--------------------|--------------------|----------------|---------------------|---------------------|----------------|
| <b>GENERAL ADMINISTRATIVE EXPENSES</b>     |         |                    |                    |                |                     |                     |                |
| <b>Personnel Expense</b>                   |         |                    |                    |                |                     |                     |                |
| Salaries                                   |         | \$58,815.39        | \$53,473.25        | 110%           | \$167,716.77        | \$160,419.75        | 105%           |
| Temporary Labor                            |         |                    |                    |                |                     |                     |                |
| Payroll Taxes                              |         | \$4,557.48         | \$3,756.66         | 121%           | \$14,888.42         | \$11,269.98         | 132%           |
| Group Insurance                            |         | \$10,856.80        | \$10,385.84        | 105%           | \$34,103.27         | \$31,157.52         | 109%           |
| Workers Compensation                       |         | \$144.25           | \$153.00           | 94%            | \$451.25            | \$459.00            | 98%            |
| Continuing Education                       |         |                    | \$500.00           |                | \$155.88            | \$1,500.00          | 10%            |
| Retirement Plan                            |         | \$2,810.76         | \$3,750.00         | 75%            | \$8,366.67          | \$11,250.00         | 74%            |
| <b>Total Personnel Expense</b>             |         | <b>\$77,184.68</b> | <b>\$72,018.75</b> | <b>107%</b>    | <b>\$225,682.26</b> | <b>\$216,056.25</b> | <b>104%</b>    |
| <b>Travel, Meetings, Conferences</b>       |         |                    |                    |                |                     |                     |                |
| Auto Expense                               |         | \$611.45           | \$583.34           | 105%           | \$1,941.01          | \$1,750.02          | 111%           |
| Auto & Fixed Asset Depreciation            |         | \$396.25           | \$408.34           | 97%            | \$1,188.75          | \$1,225.02          | 97%            |
| Auto Insurance                             |         | \$475.50           | \$469.48           | 101%           | \$1,424.42          | \$1,408.46          | 101%           |
| State Meetings                             |         |                    | \$250.00           | 0%             |                     | \$250.00            | 0%             |
| National Meetings                          |         | \$1,825.02         | \$2,500.00         | 73%            | \$1,825.02          | \$2,500.00          | 73%            |
| Other Conferences                          |         |                    |                    |                |                     |                     |                |
| Presidents Expense                         |         |                    |                    |                |                     |                     |                |
| Board of Directors Meetings                |         |                    | \$2,000.00         | 0%             | \$395.73            | \$2,200.00          | 18%            |
| Committee Meetings                         |         | \$124.97           | \$254.49           | 49%            | \$424.30            | \$763.47            | 56%            |
| Chapter Planning Conference                |         |                    |                    |                |                     |                     |                |
| <b>Total Travel, Meetings, Conferences</b> |         | <b>\$3,433.19</b>  | <b>\$6,465.65</b>  | <b>53%</b>     | <b>\$7,199.23</b>   | <b>\$10,096.97</b>  | <b>71%</b>     |
| <b>Occupancy Expense</b>                   |         |                    |                    |                |                     |                     |                |
| Utilities                                  |         | \$2,671.57         | \$3,113.43         | 86%            | \$7,025.61          | \$9,340.30          | 75%            |
| Building Insurance                         |         | \$1,266.20         | \$1,183.34         | 107%           | \$3,690.36          | \$3,550.02          | 104%           |
| Property Taxes                             |         | \$3,558.33         | \$3,558.34         | 100%           | \$10,716.54         | \$10,675.02         | 100%           |
| Janitorial Services                        |         | \$899.93           | \$916.66           | 98%            | \$2,699.79          | \$2,749.98          | 98%            |
| Building Repairs & Maintenance             |         | \$3,503.11         | \$2,916.66         | 120%           | \$11,326.64         | \$8,749.98          | 129%           |
| <b>Total Occupancy Expense</b>             |         | <b>\$11,899.14</b> | <b>\$11,688.43</b> | <b>102%</b>    | <b>\$35,458.94</b>  | <b>\$35,065.30</b>  | <b>101%</b>    |
| <b>Office Expense</b>                      |         |                    |                    |                |                     |                     |                |
| Leased Office Equipment                    |         | \$465.28           | \$491.66           | 95%            | \$1,395.84          | \$1,474.98          | 95%            |
| Postage                                    |         | \$72.00            | \$83.34            | 86%            | \$281.94            | \$250.02            | 113%           |
| Telephone                                  |         | \$466.80           | \$833.34           | 56%            | \$2,430.42          | \$2,500.02          | 97%            |
| Computer Software                          |         | \$1,280.73         | \$880.84           | 145%           | \$3,748.67          | \$2,642.52          | 142%           |
| Office Supplies                            |         | \$453.01           | \$391.66           | 116%           | \$1,503.11          | \$1,174.98          | 128%           |
| Equipment Repairs/Maintenance              |         | \$266.32           | \$625.00           | 43%            | \$1,377.19          | \$1,875.00          | 73%            |
| <b>Total Office Expense</b>                |         | <b>\$3,004.14</b>  | <b>\$3,305.84</b>  | <b>91%</b>     | <b>\$10,737.17</b>  | <b>\$9,917.52</b>   | <b>108%</b>    |

| INCOME                                     | EXPENSE | ACTUAL<br>MONTH    | BUDGET<br>MONTH     | % OF<br>BUDGET | ACTUAL<br>YTD        | BUDGET<br>YTD        | % OF<br>BUDGET |
|--------------------------------------------|---------|--------------------|---------------------|----------------|----------------------|----------------------|----------------|
| <b>Other Expenses</b>                      |         |                    |                     |                |                      |                      |                |
| Advertising                                |         |                    |                     |                |                      |                      |                |
| Accounting                                 |         |                    |                     |                |                      |                      |                |
| Association Meetings                       |         |                    |                     |                |                      |                      |                |
| Bank Charges                               |         | \$22.10            | \$28.77             | 77%            | \$66.83              | \$86.31              | 77%            |
| Professional Fees                          |         | \$251.28           | \$200.00            | 126%           | \$251.28             | \$600.00             | 42%            |
| Legal Fees                                 |         |                    |                     |                |                      |                      |                |
| Taxes & Licenses                           |         |                    | \$25.00             |                | \$61.25              | \$75.00              | 82%            |
| Dues/Subscriptions/Sponsor                 |         |                    | \$125.00            |                |                      | \$375.00             | 0%             |
| Interest Expense                           |         | \$91.59            | \$91.59             | 100%           | \$280.23             | \$280.23             | 100%           |
| Loss on sale of asset                      |         |                    |                     |                |                      |                      |                |
| Directors & Officer Insurance              |         | \$254.42           | \$254.41            | 100%           | \$763.26             | \$763.23             | 100%           |
| Miscellaneous Expense                      |         |                    |                     |                |                      |                      |                |
| <b>Total Other Expenses</b>                |         | \$619.39           | \$724.77            | 85%            | \$1,422.85           | \$2,179.77           | 65%            |
| <b>Non Cash Expense</b>                    |         |                    |                     |                |                      |                      |                |
| Depreciation                               |         | \$7,911.67         | \$7,916.66          | 100%           | \$23,735.01          | \$23,749.98          | 100%           |
| <b>Total Non Cash Expense</b>              |         | \$7,911.67         | \$7,916.66          | 100%           | \$23,735.01          | \$23,749.98          | 100%           |
| <b>Net General Administrative Expense</b>  |         | \$104,052.21       | \$102,120.10        | 102%           | \$304,235.46         | \$297,065.79         | 102%           |
| <b>NET PROFIT (LOSS) DUE TO OPERATIONS</b> |         | <b>\$12,441.40</b> | <b>(\$3,006.16)</b> | -414%          | <b>(\$14,239.88)</b> | <b>(\$24,775.60)</b> | 57%            |
| <b>Additional Expense</b>                  |         |                    |                     |                |                      |                      |                |
| Contribution                               |         |                    |                     |                |                      |                      |                |
| <b>Other Income</b>                        |         |                    |                     |                |                      |                      |                |
| Interest Income                            |         | \$467.11           | \$1,250.00          | 37%            | \$1,081.72           | \$3,750.00           | 29%            |
| Miscellaneous Income                       |         | \$7.63             | \$9.16              | 83%            | \$25.00              | \$27.48              | 91%            |
| Rental Income                              |         | \$6,016.61         | \$6,016.61          | 100%           | \$18,049.83          | \$18,049.83          | 100%           |
| Gain/Loss on Investment Asset              |         | \$1,262.96         | \$250.00            | 505%           | \$937.09             | \$750.00             | 125%           |
| <b>Total Other Income</b>                  |         | <b>\$7,754.31</b>  | <b>\$7,525.77</b>   | 103%           | <b>\$20,093.64</b>   | <b>\$22,577.31</b>   | 89%            |
| <b>NET PROFIT (LOSS)</b>                   |         | <b>\$20,195.71</b> | <b>\$4,519.61</b>   | 447%           | <b>\$5,853.76</b>    | <b>(\$2,198.29)</b>  | -266%          |

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

| INCOME                    | EXPENSE      | For the month<br>ended 3/31/2021 | For the month<br>ended 3/31/2020 | Increase<br>(Decrease) | % Change      | For the three<br>months ended<br>3/31/2021 | For the three<br>month ended<br>3/31/2020 | Increase<br>(Decrease) | % Change     |
|---------------------------|--------------|----------------------------------|----------------------------------|------------------------|---------------|--------------------------------------------|-------------------------------------------|------------------------|--------------|
| <b>DUES</b>               |              |                                  |                                  |                        |               |                                            |                                           |                        |              |
| New Member                |              | \$5,606.92                       | \$3,665.42                       | \$1,941.50             | 52.97%        | \$9,487.42                                 | \$7,090.92                                | \$2,396.50             | 33.80%       |
| New Credit                |              | \$3,893.20                       | \$6,440.02                       | (\$2,546.82)           | -39.55%       | \$11,679.60                                | \$19,320.06                               | (\$7,640.46)           | -39.55%      |
| Renew Dues                |              | \$92,884.39                      | \$85,193.20                      | \$7,691.19             | 9.03%         | \$260,864.85                               | \$246,975.60                              | \$13,889.25            | 5.62%        |
| Enrollment Fee            |              | \$1,540.00                       | \$800.00                         | \$740.00               | 92.50%        | \$3,170.00                                 | \$2,300.00                                | \$870.00               | 37.83%       |
| Membership Promotion      |              |                                  |                                  |                        |               |                                            | \$900.00                                  | (\$900.00)             | -100.00%     |
| <b>Total Dues Income</b>  |              | <b>\$103,924.51</b>              | <b>\$96,098.64</b>               | <b>\$7,825.87</b>      | <b>8.14%</b>  | <b>\$285,201.87</b>                        | <b>\$276,586.58</b>                       | <b>\$8,615.29</b>      | <b>3.11%</b> |
| <b>DUES</b>               |              |                                  |                                  |                        |               |                                            |                                           |                        |              |
| National Dues             |              | \$22,478.49                      | \$19,808.99                      | \$2,669.50             | 13.48%        | \$61,006.54                                | \$57,040.47                               | \$3,966.07             | 6.95%        |
| 2020 National Credits     |              | \$777.51                         | \$1,384.00                       | (\$606.49)             | -43.82%       | \$2,332.53                                 | \$4,152.00                                | (\$1,819.47)           | -43.82%      |
| State Dues                |              | \$5,213.88                       | \$4,488.20                       | \$725.68               | 16.17%        | \$13,550.00                                | \$12,714.59                               | \$835.41               | 6.57%        |
| 2020 State Credits        |              | \$196.18                         | \$376.04                         | (\$179.86)             | -47.83%       | \$588.54                                   | \$1,128.12                                | (\$539.58)             | -47.83%      |
| Membership Promotion      |              | \$1,843.23                       | \$606.82                         | \$1,236.41             | 203.75%       | \$5,823.19                                 | \$4,549.02                                | \$1,274.17             | 28.01%       |
| <b>Total Dues Expense</b> |              | <b>\$30,509.29</b>               | <b>\$26,664.05</b>               | <b>\$3,845.24</b>      | <b>14.42%</b> | <b>\$83,300.80</b>                         | <b>\$79,584.20</b>                        | <b>\$3,716.60</b>      | <b>4.67%</b> |
| <b>Net Dues Income</b>    |              | <b>\$73,415.22</b>               | <b>\$69,434.59</b>               | <b>\$3,980.63</b>      | <b>5.73%</b>  | <b>\$201,901.07</b>                        | <b>\$197,002.38</b>                       | <b>\$4,898.69</b>      | <b>2.49%</b> |
|                           | Cost of Dues | 29.36%                           | 27.75%                           | 49.13%                 |               | 29.21%                                     | 28.77%                                    | 43.14%                 |              |

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

| INCOME                                            | EXPENSE                                      | For the month<br>ended 3/31/2021 | For the month<br>ended 3/31/2020 | Increase<br>(Decrease) | % Change       | For the three<br>months ended<br>3/31/2021 | For the three<br>month ended<br>3/31/2020 | Increase<br>(Decrease) | % Change      |
|---------------------------------------------------|----------------------------------------------|----------------------------------|----------------------------------|------------------------|----------------|--------------------------------------------|-------------------------------------------|------------------------|---------------|
| <b>TRAINING &amp; DEVELOPMENT</b>                 |                                              |                                  |                                  |                        |                |                                            |                                           |                        |               |
| Training & Development Registration               |                                              | \$20,185.64                      | \$20,468.88                      | (\$283.24)             | -1.38%         | \$45,097.85                                | \$46,254.59                               | (\$1,156.74)           | -2.50%        |
| Books                                             |                                              |                                  |                                  |                        |                | \$2,160.00                                 | \$1,650.00                                | \$510.00               | 30.91%        |
| <b>Total Training &amp; Development Income</b>    |                                              | \$20,185.64                      | \$20,468.88                      | (\$283.24)             | -1.38%         | \$47,257.85                                | \$47,904.59                               | (\$646.74)             | -1.35%        |
|                                                   | <b>Training &amp; Development EXPENSE</b>    |                                  |                                  |                        |                |                                            |                                           |                        |               |
|                                                   | Training & Development Expense               | \$2,212.54                       | \$937.32                         | \$1,275.22             | 136.05%        | \$5,577.25                                 | \$4,574.55                                | \$1,002.70             | 21.92%        |
|                                                   | Training & Development Instructors           | \$5,730.00                       | \$5,121.00                       | \$609.00               | 11.89%         | \$13,185.00                                | \$15,770.00                               | (\$2,585.00)           | -16.39%       |
|                                                   | Books                                        |                                  | \$21.97                          | (\$21.97)              | -100.00%       | \$2,905.27                                 | \$1,651.98                                | \$1,253.29             | 75.87%        |
|                                                   | <b>Total Seminar Expense</b>                 | \$7,942.54                       | \$6,080.29                       | \$1,862.25             | 30.63%         | \$21,667.52                                | \$21,996.53                               | (\$329.01)             | -1.50%        |
| <b>Net Training &amp; Development Income</b>      |                                              | <b>\$12,243.10</b>               | <b>\$14,388.59</b>               | <b>(\$2,145.49)</b>    | <b>-14.91%</b> | <b>\$25,590.33</b>                         | <b>\$25,908.06</b>                        | <b>(\$317.73)</b>      | <b>-1.23%</b> |
|                                                   | Cost of Training & Development               | 39.35%                           | 29.71%                           | -657.48%               |                | 45.85%                                     | 45.92%                                    | 50.87%                 |               |
| <b>MEETINGS &amp; SPECIAL EVENTS INCOME</b>       |                                              |                                  |                                  |                        |                |                                            |                                           |                        |               |
| Meetings (Ticket Events)                          |                                              | \$40,903.00                      | \$16,650.00                      | \$24,253.00            | 145.66%        | \$79,834.00                                | \$52,535.00                               | \$27,299.00            | 51.96%        |
| Golf Tournament                                   |                                              |                                  |                                  |                        |                |                                            |                                           |                        |               |
| Excellence in Construction                        |                                              | \$360.00                         |                                  | \$360.00               |                | \$2,140.00                                 |                                           | \$2,140.00             | 100.00%       |
| Construction Expo                                 |                                              |                                  |                                  |                        |                |                                            | \$900.00                                  | (\$900.00)             | -100.00%      |
| Special Other Income                              |                                              | \$5,175.60                       | \$180.00                         | \$4,995.60             | 2775.33%       | \$6,745.50                                 | \$7,419.94                                | (\$674.44)             | -9.09%        |
| Special Events (Sponsored)                        |                                              | \$2,500.00                       |                                  | \$2,500.00             |                | \$8,750.00                                 | \$6,175.00                                | \$2,575.00             | 41.70%        |
| <b>Total Meetings &amp; Special Events Income</b> |                                              | \$48,938.60                      | \$16,830.00                      | \$32,108.60            | 190.78%        | \$97,469.50                                | \$67,029.94                               | \$30,439.56            | 45.41%        |
|                                                   | <b>MEETINGS &amp; SPECIAL EVENTS EXPENSE</b> |                                  |                                  |                        |                |                                            |                                           |                        |               |
|                                                   | Meetings (Ticket Events)                     | \$14,209.56                      | \$8,676.72                       | \$5,532.84             | 63.77%         | \$33,410.71                                | \$27,957.23                               | \$5,453.48             | 19.51%        |
|                                                   | Golf Tournament                              | \$1,071.42                       | \$854.93                         | \$216.49               | 25.32%         | \$1,551.51                                 | \$1,189.72                                | \$361.79               | 30.41%        |
|                                                   | Excellence in Construction                   | \$418.97                         | \$105.84                         | \$313.13               | 295.85%        | \$1,803.64                                 | \$952.93                                  | \$850.71               | 89.27%        |
|                                                   | Construction Expo                            |                                  | \$67.70                          | (\$67.70)              | -100.00%       |                                            | \$67.70                                   | (\$67.70)              | -100.00%      |
|                                                   | Special Other Expense                        | \$5,175.60                       | \$153.08                         | \$5,022.52             | 3280.98%       | \$6,745.50                                 | \$7,621.35                                | (\$875.85)             | -11.49%       |
|                                                   | Special Events (Sponsored)                   | \$1,998.53                       | \$2.25                           | \$1,996.28             | 88723.56%      | \$6,043.92                                 | \$3,403.32                                | \$2,640.60             | 77.59%        |
|                                                   | Meetings & Events Gen.Expenses               | \$660.34                         | \$154.95                         | \$505.39               | 326.16%        | \$1,000.14                                 | \$503.84                                  | \$496.30               | 98.50%        |
|                                                   | <b>Total Meetings &amp; Events Expense</b>   | \$23,534.42                      | \$10,015.47                      | \$13,518.95            | 134.98%        | \$50,555.42                                | \$41,696.09                               | \$8,859.33             | 21.25%        |
| <b>Net Meetings &amp; Events</b>                  |                                              | <b>\$25,404.18</b>               | <b>\$6,814.53</b>                | <b>\$18,589.65</b>     | <b>272.79%</b> | <b>\$46,914.08</b>                         | <b>\$25,333.85</b>                        | <b>\$21,580.23</b>     | <b>85.18%</b> |
|                                                   | Cost of Meetings & Events                    | 48.09%                           | 59.51%                           | 42.10%                 |                | 51.87%                                     | 62.21%                                    | 29.10%                 |               |

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

| INCOME                                | EXPENSE                  | For the month<br>ended 3/31/2021 | For the month<br>ended 3/31/2020 | Increase<br>(Decrease) | % Change       | For the three<br>months ended<br>3/31/2021 | For the three<br>month ended<br>3/31/2020 | Increase<br>(Decrease) | % Change       |
|---------------------------------------|--------------------------|----------------------------------|----------------------------------|------------------------|----------------|--------------------------------------------|-------------------------------------------|------------------------|----------------|
| <b>MARKETING INCOME</b>               |                          |                                  |                                  |                        |                |                                            |                                           |                        |                |
| Magazine                              |                          | \$6,994.54                       | \$5,747.50                       | \$1,247.04             | 21.70%         | \$18,574.54                                | \$18,592.50                               | (\$17.96)              | -0.10%         |
| Directory                             |                          |                                  |                                  |                        |                |                                            |                                           |                        |                |
| Other Advertising                     |                          | \$650.00                         | \$600.00                         | \$50.00                | 8.33%          | \$2,525.00                                 | \$2,600.00                                | (\$75.00)              | -2.88%         |
| <b>Total Marketing Income</b>         |                          | <b>\$7,644.54</b>                | <b>\$6,347.50</b>                | <b>\$1,297.04</b>      | <b>20.43%</b>  | <b>\$21,099.54</b>                         | <b>\$21,192.50</b>                        | <b>(\$92.96)</b>       | <b>-0.44%</b>  |
| <b>MARKETING EXPENSE</b>              |                          |                                  |                                  |                        |                |                                            |                                           |                        |                |
| Magazine                              |                          | \$2,467.39                       | \$1,727.17                       | \$740.22               | 42.86%         | \$5,665.04                                 | \$5,090.21                                | \$574.83               | 11.29%         |
| Directory                             |                          | \$61.71                          | \$92.33                          | (\$30.62)              | -33.16%        | \$366.71                                   | \$335.16                                  | \$31.55                | 9.41%          |
| Other Advertising                     |                          | \$369.95                         | \$256.69                         | \$113.26               | 44.12%         | \$1,068.75                                 | \$1,116.63                                | (\$47.88)              | -4.29%         |
| <b>Total Marketing Expense</b>        |                          | <b>\$2,899.05</b>                | <b>\$2,076.19</b>                | <b>\$822.86</b>        | <b>39.63%</b>  | <b>\$7,100.50</b>                          | <b>\$6,542.00</b>                         | <b>\$558.50</b>        | <b>8.54%</b>   |
| <b>Net Marketing</b>                  |                          | <b>\$4,745.49</b>                | <b>\$4,271.31</b>                | <b>\$474.18</b>        | <b>11.10%</b>  | <b>\$13,999.04</b>                         | <b>\$14,650.50</b>                        | <b>(\$651.46)</b>      | <b>-4.45%</b>  |
|                                       | Cost of Marketing        | 37.92%                           | 32.71%                           | 63.44%                 |                | 33.65%                                     | 30.87%                                    | -600.80%               |                |
| <b>SPECIAL SERVICES INCOME</b>        |                          |                                  |                                  |                        |                |                                            |                                           |                        |                |
| Job Site Signs                        |                          | \$305.10                         | \$784.95                         | (\$479.85)             | -61.13%        | \$1,889.66                                 | \$2,642.25                                | (\$752.59)             | -28.48%        |
| Workforce Enhancement Fund            |                          |                                  |                                  |                        |                |                                            |                                           |                        |                |
| Promotional Fees                      |                          |                                  |                                  |                        |                |                                            |                                           |                        |                |
| Classroom Rental                      |                          | \$535.00                         | \$560.00                         | (\$25.00)              | -4.46%         | \$695.00                                   | \$560.00                                  | \$135.00               | 24.11%         |
| <b>Total Special Services Income</b>  |                          | <b>\$840.10</b>                  | <b>\$1,344.95</b>                | <b>(\$504.85)</b>      | <b>-37.54%</b> | <b>\$2,584.66</b>                          | <b>\$3,202.25</b>                         | <b>(\$617.59)</b>      | <b>-19.29%</b> |
| <b>SPECIAL SERVICES EXPENSE</b>       |                          |                                  |                                  |                        |                |                                            |                                           |                        |                |
| Job Site Signs                        |                          | \$142.47                         | \$365.21                         | (\$222.74)             | -60.99%        | \$981.59                                   | \$1,323.12                                | (\$341.53)             | -25.81%        |
| Workforce Enhancement Fund            |                          |                                  |                                  |                        |                |                                            |                                           |                        |                |
| Classroom Rental Expense              |                          | \$12.01                          | \$19.55                          | (\$7.54)               | -38.57%        | \$12.01                                    | \$19.55                                   | (\$7.54)               | -38.57%        |
| <b>Total Special Services Expense</b> |                          | <b>\$154.48</b>                  | <b>\$384.76</b>                  | <b>(\$230.28)</b>      | <b>-59.85%</b> | <b>\$993.60</b>                            | <b>\$1,342.67</b>                         | <b>(\$349.07)</b>      | <b>-26.00%</b> |
| <b>Net Special Services</b>           |                          | <b>\$685.62</b>                  | <b>\$960.19</b>                  | <b>(\$274.57)</b>      | <b>-28.60%</b> | <b>\$1,591.06</b>                          | <b>\$1,859.58</b>                         | <b>(\$268.52)</b>      | <b>-14.44%</b> |
|                                       | Cost of Special Services | 18.39%                           | 28.61%                           | 45.61%                 |                | 61.56%                                     | 58.07%                                    | 43.48%                 |                |
| <b>NET PROGRAM INCOME (Loss)</b>      |                          | <b>\$116,493.61</b>              | <b>\$95,869.21</b>               | <b>\$20,624.40</b>     | <b>21.51%</b>  | <b>\$289,995.58</b>                        | <b>\$264,754.37</b>                       | <b>\$25,241.21</b>     | <b>9.53%</b>   |

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

| INCOME                                     | EXPENSE | For the month<br>ended 3/31/2021 | For the month<br>ended 3/31/2020 | Increase<br>(Decrease) | % Change       | For the three<br>months ended<br>3/31/2021 | For the three<br>month ended<br>3/31/2020 | Increase<br>(Decrease) | % Change      |
|--------------------------------------------|---------|----------------------------------|----------------------------------|------------------------|----------------|--------------------------------------------|-------------------------------------------|------------------------|---------------|
| <b>GENERAL ADMINISTRATIVE EXPENSES</b>     |         |                                  |                                  |                        |                |                                            |                                           |                        |               |
| <b>Personnel Expense</b>                   |         |                                  |                                  |                        |                |                                            |                                           |                        |               |
| Salaries                                   |         | \$58,815.39                      | \$60,046.81                      | (\$1,231.42)           | -2.05%         | \$167,716.77                               | \$159,976.17                              | \$7,740.60             | 4.84%         |
| Temporary Labor                            |         |                                  |                                  |                        |                |                                            |                                           |                        |               |
| Payroll Taxes                              |         | \$4,557.48                       | \$5,146.32                       | (\$588.84)             | -11.44%        | \$14,888.42                                | \$13,533.08                               | \$1,355.34             | 10.02%        |
| Group Insurance                            |         | \$10,856.80                      | \$10,422.72                      | \$434.08               | 4.16%          | \$34,103.27                                | \$32,568.89                               | \$1,534.38             | 4.71%         |
| Workers Compensation                       |         | \$144.25                         | \$153.50                         | (\$9.25)               | -6.03%         | \$451.25                                   | \$477.50                                  | (\$26.25)              | -5.50%        |
| Continuing Education                       |         |                                  | \$141.34                         | (\$141.34)             | -100.00%       | \$155.88                                   | \$2,248.57                                | (\$2,092.69)           | -93.07%       |
| Retirement Plan                            |         | \$2,810.76                       | \$2,944.01                       | (\$133.25)             | -4.53%         | \$8,366.67                                 | \$8,781.69                                | (\$415.02)             | -4.73%        |
| <b>Total Personnel Expense</b>             |         | <b>\$77,184.68</b>               | <b>\$78,854.70</b>               | <b>(\$1,670.02)</b>    | <b>-2.12%</b>  | <b>\$225,682.26</b>                        | <b>\$217,585.90</b>                       | <b>\$8,096.36</b>      | <b>3.72%</b>  |
| <b>Travel, Meetings, Conferences</b>       |         |                                  |                                  |                        |                |                                            |                                           |                        |               |
| Auto Expense                               |         | \$611.45                         | \$468.33                         | \$143.12               | 30.56%         | \$1,941.01                                 | \$1,542.38                                | \$398.63               | 25.85%        |
| Auto & Fixed Asset Depreciation            |         | \$396.25                         | \$396.25                         |                        |                | \$1,188.75                                 | \$1,188.75                                |                        |               |
| Auto Insurance                             |         | \$475.50                         | \$473.42                         | \$2.08                 | 0.44%          | \$1,424.42                                 | \$1,317.34                                | \$107.08               | 8.13%         |
| Travel & Entertainment                     |         |                                  |                                  |                        |                |                                            |                                           |                        |               |
| State Meetings                             |         |                                  | (\$269.23)                       | \$269.23               | -100.00%       |                                            | \$1,585.72                                | (\$1,585.72)           | -100.00%      |
| National Meetings                          |         | \$1,825.02                       |                                  | \$1,825.02             |                | \$1,825.02                                 | \$0.00                                    | \$1,825.02             | 100.00%       |
| Other Conferences                          |         |                                  |                                  |                        |                |                                            |                                           |                        |               |
| Presidents Expense                         |         |                                  |                                  |                        |                |                                            |                                           |                        |               |
| Board of Directors Meetings                |         |                                  |                                  |                        |                | \$395.73                                   | \$151.54                                  | \$244.19               | 161.14%       |
| Committee Meetings                         |         | \$124.97                         | \$78.46                          | \$46.51                | 59.28%         | \$424.30                                   | \$600.35                                  | (\$176.05)             | -29.32%       |
| Chapter Planning Conference                |         |                                  |                                  |                        |                |                                            |                                           |                        |               |
| <b>Total Travel, Meetings, Conferences</b> |         | <b>\$3,433.19</b>                | <b>\$1,147.23</b>                | <b>\$2,285.96</b>      | <b>199.26%</b> | <b>\$7,199.23</b>                          | <b>\$6,386.08</b>                         | <b>\$813.15</b>        | <b>12.73%</b> |
| <b>Occupancy Expense</b>                   |         |                                  |                                  |                        |                |                                            |                                           |                        |               |
| Utilities                                  |         | \$2,671.57                       | \$2,449.26                       | \$222.31               | 9.08%          | \$7,025.61                                 | \$7,930.31                                | (\$904.70)             | -11.41%       |
| Building Insurance                         |         | \$1,266.20                       | \$1,157.96                       | \$108.24               | 9.35%          | \$3,690.36                                 | \$3,758.46                                | (\$68.10)              | -1.81%        |
| Property Taxes                             |         | \$3,558.33                       | \$3,083.33                       | \$475.00               | 15.41%         | \$10,716.54                                | \$9,296.64                                | \$1,419.90             | 15.27%        |
| Janitorial Services                        |         | \$899.93                         | \$899.93                         |                        |                | \$2,699.79                                 | \$2,699.79                                |                        |               |
| Building Repairs & Maintenance             |         | \$3,503.11                       | \$2,698.12                       | \$804.99               | 29.84%         | \$11,326.64                                | \$8,566.19                                | \$2,760.45             | 32.22%        |
| <b>Total Occupancy Expense</b>             |         | <b>\$11,899.14</b>               | <b>\$10,288.60</b>               | <b>\$1,610.54</b>      | <b>15.65%</b>  | <b>\$35,458.94</b>                         | <b>\$32,251.39</b>                        | <b>\$3,207.55</b>      | <b>9.95%</b>  |
| <b>Office Expense</b>                      |         |                                  |                                  |                        |                |                                            |                                           |                        |               |
| Leased Office Equipment                    |         | \$465.28                         | \$465.28                         |                        |                | \$1,395.84                                 | \$1,212.84                                | \$183.00               | 15.09%        |
| Postage                                    |         | \$72.00                          | \$102.30                         | (\$30.30)              | -29.62%        | \$281.94                                   | \$238.09                                  | \$43.85                | 18.42%        |
| Telephone                                  |         | \$466.80                         | \$447.60                         | \$19.20                | 4.29%          | \$2,430.42                                 | \$2,285.16                                | \$145.26               | 6.36%         |
| Computer Software                          |         | \$1,280.73                       | \$966.28                         | \$314.45               | 32.54%         | \$3,748.67                                 | \$2,828.00                                | \$920.67               | 32.56%        |
| Office Supplies                            |         | \$453.01                         | \$344.69                         | \$108.32               | 31.43%         | \$1,503.11                                 | \$1,331.69                                | \$171.42               | 12.87%        |
| Equipment Repairs/Maintenance              |         | \$266.32                         | \$368.30                         | (\$101.98)             | -27.69%        | \$1,377.19                                 | \$2,048.62                                | (\$671.43)             | -32.77%       |
| <b>Total Office Expense</b>                |         | <b>\$3,004.14</b>                | <b>\$2,694.45</b>                | <b>\$309.69</b>        | <b>11.49%</b>  | <b>\$10,737.17</b>                         | <b>\$9,944.40</b>                         | <b>\$792.77</b>        | <b>7.97%</b>  |

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

| INCOME                                     | EXPENSE | For the month<br>ended 3/31/2021 | For the month<br>ended 3/31/2020 | Increase<br>(Decrease) | % Change        | For the three<br>months ended<br>3/31/2021 | For the three<br>month ended<br>3/31/2020 | Increase<br>(Decrease) | % Change        |
|--------------------------------------------|---------|----------------------------------|----------------------------------|------------------------|-----------------|--------------------------------------------|-------------------------------------------|------------------------|-----------------|
| <b>Other Expenses</b>                      |         |                                  |                                  |                        |                 |                                            |                                           |                        |                 |
| Advertising                                |         |                                  |                                  |                        |                 |                                            |                                           |                        |                 |
| Accounting                                 |         |                                  |                                  |                        |                 |                                            |                                           |                        |                 |
| Association Meetings                       |         |                                  |                                  |                        |                 |                                            |                                           |                        |                 |
| Bank Charges                               |         | \$22.10                          | \$22.30                          | (\$0.20)               | -0.90%          | \$66.83                                    | \$66.60                                   | \$0.23                 | 0.35%           |
| Professional Fees                          |         | \$251.28                         | \$130.00                         | \$121.28               | 93.29%          | \$251.28                                   | \$407.99                                  | (\$156.71)             | -38.41%         |
| Legal Fees                                 |         |                                  |                                  |                        |                 |                                            |                                           |                        |                 |
| Taxes & Licenses                           |         |                                  |                                  |                        |                 | \$61.25                                    | \$61.25                                   |                        |                 |
| Dues/Subscriptions/Sponsor                 |         |                                  | \$233.07                         | (\$233.07)             | -100.00%        | \$0.00                                     | \$233.07                                  | (\$233.07)             | -100.00%        |
| Interest Expense                           |         | \$91.59                          | \$113.13                         | (\$21.54)              | -19.04%         | \$280.23                                   | \$264.93                                  | \$15.30                | 5.78%           |
| Directors & Officer Insurance              |         | \$254.42                         | \$254.42                         |                        |                 | \$763.26                                   | \$763.25                                  | \$0.01                 |                 |
| Bad Debt Expense                           |         |                                  |                                  |                        |                 |                                            |                                           |                        |                 |
| Loss on sale of asset                      |         |                                  |                                  |                        |                 |                                            | (\$1,821.12)                              | \$1,821.12             | -100.00%        |
| Miscellaneous Expense                      |         |                                  |                                  |                        |                 |                                            |                                           |                        |                 |
| <b>Total Other Expenses</b>                |         | \$619.39                         | \$752.92                         | (\$133.53)             | -17.73%         | \$1,422.85                                 | (\$24.03)                                 | \$1,446.88             | -6021.14%       |
| <b>Non Cash Expense</b>                    |         |                                  |                                  |                        |                 |                                            |                                           |                        |                 |
| Depreciation                               |         | \$7,911.67                       | \$7,443.76                       | \$467.91               | 6.29%           | \$23,735.01                                | \$22,331.28                               | \$1,403.73             | 6.29%           |
| <b>Total Non Cash Expense</b>              |         | \$7,911.67                       | \$7,443.76                       | \$467.91               | 6.29%           | \$23,735.01                                | \$22,331.28                               | \$1,403.73             | 6.29%           |
| <b>Net General Administrative Expense</b>  |         | \$104,052.21                     | \$101,181.66                     | \$2,870.55             | 2.84%           | \$304,235.46                               | \$288,475.02                              | \$15,760.44            | 5.46%           |
| <b>NET PROFIT (LOSS) DUE TO OPERATIONS</b> |         | <b>\$12,441.40</b>               | <b>(\$5,312.45)</b>              | <b>\$17,753.85</b>     | <b>-334.19%</b> | <b>(\$14,239.88)</b>                       | <b>(\$23,720.65)</b>                      | <b>\$9,480.77</b>      | <b>-39.97%</b>  |
| <b>Additional Expense</b>                  |         |                                  |                                  |                        |                 |                                            |                                           |                        |                 |
| Contribution                               |         |                                  | \$437.26                         | (\$437.26)             | -100.00%        |                                            | \$540.26                                  | (\$540.26)             | -100.00%        |
| <b>Other Income</b>                        |         |                                  |                                  |                        |                 |                                            |                                           |                        |                 |
| Interest Income                            |         | \$467.11                         | \$1,128.67                       | (\$661.56)             | -58.61%         | \$1,081.72                                 | \$4,460.66                                | (\$3,378.94)           | -75.75%         |
| Miscellaneous Income                       |         | \$7.63                           | \$2.60                           | \$5.03                 | 193.46%         | \$25.00                                    | \$21.17                                   | \$3.83                 | 18.09%          |
| Rental Income                              |         | \$6,016.61                       | \$5,925.83                       | \$90.78                | 1.53%           | \$18,049.83                                | \$17,777.49                               | \$272.34               | 1.53%           |
| Gain/Loss on Investment Asset              |         | \$1,262.96                       | (\$10,419.97)                    | \$11,682.93            | -112.12%        | \$937.09                                   | (\$16,710.73)                             | \$17,647.82            | -105.61%        |
| <b>Total Other Income</b>                  |         | \$7,754.31                       | (\$3,362.87)                     | \$11,117.18            | -330.59%        | \$20,093.64                                | \$5,548.59                                | \$14,545.05            | 262.14%         |
| <b>NET PROFIT (LOSS)</b>                   |         | <b>\$20,195.71</b>               | <b>(\$9,112.58)</b>              | <b>\$29,308.29</b>     | <b>-321.62%</b> | <b>\$5,853.76</b>                          | <b>(\$18,712.32)</b>                      | <b>\$24,566.08</b>     | <b>-131.28%</b> |