

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

Balance Sheet	10/31/2020	10/31/2021	Difference
Cash	\$1,773,997.90	\$1,642,324.99	\$131,672.91
Temporarily Restricted Workforce Enhancement Fund	\$164,750.14	\$147,734.89	\$17,015.25
Financial Statement	ACTUAL YTD	BUDGET YTD	% OF BUDGET
Net Dues	\$719,991.79	\$688,591.30	105%
NET PROGRAM INCOME (Loss)	\$1,164,574.71	\$1,101,530.52	106%
Net General Administrative Expense	\$1,046,323.40	\$1,051,638.29	99%
Total Other Income	\$82,075.36	\$75,257.76	109%
NET PROFIT (LOSS)	\$199,869.17	\$125,149.99	160%

Associated Builders and Contractors, Inc.
**Balance Sheet
October 2021**
ASSETS

Current Assets	October 31, 2021	October 31, 2020	Difference
Petty Cash	\$1,610.73	\$911.55	\$699.18
FDIC Insured CD's	\$310,000.00		\$310,000.00
Iberia Bank Money Market		\$309,135.99	(\$309,135.99)
Winter Park Natl Bank-Checking	\$225,765.40	\$127,891.69	\$97,873.71
Winter Park Natl Bank-Money Market	\$776,761.74	\$864,602.78	(\$87,841.04)
RaymondJames Investment Account	\$459,860.03	\$339,782.98	\$120,077.05
Total Cash	\$1,773,997.90	\$1,642,324.99	\$131,672.91
Accounts Receivable	\$49,585.18	\$44,206.07	\$5,379.11
Prepaid National Dues	\$113,943.06	\$156,298.63	(\$42,355.57)
Prepaid State Dues	\$28,126.50	\$33,411.92	(\$5,285.42)
Prepaid Insurance	\$7,337.59	\$9,955.35	(\$2,617.76)
Prepaid Expenses	\$14,462.85	\$19,447.14	(\$4,984.29)
Inventory	\$3,978.80	\$3,332.46	\$646.34
Total Current Assets	\$217,433.98	\$266,651.57	(\$49,217.59)
Fixed Assets			
Equipment & Furniture	\$118,725.26	\$118,725.26	\$0.00
Building - Valencia	\$2,170,114.02	\$2,170,114.02	\$0.00
Building - Signage	\$20,446.33	\$20,446.33	\$0.00
Land - Valencia	\$151,684.09	\$151,684.09	\$0.00
Automobile	\$47,552.06	\$47,552.06	\$0.00
Equipment-Capital Lease	\$41,400.00	\$41,400.00	\$0.00
Leasehold Improvements	\$249,754.48	\$249,754.48	\$0.00
Accumulated Depreciation	(\$1,262,182.86)	(\$1,165,638.76)	(\$96,544.10)
Total Fixed Assets	\$1,537,493.38	\$1,634,037.48	(\$96,544.10)
Other Assets			
Refundable Deposit	\$618.30	\$618.30	\$0.00
Total Other Assets	\$618.30	\$618.30	\$0.00
Total Assets	\$3,529,543.56	\$3,543,632.34	(\$14,088.78)

LIABILITIES

Current Liabilities			
Accounts Payable	\$193,803.27	\$198,305.18	(\$4,501.91)
Sales Taxes Payable	\$588.41	\$1,507.99	(\$919.58)
Payroll Taxes & 401K	\$0.00	\$10.37	(\$10.37)
Accrued Property Taxes	\$35,583.30	\$30,833.30	\$4,750.00
S.T.- Capital Lease	\$1,348.09	\$1,304.01	\$44.08
Rent Deposits	\$6,426.80	\$6,426.80	\$0.00
Unearned Income-Misc./Spec.Events	\$161,773.74	\$159,501.75	\$2,271.99
Unearned Income - New Members	\$111,662.16	\$68,272.46	\$43,389.70
Unearned Income - Renewals	\$476,363.36	\$651,520.57	(\$175,157.21)
Total Current Liabilities	\$987,549.13	\$1,117,682.43	(\$130,133.30)
Long-Term Liabilities			
Capital Lease Obligation	\$26,337.96	\$34,316.15	(\$7,978.19)
Total Long-Term Liabilities	\$26,337.96	\$34,316.15	(\$7,978.19)
FUND BALANCE			
Unrestricted	\$2,151,037.16	\$2,094,519.19	\$56,517.97
Temporarily Restricted Workforce			
Enhancement Fund	\$164,750.14	\$147,734.89	\$17,015.25
Current Year Earnings	\$199,869.17	\$149,379.68	\$50,489.49
Total Fund Balance	\$2,515,656.47	\$2,391,633.76	\$124,022.71
Total Liability & Equity	\$3,529,543.56	\$3,543,632.34	(\$14,088.78)

INCOME	EXPENSE	ACTUAL MONTH	BUDGET MONTH	% OF BUDGET	ACTUAL YTD	BUDGET YTD	% OF BUDGET
DUES							
New Member		\$15,229.83	\$12,061.50	126%	\$78,882.25	\$65,424.50	121%
New Credit		\$3,893.20	\$3,893.20	100%	\$38,932.00	\$38,932.02	100%
Renew Dues		\$89,162.71	\$85,358.86	104%	\$891,627.12	\$853,588.63	104%
Enrollment Fee		\$1,900.00	\$1,500.00	127%	\$8,001.00	\$6,600.00	121%
Membership Promotion			\$66.67			\$666.66	0%
Total Dues Income		\$110,185.74	\$102,880.23	107%	\$1,017,442.37	\$965,211.81	105%
DUES							
National Dues		\$28,613.28	\$21,432.48	134%	\$222,742.78	\$202,182.89	110%
2020 National Credits		\$777.51	\$777.51	100%	\$7,775.10	\$7,775.15	100%
State Dues		\$7,126.39	\$4,871.02	146%	\$51,388.90	\$45,950.66	112%
2020 State Credits		\$196.18	\$196.18	100%	\$1,961.80	\$1,961.81	100%
Membership Promotion		\$4,099.96	\$1,875.00	219%	\$13,582.00	\$18,750.00	72%
Total Dues Expense		\$40,813.32	\$29,152.19	140%	\$297,450.58	\$276,620.51	108%
Net Dues Income		\$69,372.42	\$73,728.04	94%	\$719,991.79	\$688,591.30	105%
	Cost of Dues	37%	28%		29%	29%	

INCOME	EXPENSE	ACTUAL MONTH	BUDGET MONTH	% OF BUDGET	ACTUAL YTD	BUDGET YTD	% OF BUDGET
TRAINING & DEVELOPMENT							
Training & Development Registration		\$4,858.51	\$21,212.55	23%	\$147,249.58	\$137,766.70	107%
Books			\$375.00		\$5,610.00	\$6,600.00	85%
Total Training & Development Income		\$4,858.51	\$21,587.55	23%	\$152,859.58	\$144,366.70	106%
TRAINING & DEVELOPMENT EXPENSE							
Training & Development Expense		\$676.58	\$3,937.00	17%	\$17,520.35	\$22,704.00	77%
Training & Development Instructors		\$220.00	\$5,767.00	4%	\$54,773.00	\$32,934.00	166%
Books			\$375.00		\$6,743.06	\$6,600.00	102%
Total Training & Development Expense		\$896.58	\$10,079.00	9%	\$79,036.41	\$62,238.00	127%
Net Training & Development Income		\$3,961.93	\$11,508.55	34%	\$73,823.17	\$82,128.70	90%
	Cost of Training & Development	18%	47%		52%	43%	
MEETINGS & SPECIAL EVENTS INCOME							
Meetings (Ticket Events)					\$106,436.00	\$79,380.00	134%
Golf Tournament					\$159,922.25	\$133,750.00	120%
Excellence in Construction		\$268,658.97	\$280,250.00	96%	\$272,570.99	\$283,250.00	96%
Construction Expo					\$84,075.00	\$82,100.00	102%
Special Other Income		\$1,099.31	\$500.00	220%	\$8,854.29	\$8,000.00	111%
Special Events (Sponsored)		\$2,500.00	\$2,500.00	100%	\$23,750.00	\$20,775.00	114%
Total Meetings & Special Events Income		\$272,258.28	\$283,250.00	96%	\$655,608.53	\$607,255.00	108%
MEETINGS & SPECIAL EVENTS EXPENSE							
Meetings (Ticket Events)		\$659.95			\$46,765.32	\$38,296.00	122%
Golf Tournament		\$19.44			\$102,077.39	\$84,091.00	121%
Excellence in Construction		\$160,710.97	\$184,900.00	87%	\$167,052.72	\$187,900.00	89%
Construction Expo		\$91.78			\$36,315.97	\$32,940.00	110%
Special Other Expense		\$1,099.31	\$500.00	220%	\$8,927.64	\$8,000.00	112%
Special Events (Sponsored)		\$2,591.45	\$1,450.00	179%	\$15,846.56	\$13,450.00	118%
Meetings & Events Gen.Expenses		\$201.86	\$225.00	90%	\$2,336.93	\$2,250.00	104%
Total Meetings & Events Expense		\$165,374.76	\$187,075.00	88%	\$379,322.53	\$366,927.00	103%
Net Meetings & Events		\$106,883.52	\$96,175.00	111%	\$276,286.00	\$240,328.00	115%
	Cost of Meetings & Events	61%	66%		58%	60%	

INCOME	EXPENSE	ACTUAL MONTH	BUDGET MONTH	% OF BUDGET	ACTUAL YTD	BUDGET YTD	% OF BUDGET
MARKETING INCOME							
Magazine		\$6,704.17	\$6,135.00	109%	\$66,846.20	\$64,005.00	104%
Directory					\$46,590.00	\$45,015.00	103%
Other Advertising		\$300.00	\$300.00	100%	\$4,800.00	\$6,275.00	76%
Total Marketing Income		\$7,004.17	\$6,435.00	109%	\$118,236.20	\$115,295.00	103%
MARKETING EXPENSE							
	Magazine	\$1,481.76	\$1,825.00	81%	\$17,897.29	\$18,250.00	98%
	Directory				\$7,297.59	\$7,200.00	101%
	Other Advertising	\$445.78	\$400.00	111%	\$4,334.83	\$4,000.00	108%
Total Marketing Expense		\$1,927.54	\$2,225.00	87%	\$29,529.71	\$29,450.00	100%
Net Marketing		\$5,076.63	\$4,210.00	121%	\$88,706.49	\$85,845.00	103%
	Cost of Marketing	28%	35%		25%	26%	
SPECIAL SERVICES INCOME							
Job Site Signs		\$339.00	\$541.67	63%	\$7,048.36	\$5,416.66	130%
Workforce Enhancement Fund					\$32,950.00		
Promotional Fees							
Classroom Rental			\$208.33		\$2,235.25	\$2,083.34	107%
Total Special Services Income		\$339.00	\$750.00	45%	\$42,233.61	\$7,500.00	563%
SPECIAL SERVICES EXPENSE							
	Job Site Signs	\$150.69	\$265.42	57%	\$3,480.13	\$2,654.16	131%
	Workforce Enhancement Fund				\$32,950.00		
	Classroom Rental Expense		\$20.84		\$36.22	\$208.32	17%
Total Special Services Expense		\$150.69	\$286.26	53%	\$36,466.35	\$2,862.48	1274%
Net Special Services		\$188.31	\$463.74	41%	\$5,767.26	\$4,637.52	124%
	Cost of Special Services	44%	38%		86%	38%	
NET PROGRAM INCOME (Loss)		\$185,482.81	\$186,085.33	100%	\$1,164,574.71	\$1,101,530.52	106%

INCOME	EXPENSE	ACTUAL MONTH	BUDGET MONTH	% OF BUDGET	ACTUAL YTD	BUDGET YTD	% OF BUDGET
GENERAL ADMINISTRATIVE EXPENSES							
Personnel Expense							
Salaries		\$54,471.24	\$60,973.25	89%	\$571,592.85	\$564,732.50	101%
Temporary Labor							
Payroll Taxes		\$4,216.75	\$4,281.67	98%	\$44,665.11	\$39,666.67	113%
Group Insurance		\$10,241.04	\$10,385.83	99%	\$113,687.55	\$103,858.34	109%
Workers Compensation		\$144.25	\$153.00	94%	\$1,461.00	\$1,530.00	95%
Continuing Education		\$11.62	\$500.00	2%	\$1,796.09	\$5,000.00	36%
Retirement Plan		\$3,080.20	\$3,750.00	82%	\$29,936.39	\$37,500.00	80%
Total Personnel Expense		\$72,165.10	\$80,043.75	90%	\$763,138.99	\$752,287.51	101%
Travel, Meetings, Conferences							
Auto Expense		\$1,762.22	\$583.33	302%	\$8,017.84	\$5,833.34	137%
Auto & Fixed Asset Depreciation		\$396.25	\$408.33	97%	\$3,962.50	\$4,083.34	97%
Auto Insurance		\$475.50	\$469.48	101%	\$4,752.92	\$4,694.82	101%
State Meetings					\$2,958.43	\$3,750.00	79%
National Meetings					\$7,997.06	\$5,500.00	145%
Other Conferences							
Presidents Expense							
Board of Directors Meetings		\$416.84	100.00	417%	\$1,753.54	6,700.00	26%
Committee Meetings		\$631.70	\$254.50	248%	\$2,012.45	\$2,544.95	79%
Chapter Planning Conference							
Total Travel, Meetings, Conferences		\$3,682.51	\$1,815.64	203%	\$31,454.74	\$33,106.45	95%
Occupancy Expense							
Utilities		\$3,933.86	\$3,113.43	126%	\$30,483.96	\$31,134.33	98%
Building Insurance		\$1,266.20	\$1,183.33	107%	\$12,553.76	\$11,833.34	106%
Property Taxes		\$3,558.33	\$3,558.33	100%	\$35,624.85	\$35,583.34	100%
Janitorial Services		\$692.25	\$916.67	76%	\$7,753.22	\$9,166.66	85%
Building Repairs & Maintenance		\$3,201.39	\$2,916.67	110%	\$24,735.58	\$29,166.66	85%
Total Occupancy Expense		\$12,652.03	\$11,688.43	108%	\$111,151.37	\$116,884.33	95%
Office Expense							
Leased Office Equipment		\$465.28	\$491.67	95%	\$4,652.80	\$4,916.66	95%
Postage		(\$12.24)	\$83.33	-15%	\$646.47	\$833.34	78%
Telephone		\$1,286.86	\$833.33	154%	\$10,311.87	\$8,333.34	124%
Computer Software		\$3,568.38	\$880.83	405%	\$13,687.86	\$8,808.34	155%
Office Supplies		\$1,020.04	\$391.67	260%	\$4,608.00	\$3,916.66	118%
Equipment Repairs/Maintenance		\$412.76	\$625.00	66%	\$7,153.48	\$6,250.00	114%
Total Office Expense		\$6,741.08	\$3,305.83	204%	\$41,060.48	\$33,058.34	124%

INCOME	EXPENSE	ACTUAL MONTH	BUDGET MONTH	% OF BUDGET	ACTUAL YTD	BUDGET YTD	% OF BUDGET
Other Expenses							
Advertising							
Accounting					\$14,500.00	14,500.00	100%
Association Meetings							
Bank Charges		\$22.10	\$28.76	77%	\$220.83	\$287.63	77%
Professional Fees			\$3,285.00		\$3,163.02	\$17,425.00	18%
Legal Fees							
Taxes & Licenses			\$25.00		\$168.25	\$250.00	67%
Dues/Subscriptions/Sponsor		(\$21.71)	\$125.00	-17%	\$698.15	\$1,250.00	56%
Interest Expense		\$78.69	\$78.69	100%	\$869.90	\$878.21	99%
Loss on sale of asset							
Directors & Officer Insurance		\$254.42	\$254.42	100%	\$2,544.20	\$2,544.16	100%
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Miscellaneous Expense					\$1,387.67		
Total Other Expenses		\$333.50	\$3,796.87	9%	\$23,552.02	\$37,135.00	63%
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Non Cash Expense							
Depreciation		\$7,596.58	\$7,916.67	96%	\$75,965.80	\$79,166.66	96%
Total Non Cash Expense		\$7,596.58	\$7,916.67	96%	\$75,965.80	\$79,166.66	96%
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Net General Administrative Expense		\$103,170.80	\$108,567.19	95%	\$1,046,323.40	\$1,051,638.29	99%
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NET PROFIT (LOSS) DUE TO OPERATIONS		\$82,312.01	\$77,518.14	106%	\$118,251.31	\$49,892.23	237%
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Additional Expense							
Contribution					\$457.50		
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Other Income							
Interest Income		\$484.22	1,250.00	39%	\$7,016.25	12,500.00	56%
Miscellaneous Income		\$19.89	9.17	217%	\$89.33	91.66	97%
Rental Income		\$6,016.61	\$6,016.61	100%	\$60,166.10	60,166.10	100%
Gain/Loss on Investment Asset		\$6,839.18	250.00	2736%	\$14,803.68	2,500.00	592%
Total Other Income		\$13,359.90	\$7,525.78	178%	\$82,075.36	\$75,257.76	109%
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NET PROFIT (LOSS)		\$95,671.91	\$85,043.92	112%	\$199,869.17	\$125,149.99	160%

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

For the month ended October 31, 2021 and 2020						For the Ten months ended October 31, 2021 and 2020			
INCOME	EXPENSE	For the month ended 10/31/2021	ended 10/31/2020	Increase (Decrease)	% Change	For the Ten months ended 10/31/2021	For the Ten months ended 10/31/2020	Increase (Decrease)	% Change
DUES									
	New Member	\$15,229.83	\$8,503.67	\$6,726.16	79.10%	\$78,882.25	\$46,651.59	\$32,230.66	69.09%
	New Credit	\$3,893.20	\$6,440.02	(\$2,546.82)	-39.55%	\$38,932.00	\$64,400.20	(\$25,468.20)	-39.55%
	Renew Dues	\$89,162.71	\$86,837.33	\$2,325.38	2.68%	\$891,627.12	\$868,373.32	\$23,253.80	2.68%
	Enrollment Fee	\$1,900.00	\$1,200.00	\$700.00	58.33%	\$8,001.00	\$4,460.00	\$3,541.00	79.39%
	Membership Promotion						\$900.00	(\$900.00)	-100.00%
	Total Dues Income	\$110,185.74	\$102,981.02	\$7,204.72	7.00%	\$1,017,442.37	\$984,785.11	\$32,657.26	3.32%
	DUES								
	National Dues	\$28,613.28	\$25,186.85	\$3,426.43	13.60%	\$222,742.78	\$209,185.96	\$13,556.82	6.48%
	2020 National Credits	\$777.51	\$1,384.00	(\$606.49)	-43.82%	\$7,775.10	\$13,840.00	(\$6,064.90)	-43.82%
	State Dues	\$7,126.39	\$5,979.86	\$1,146.53	19.17%	\$51,388.90	\$47,798.63	\$3,590.27	7.51%
	2020 State Credits	\$196.18	\$376.04	(\$179.86)	-47.83%	\$1,961.80	\$3,760.40	(\$1,798.60)	-47.83%
	Membership Promotion	\$4,099.96	\$3,968.72	\$131.24	3.31%	\$13,582.00	\$12,673.70	\$908.30	7.17%
	Total Dues Expense	\$40,813.32	\$36,895.47	\$3,917.85	10.62%	\$297,450.58	\$287,258.69	\$10,191.89	3.55%
Net Dues Income		\$69,372.42	\$66,085.55	\$3,286.87	4.97%	\$719,991.79	\$697,526.42	\$22,465.37	3.22%
	Cost of Dues	37.04%	35.83%	54.38%		29.24%	29.17%	31.21%	

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

INCOME	EXPENSE	For the month ended 10/31/2021	For the month ended 10/31/2020	Increase (Decrease)	% Change	For the Ten months ended 10/31/2021	For the Ten months ended 10/31/2020	Increase (Decrease)	% Change
TRAINING & DEVELOPMENT									
Training & Development Registration		\$4,858.51	\$6,628.00	(\$1,769.49)	-26.70%	\$147,249.58	\$119,062.79	\$28,186.79	23.67%
Books						\$5,610.00	\$4,980.00	\$630.00	12.65%
Total Training & Development Income		\$4,858.51	\$6,628.00	(\$1,769.49)	-26.70%	\$152,859.58	\$124,042.79	\$28,816.79	23.23%
	Training & Development EXPENSE								
	Training & Development Expense	\$676.58	\$2,253.55	(\$1,576.97)	-69.98%	\$17,520.35	\$13,185.05	\$4,335.30	32.88%
	Training & Development Instructors	\$220.00	\$1,150.00	(\$930.00)	-80.87%	\$54,773.00	\$34,487.00	\$20,286.00	58.82%
	Books					\$6,743.06	\$4,854.21	\$1,888.85	38.91%
	Total Seminar Expense	\$896.58	\$3,403.55	(\$2,506.97)	-73.66%	\$79,036.41	\$52,526.26	\$26,510.15	50.47%
Net Training & Development Income		\$3,961.93	\$3,224.45	\$737.48	22.87%	\$73,823.17	\$71,516.53	\$2,306.64	3.23%
	Cost of Training & Development	18.45%	51.35%	141.68%		51.71%	42.35%	92.00%	
MEETINGS & SPECIAL EVENTS INCOME									
Meetings (Ticket Events)						\$106,436.00	\$73,539.00	\$32,897.00	44.73%
Golf Tournament			\$47,290.00	(\$47,290.00)	-100.00%	\$159,922.25	\$91,565.00	\$68,357.25	74.65%
Excellence in Construction	\$268,658.97		\$265,384.00	\$3,274.97	1.23%	\$272,570.99	\$268,637.88	\$3,933.11	1.46%
Construction Expo						\$84,075.00	\$56,840.00	\$27,235.00	47.92%
Special Other Income	\$1,099.31			\$1,099.31		\$8,854.29	\$7,419.94	\$1,434.35	19.33%
Special Events (Sponsored)	\$2,500.00		\$3,000.00	(\$500.00)	-16.67%	\$23,750.00	\$23,200.00	\$550.00	2.37%
Total Meetings & Special Events Income		\$272,258.28	\$315,674.00	(\$43,415.72)	-13.75%	\$655,608.53	\$521,201.82	\$134,406.71	25.79%
	MEETINGS & SPECIAL EVENTS EXPENSE								
	Meetings (Ticket Events)	\$659.95		\$659.95		\$46,765.32	\$41,271.64	\$5,493.68	13.31%
	Golf Tournament	\$19.44	\$27,482.73	(\$27,463.29)	-99.93%	\$102,077.39	\$53,335.12	\$48,742.27	91.39%
	Excellence in Construction	\$160,710.97	\$154,526.83	\$6,184.14	4.00%	\$167,052.72	\$160,902.33	\$6,150.39	3.82%
	Construction Expo	\$91.78	\$8.08	\$83.70	1035.89%	\$36,315.97	\$30,193.13	\$6,122.84	20.28%
	Special Other Expense	\$1,099.31		\$1,099.31		\$8,927.64	\$7,965.55	\$962.09	12.08%
	Special Events (Sponsored)	\$2,591.45	\$1,573.77	\$1,017.68	64.67%	\$15,846.56	\$13,460.21	\$2,386.35	17.73%
	Meetings & Events Gen.Expenses	\$201.86	\$248.69	(\$46.83)	-18.83%	\$2,336.93	\$1,861.84	\$475.09	25.52%
	Total Meetings & Events Expense	\$165,374.76	\$183,840.10	(\$18,465.34)	-10.04%	\$379,322.53	\$308,989.82	\$70,332.71	22.76%
Net Meetings & Events		\$106,883.52	\$131,833.90	(\$24,950.38)	-18.93%	\$276,286.00	\$212,212.00	\$64,074.00	30.19%
	Cost of Meetings & Events	60.74%	58.24%	42.53%		57.86%	59.28%	52.33%	

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

INCOME	EXPENSE	For the month ended 10/31/2021	For the month ended 10/31/2020	Increase (Decrease)	% Change	For the Ten months ended 10/31/2021	For the Ten months ended 10/31/2020	Increase (Decrease)	% Change
MARKETING INCOME									
Magazine		\$6,704.17	\$6,017.50	\$686.67	11.41%	\$66,846.20	\$59,598.10	\$7,248.10	12.16%
Directory						\$46,590.00	\$46,865.00	(\$275.00)	-0.59%
Other Advertising		\$300.00	\$300.00			\$4,800.00	\$4,825.00	(\$25.00)	-0.52%
Total Marketing Income		\$7,004.17	\$6,317.50	\$686.67	10.87%	\$118,236.20	\$111,288.10	\$6,948.10	6.24%
MARKETING EXPENSE									
Magazine		\$1,481.76	\$1,922.54	(\$440.78)	-22.93%	\$17,897.29	\$17,709.12	\$188.17	1.06%
Directory						\$7,297.59	\$7,120.99	\$176.60	2.48%
Other Advertising		\$445.78	\$378.11	\$67.67	17.90%	\$4,334.83	\$3,488.44	\$846.39	24.26%
Total Marketing Expense		\$1,927.54	\$2,300.65	(\$373.11)	-16.22%	\$29,529.71	\$28,318.55	\$1,211.16	4.28%
Net Marketing		\$5,076.63	\$4,016.85	\$1,059.78	26.38%	\$88,706.49	\$82,969.55	\$5,736.94	6.91%
	Cost of Marketing	27.52%	36.42%	-54.34%		24.98%	25.45%	17.43%	
SPECIAL SERVICES INCOME									
Job Site Signs		\$339.00	\$67.80	\$271.20	400.00%	\$7,048.36	\$5,833.90	\$1,214.46	20.82%
Workforce Enhancement Fund						\$32,950.00	\$51,000.00	(\$18,050.00)	-35.39%
Promotional Fees									
Classroom Rental			\$160.00	(\$160.00)	-100.00%	\$2,235.25	\$1,228.53	\$1,006.72	81.95%
Total Special Services Income		\$339.00	\$227.80	\$111.20	48.81%	\$42,233.61	\$58,062.43	(\$15,828.82)	-27.26%
SPECIAL SERVICES EXPENSE									
Job Site Signs		\$150.69	\$28.33	\$122.36	431.91%	\$3,480.13	\$2,812.86	\$667.27	23.72%
Workforce Enhancement Fund						\$32,950.00	\$51,000.00	(\$18,050.00)	-35.39%
Classroom Rental Expense						\$36.22	\$25.32	\$10.90	43.05%
Total Special Services Expense		\$150.69	\$28.33	\$122.36	431.91%	\$36,466.35	\$53,838.18	(\$17,371.83)	-32.27%
Net Special Services		\$188.31	\$199.47	(\$11.16)	-5.59%	\$5,767.26	\$4,224.25	\$1,543.01	36.53%
	Cost of Special Services	44.45%	12.44%	110.04%		13.66%	7.28%	-9.75%	
NET PROGRAM INCOME (Loss)		\$185,482.81	\$205,360.22	(\$19,877.41)	-9.68%	\$1,164,574.71	\$1,068,448.75	\$96,125.96	9.00%

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

INCOME	EXPENSE	For the month ended 10/31/2021	For the month ended 10/31/2020	Increase (Decrease)	% Change	For the Ten months ended 10/31/2021	For the Ten months ended 10/31/2020	Increase (Decrease)	% Change
GENERAL ADMINISTRATIVE EXPENSES									
Personnel Expense									
Salaries		\$54,471.24	\$55,864.86	(\$1,393.62)	-2.49%	\$571,592.85	\$541,780.24	\$29,812.61	5.50%
Temporary Labor									
Payroll Taxes		\$4,216.75	\$4,333.75	(\$117.00)	-2.70%	\$44,665.11	\$43,163.63	\$1,501.48	3.48%
Group Insurance		\$10,241.04	\$9,567.69	\$673.35	7.04%	\$113,687.55	\$100,066.85	\$13,620.70	13.61%
Workers Compensation		\$144.25	\$153.50	(\$9.25)	-6.03%	\$1,461.00	\$1,056.00	\$405.00	38.35%
Continuing Education		\$11.62	\$269.79	(\$258.17)	-95.69%	\$1,796.09	\$5,623.76	(\$3,827.67)	-68.06%
Retirement Plan		\$3,080.20	\$2,485.66	\$594.54	23.92%	\$29,936.39	\$25,981.31	\$3,955.08	15.22%
Total Personnel Expense		\$72,165.10	\$72,675.25	(\$510.15)	-0.70%	\$763,138.99	\$717,671.79	\$45,467.20	6.34%
Travel, Meetings, Conferences									
Auto Expense		\$1,762.22	\$636.86	\$1,125.36	176.70%	\$8,017.84	\$5,199.84	\$2,818.00	54.19%
Auto & Fixed Asset Depreciation		\$396.25	\$396.25			\$3,962.50	\$3,962.50		
Auto Insurance		\$475.50	\$473.42	\$2.08	0.44%	\$4,752.92	\$4,631.28	\$121.64	2.63%
Travel & Entertainment									
State Meetings						\$2,958.43	\$2,724.04	\$234.39	8.60%
National Meetings						\$7,997.06		\$7,997.06	
Other Conferences			\$152.39	(\$152.39)	-100.00%		\$152.39	(\$152.39)	-100.00%
Presidents Expense									
Board of Directors Meetings		\$416.84		\$416.84		\$1,753.54	\$496.81	\$1,256.73	252.96%
Committee Meetings		\$631.70	\$201.44	\$430.26	213.59%	\$2,012.45	\$2,043.76	(\$31.31)	-1.53%
Chapter Planning Conference			\$5,846.18	(\$5,846.18)	-100.00%	\$0.00	\$5,846.18	(\$5,846.18)	-100.00%
Total Travel, Meetings, Conferences		\$3,682.51	\$7,706.54	(\$4,024.03)	-52.22%	\$31,454.74	\$25,056.80	\$6,397.94	25.53%
Occupancy Expense									
Utilities		\$3,933.86	\$3,555.35	\$378.51	10.65%	\$30,483.96	\$29,764.06	\$719.90	2.42%
Building Insurance		\$1,266.20	\$1,157.96	\$108.24	9.35%	\$12,553.76	\$11,864.17	\$689.59	5.81%
Property Taxes		\$3,558.33	\$3,083.33	\$475.00	15.41%	\$35,624.85	\$30,879.95	\$4,744.90	15.37%
Janitorial Services		\$692.25	\$899.93	(\$207.68)	-23.08%	\$7,753.22	\$8,999.30	(\$1,246.08)	-13.85%
Building Repairs & Maintenance		\$3,201.39	\$2,938.36	\$263.03	8.95%	\$24,735.58	\$32,867.38	(\$8,131.80)	-24.74%
Total Occupancy Expense		\$12,652.03	\$11,634.93	\$1,017.10	8.74%	\$111,151.37	\$114,374.86	(\$3,223.49)	-2.82%
Office Expense									
Leased Office Equipment		\$465.28	\$465.28			\$4,652.80	\$4,851.02	(\$198.22)	-4.09%
Postage		(\$12.24)	\$63.60	(\$75.84)	-119.25%	\$646.47	\$627.01	\$19.46	3.10%
Telephone		\$1,286.86	\$1,054.82	\$232.04	22.00%	\$10,311.87	\$8,300.61	\$2,011.26	24.23%
Computer Software		\$3,568.38	\$827.77	\$2,740.61	331.08%	\$13,687.86	\$8,995.80	\$4,692.06	52.16%
Office Supplies		\$1,020.04	\$729.78	\$290.26	39.77%	\$4,608.00	\$3,910.06	\$697.94	17.85%
Equipment Repairs/Maintenance		\$412.76	\$436.86	(\$24.10)	-5.52%	\$7,153.48	\$6,827.30	\$326.18	4.78%
Total Office Expense		\$6,741.08	\$3,578.11	\$3,162.97	88.40%	\$41,060.48	\$33,511.80	\$7,548.68	22.53%

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

INCOME	EXPENSE	For the month ended 10/31/2021	ended 10/31/2020	Increase (Decrease)	% Change	For the Ten months ended 10/31/2021	For the Ten months ended 10/31/2020	Increase (Decrease)	% Change
Other Expenses									
Advertising						\$14,500.00	\$8,700.00	\$5,800.00	66.67%
Accounting									
Association Meetings									
Bank Charges		\$22.10	\$22.10			\$220.83	\$221.30	(\$0.47)	-0.21%
Professional Fees						\$3,163.02	\$1,020.91	\$2,142.11	209.82%
Legal Fees									
Taxes & Licenses						\$168.25	\$168.25		
Dues/Subscriptions/Sponsor		(\$21.71)	\$147.78	(\$169.49)	-114.69%	\$698.15	\$999.93	(\$301.78)	-30.18%
Interest Expense		\$78.69	\$100.65	(\$21.96)	-21.82%	\$869.90	\$1,007.07	(\$137.17)	-13.62%
Directors & Officer Insurance		\$254.42	\$254.42			\$2,544.20	\$2,544.19		
Bad Debt Expense									
Loss on sale of asset							(\$1,821.12)	\$1,821.12	-100.00%
Miscellaneous Expense						\$1,387.67		\$1,387.67	
Total Other Expenses		\$333.50	\$524.95	(\$191.45)	-36.47%	\$23,552.02	\$12,840.53	\$10,711.49	83.42%
Non Cash Expense									
Depreciation		\$7,596.58	\$7,911.67	(\$315.09)	-3.98%	\$75,965.80	\$79,116.70	(\$3,150.90)	-3.98%
Total Non Cash Expense		\$7,596.58	\$7,911.67	(\$315.09)	-3.98%	\$75,965.80	\$79,116.70	(\$3,150.90)	-3.98%
Net General Administrative Expense		\$103,170.80	\$104,031.45	(\$860.65)	-0.83%	\$1,046,323.40	\$982,572.48	\$63,750.92	6.49%
NET PROFIT (LOSS) DUE TO OPERATIONS		\$82,312.01	\$101,328.77	(\$19,016.76)	-18.77%	\$118,251.31	\$85,876.27	\$32,375.04	37.70%
Additional Expense									
Contribution						\$457.50	\$540.26	(\$82.76)	-15.32%
Other Income									
Interest Income		\$484.22	\$669.09	(\$184.87)	-27.63%	\$7,016.25	\$9,064.64	(\$2,048.39)	-22.60%
Miscellaneous Income		\$19.89	\$8.84	\$11.05	125.00%	\$89.33	\$69.89	\$19.44	27.82%
Rental Income		\$6,016.61	\$5,983.35	\$33.26	0.56%	\$60,166.10	\$59,545.90	\$620.20	1.04%
Gain/Loss on Investment Asset		\$6,839.18	(\$1,513.94)	\$8,353.12	-551.75%	\$14,803.68	(\$4,636.76)	\$19,440.44	-419.27%
Total Other Income		\$13,359.90	\$5,147.34	\$8,212.56	159.55%	\$82,075.36	\$64,043.67	\$18,031.69	28.16%
NET PROFIT (LOSS)		\$95,671.91	\$106,476.11	(\$10,804.20)	-10.15%	\$199,869.17	\$149,379.68	\$50,489.49	33.80%