



Central Florida Chapter
Associated Builders and Contractors, Inc.
Board of Directors Meeting
August 15, 2022 3:30 pm
Connect | Educate | Advocate

Location: ABC, 651 Danville Drive, Suite 200, Orlando, FL 32825
Chris Evans, Chair, presiding

Call to Order.....Evans
Welcome and Pledge of AllegianceEvans

Consent Agenda:

- 1. Approval of July 18, 2022 MinutesEvans/Holmes
2. Financials Final June 2022, Draft July 2022Bastin

Leadership Reports

Chair.....Evans
Chair-electVelasco

- Nominations Committee Update

Vice Chairs.....T. Wert, Garcia, Holmes

- State Convention Recap
• Site Tour of New Terminal 8/18 – register by 8/11

Membership ReportSmalley / C. Wert

- Retention for 2022 as of 7/29/2022
o Member vrs Contractor
• 2022 New Members
o Goal vrs Actual
o 2022 Contractor Ratio

President & CEO.....Daugherty

- State Convention Recap
• ABC President’s Leadership Conference Recap
• NexGen Applications
• Casino Night | August 19th
• Expo | September 22nd
• Technology Conference | October 4th
• State of Construction | October 26th
• Project of the Year Nominations

Old Business

New Business

- Approval of the Slate of Candidates- Action Item
• July 2022 New Members Approval – Action Item
• UCF Student Chapter Construction Management Competition Presentation

CFC ABC Board Webpage for documents: https://www.abccentralflorida.com/bod/

Next Board Meeting September 19 at the ABC Office

Central Florida Chapter Associated Builders and Contractors, Inc.

651 Danville Drive, Suite 200, Orlando, FL 32825
www.abccentralflorida.com | Main 407.628.2070

President & CEO Michele Daugherty
mdaugherty@abccentralflorida.org
Direct 407.398.1272 Cell 775.530.4266

Key Contacts

Vice President & Chief Operating Officer Nancy Wray:
nwrays@abccentralflorida.org
Direct 407.398.1276 – Cell/Text 407.616.4477

Finance Manager Fran Conway:
fconway@abccentralflorida.org
Direct 407.398.1270

SAVE THE DATE

August

ABC On Tap | August 11 | The Porch

CPR & First Aid | August 17 | ABC Office

YP Site Tour of New Terminal | Airport

Casino Night Workforce Fundraiser | August 19 | Orlando Science Center

Construction Contract Negotiation & Communication | August 23 | ABC Office

Maximize Your Membership Workshop | August 25 | ABC Office

Tek Tok – Summer Tech Series | August 30 | Virtual

September

Builders' Breakfast | September 7 | ABC Office

Fall Golf Tournaments | September 9 & 16 | Rosen Single Creek Golf Club

Adept Foundations of Leadership | September 12 & 26 | ABC Office

Union Avoidance | September 13 | ABC Office

Future Member Event | September 14 | ABC Office

CPR & First Aid | September 15 | ABC Office

Essential Elements of Workers Compensation | September 21 | ABC Office

Construction Expo | September 22 | Central Florida Fairgrounds

Financial Intelligence & Risk Management | September 23 | ABC Office

Frontline Supervisor Training | September 27 – 28 | ABC Office

October

Technology Conference | October 4 | Marriott Orlando Downtown

Membership Blitz | October 6 | ABC Office

Professional Development: Moxe Integrated Marketing & Headshots | October 13 | ABC Office

CPR & First Aid | October 19 | ABC Office

Excellence in Construction Awards Banquet | October 22 | Hilton Orlando

Construction 101 | October 25 | Virtual

State of Construction | October 26 | Maitland Civic Center

ABC On Tap / Oktoberfest | October 27 | Krush Brau Park

November

Committee Open House | November 3 | ABC Office

Chili Cook-Off | November 10 | Apopka Amphitheater

CPR & First Aid | November 16 | ABC Office

Essential Elements of Workers Compensation | November 16 | ABC Office

Leadership Institute | November 15-17 | San Diego

Maximize Your Membership Workshop | November 17 | ABC Office

Construction 201 | November 29 | Virtual

December

Toys for Tots Holiday Party | December 1 | Gatlin Hall Brewing

CPR & First Aid | December 7 | ABC Office

Holiday Sporting Clays | December 8 | Blackjack Sporting Clays

**Central Florida Chapter
Associated Builders and Contractors, Inc.
Board of Directors
Meeting Minutes**



Location

Join Zoom Meeting <https://us02web.zoom.us/j/89845965706>

July 18, 2022

PRESIDING: Chair Chris Evans, Brasfield & Gorrie, LLC

BOARD MEMBERS ON ZOOM

Jason Albu	Director	Albu & Associates, Inc.
Ray Bastin	Treasurer	Withum
Charles Bracco	Director	Modern Plumbing Industries, Inc
Kevin Bradford	Director	Charles Perry Partners, Inc.
Roy Burkett	Director	S. I. Goldman Company, Inc.
Chris Evans	Chair	Brasfield & Gorrie, LLC
Juan Garcia	Vice-Chair	PCL Construction Services, Inc.
Roxana Hernandez	Director	Turner Construction Co.
Julie Holmes	Vice-Chair	JK2 Scenic
C. L. Janeski	Director	Tri-City Electrical Contractors
Michael Jordan	Director	Universal Forming, Inc.
John Kurtz	Director	Gilbane Building Company
Earl Lomas	Director	Terry's Electric, Inc.
Willis Milner	Director	Balfour Beatty
Michael Parks	Immediate Past Chair	Hoar Construction, LLC
Debbie Rodriguez	Director	Quality Labor Management, LLC
David Schultz	Director	CEMEX
Scott Scruby	Director	Sunbelt Rentals
Jonathan Sheppard	Director	Austin Commercial, LP
John Smalley	Director	Hensel Phelps
Chad Tinetti	Director	Tavistock Development
Derrick Valkenburg	Director	Shutts & Bowen
Carlos Velasco	Chair-Elect	Acousti Engineering Company of Florida
Matt Walton	Director	MiGre Engineers, LLC
Thomas P. Wert	Vice Chair	Dean Mead Attorneys at Law

GENERAL COUNSEL PRESENT

Michael C. Sasso	General Counsel	Sasso & Sasso, P.A.
------------------	-----------------	---------------------

ABC STAFF PRESENT

Michele Daugherty	President & CEO
Nancy Wray	Vice President & COO
Corey Schoenfelder	Executive Assistant
Catherine Wert	Membership Director

Call to Order

- EVANS called the board meeting to order at 3:34 PM with the Pledge of Allegiance

Consent Agenda

1. MINUTES

- All Minutes will be uploaded to the website.
- A motion was made and seconded to approve the minutes from the June meeting. The motion passed.

2. FINANCIALS

- **BASTIN** reviewed the final May financials.
- **A motion was made and seconded to approve the May 2022 financials. The motion passed**
- **BASTIN** reviewed the draft June financials.
- **HEATHER MOSIER (CARR, RIGGS & INGRAM)** reviewed the 2021 Review. **A motion was made to accept as presented. The motion passed.**

Leadership Reports

- **EVANS** No updates given
- **VELASCO** Reported on the Nomination process and deadlines

Vice Chairs

- **WERT** Candidate Interviews Update
 - All interviews are done
 - Will wait until after primary elections to decide who to make contributions to/endorse.
- **WERT** State Convention Info
 - Governor may be coming to Naples reception
- **HOLMES** YP Update – Hensel Phelps Site Tour on August 18th

Membership Report

- **SMALLEY** closed June with 387 companies having renewed, 58 dropped member companies, and 85.81% of invoiced renewals paid.
 - Contractor members are at 61.6% of the membership, chapter goals is 70% contractors.
 - 47 new members so far in 2022, goal for 2022 is 90.
 - Future member, dropped, new, and still to renew call lists handed out.

New Member Companies

American Standard	Category 2
Cloud 9 Services, LLC.....	Category 9
Samantha’s Walls, LLC.....	Category 7
Signarama – Lake Mary.....	Category 6
Summit Design + Build, LLC	Category 7

- **A motion was made and seconded to approve the new members from June. The motion passed.**

President’s Report

- **DAUGHERTY** gives shout out to Builders’ Breakfast Program
- **DAUGHERTY** update on State Convention July 21 – 23 Naples, FL
 - Hoping for heavy engagement
- **DAUGHERTY** reminder of ABC President’s Leadership Conference July 25 - 28th Minneapolis, MN
- **DAUGHERTY** reminds that NexGen Applications Are Due
- **DAUGHERTY** reminds Casino Night is on August 19th, need sponsors, raffle prizes, and attendees

- **DAUGHERTY** reminder of Technology Conference on October 4
- **DAUGHERTY** discusses Building Maintenance
 - HVAC issue fixed
 - Need Structure/funding for building maintenance

New Business

None

Adjournment

- EVANS adjourned the meeting at 4:24 PM.

CS 7/20/2022



**Central Florida Chapter
Associated Builders and Contractors, Inc.
2023 Board Slate for Approval
Officers and Board of Directors**

The Officers all serve a one-year term of office.

Slate of Officers

Chair	Carlos Velasco , Acousti Engineering Co. of FL
Chair-elect	Julie Holmes , JK2 Scenic
Vice-Chair	Juan Garcia , PCL Construction Services, Inc.
Vice-Chair	Thomas P. Wert , Dean Mead Attorneys at Law
Immediate Past Chair	Chris Evans , Brasfield & Gorrie, LLC
Treasurer	Ray Bastin , Withum

The Outlying County Director and the Owner Director serve a one-year term and are appointed by the Board of Directors.

Outlying County Director	Earl Lomas , Terry's Electric, Inc., Osceola County
Owner Director	Chad Tinetti , Tavistock Development Company

Each CFC ABC member company has one vote in the annual electronic election and the ballot is addressed to the primary contact validated by their email. For 2023, members will be asked to approve the slate of officers, vote for up four At Large Directors and two Associate/Supplier Directors. Below is the list of candidates approved and recommended by the Nominating Committee.

2023 Ballot for the Election of ABC Directors

At Large open seats – 4 seats with 3-year terms

Roy Burkett, S. I. Goldman Company (*Incumbent*)
Josh Goehring, Bright Future Electric, Inc.
Michael Jordan, Universal Forming, Inc. (*incumbent*)
Timothy M. Keating III, R. C. Stevens Construction Company
Debbie Rodriguez, Competitive Edge Partners & Consulting, LLC (*incumbent*)
Jonathan Sheppard, Austin Commercial (*incumbent*)
Oskar Torres, Towers Construction Company
Mark Woehle, Comprehensive Energy Services, Inc.

Associate/Supplier open seats – 2 seats with 3-year terms

Michelle Delaney, LRA Insurance
Scott Scruby, Sunbelt Rentals (*Incumbent*)
Matt Walton, MiGre Engineers, LLC (*incumbent*)

Applicants not selected

George Anthony, Poli Construction, Inc.

Schedule

August 15	Board meeting - the list of candidates is submitted to the board for approval.
After Board mtg	Candidates are notified of Board meeting results. Electronic ballot is created and emailed to membership before September 15.
September 30	Ballots must be cast by end of day on September 30.
October 1- 14	Two past Chapter Chairs will serve as tellers of election and tabulate the results. Individuals receiving the most votes are selected to fill the open positions.
October 17	The new slate of officers is announced at the October Board of Directors meeting.
January 1	New board members and officers begin terms of office.

Associated Builders and Contractors, Inc.
Balance Sheet Final
As of June 30, 2022

	Jun 30, 22	Jun 30, 21
ASSETS		
Current Assets		
Checking/Savings		
11000 · Petty Cash	500.00	748.73
11010 · Raymond James Investment Acct	712,590.14	763,312.00
11026 · Operating - Winter Park Bank	77,391.94	23,384.87
11030 · Operating MM - Winter Park Bank	788,199.15	806,296.33
11031 · Operating - Workforce Funds	178,879.99	0.00
Total Checking/Savings	1,757,561.22	1,593,741.93
Accounts Receivable	48,774.00	11,814.25
Other Current Assets		
11200 · Prepaid National Dues	137,117.75	132,597.38
11210 · Prepaid State Dues	36,843.84	30,010.53
11220 · Prepaid Insurance	11,698.54	15,961.71
11230 · Prepaid Expenses	22,053.46	39,082.62
11240 · Inventory	3,964.64	4,290.80
Total Other Current Assets	211,678.23	221,943.04
Total Current Assets	2,018,013.45	1,827,499.22
Fixed Assets		
11300 · Equipment & Furniture	134,040.56	118,725.26
11321 · Building - Valencia	2,170,114.02	2,170,114.02
11325 · Building Signage	20,446.33	20,446.33
11331 · Land - Valencia	151,684.09	151,684.09
11340 · Automobile	0.00	47,552.06
11350 · Equipment - Capital Lease	41,400.00	41,400.00
11355 · Building Tenant Improvement	249,754.48	249,754.48
11400 · Accumulated Depreciation	-1,293,899.56	-1,230,211.54
Total Fixed Assets	1,473,539.92	1,569,464.70
Other Assets	618.30	618.30
TOTAL ASSETS	3,492,171.67	3,397,582.22
LIABILITIES & EQUITY		
Liabilities		
Current Liabilities		
Accounts Payable	-23,153.81	19,911.35
Credit Cards	0.00	13,310.87
Other Current Liabilities		
21030 · State Unemployment Tax Payable	26.60	0.00
21040 · Federal Unemployment Payable	462.00	0.00
2110 · Direct Deposit Liabilities	25,622.97	0.00
22100 · Sales Tax Payable	13.67	333.55
22110 · Accrued Property Taxes	21,349.98	21,349.98
22112 · Equipment Lease - ST	4,158.18	4,022.20
22201 · Tennant Security Deposits	6,426.80	6,426.80
22202 · Future Events Income	153,043.66	98,662.33

Associated Builders and Contractors, Inc.
Balance Sheet Final
 As of June 30, 2022

	<u>Jun 30, 22</u>	<u>Jun 30, 21</u>
22203 · Member & Training Services	101,718.05	65,087.47
22204 · 2022-Renewals Income	551,126.68	0.00
22206 · Unearned for 2021-Renewals	0.00	534,976.29
22207 · Unearned for 2020-New Members	0.00	23,359.21
22208 · 2021-New Member Income	39,952.74	75,605.33
22209 · VIP Sponsorship Income	166,489.56	142,067.49
22210 · 2022 New Member Income	53,284.92	0.00
22211 · PAC Funds	3,340.00	790.00
22300 · Trimmer Constr. Ed. Foundation	200.00	0.00
22301 · Free Enterprise Alliance	300.00	0.00
22305 · Workforce Enhancement Fund	0.00	159,391.76
Total Other Current Liabilities	<u>1,127,515.81</u>	<u>1,132,072.41</u>
Total Current Liabilities	<u>1,104,362.00</u>	<u>1,165,294.63</u>
Long Term Liabilities	<u>18,090.04</u>	<u>26,337.96</u>
Total Liabilities	<u>1,122,452.04</u>	<u>1,191,632.59</u>
Equity		
30000 · Opening Bal Equity	604,557.55	419,382.55
31100 · Retained Earnings	1,756,735.67	1,731,654.61
Net Income	<u>8,426.41</u>	<u>54,912.47</u>
Total Equity	<u>2,369,719.63</u>	<u>2,205,949.63</u>
TOTAL LIABILITIES & EQUITY	<u><u>3,492,171.67</u></u>	<u><u>3,397,582.22</u></u>

Associated Builders and Contractors, Inc.
Profit & Loss Budget Performance Final
June 2022

	Jun 22	Budget	Jan - Jun 22	YTD Budget	Annual Budget
Ordinary Income/Expense					
Income					
41000 · New Members	8,566.58	7,053.00	52,094.08	93,368.00	115,200.26
41001 · New Member Credit Forward	6,658.78	6,658.78	39,952.68	39,952.68	79,905.42
41010 · Renewals	95,372.53	92,162.93	551,126.68	536,430.51	1,089,408.09
41020 · Enrollment Fee	500.00	600.00	4,505.00	5,500.00	9,000.00
41030 · Membership Promotion	0.00	0.00	0.00	1,000.00	1,000.00
43000 · Seminars Registration	8,244.46	16,515.22	129,574.18	126,052.32	188,604.07
43020 · Safety Seminar Registration	1,170.00	26.07	7,713.14	4,666.42	8,702.84
44000 · Meetings (Ticket Event)	19,760.00	15,750.00	108,560.00	96,450.00	147,450.00
44010 · Golf Tournaments	0.00	0.00	128,235.55	114,150.00	185,950.00
44030 · Construction Expo	0.00	0.00	0.00	0.00	90,700.00
44050 · EIC Construction Awards	3,387.22	0.00	3,597.22	0.00	308,450.00
44100 · Special Events (Sponsors)	0.00	0.00	11,750.00	21,750.00	39,990.00
44105 · Special Events (YP)	0.00	0.00	0.00	0.00	1,500.00
44107 · Special Other Income	0.00	0.00	3,214.22	3,800.00	5,000.00
45000 · BCF Magazine Advertising	6,932.50	7,242.50	40,490.20	45,695.00	89,150.00
45010 · Membership Directory	0.00	0.00	50,040.00	46,000.00	46,000.00
45012 · Monthly Mailing Advertising	0.00	0.00	0.00	300.00	1,500.00
45015 · Website Advertising	0.00	0.00	1,750.00	1,875.00	2,075.00
45020 · Weekly Email Advertising	300.00	300.00	1,500.00	1,800.00	3,600.00
46030 · Job Site Signs Sales	209.30	541.67	1,488.45	3,249.98	6,500.00
46035 · Workforce Fund	4,204.99		4,204.99		
46040 · Student Chapter	115.00		11,754.49		
Total Income	155,421.36	146,850.17	1,151,550.88	1,142,039.91	2,419,685.68
Gross Profit	155,421.36	146,850.17	1,151,550.88	1,142,039.91	2,419,685.68
Expense					
61000 · National Dues	23,092.39	22,075.54	130,476.86	139,846.66	268,313.83
61010 · National Dues Credits	1,106.78	1,106.79	6,640.68	6,640.74	13,281.42
61020 · State Dues	6,241.67	4,916.15	34,637.51	30,504.04	59,000.00
61030 · State Dues Credits	367.71	367.71	2,206.26	2,206.24	4,412.50
61040 · Member Fees & Promotion	891.94	1,200.00	9,727.91	16,500.00	25,600.00
63000 · Seminar Expense	6,158.57	4,930.00	29,635.31	44,526.17	60,506.17
63020 · Seminar Instructors	1,299.00	2,785.00	22,616.78	24,835.00	44,959.00
63100 · Safety Seminar Expense	2.04	0.00	600.25	0.00	0.00
63120 · Safety Instructors	200.00	0.00	1,400.00	1,000.00	2,000.00
64000 · Meetings (Ticket Event) Expense	11,916.54	10,000.00	63,631.25	49,550.00	78,450.00
64010 · Golf Tournaments Expense	224.63	0.00	76,348.39	80,150.00	111,950.00
64030 · Construction Expo Expense	419.77	0.00	1,052.60	0.00	38,350.00
64050 · Construction Awards Expense	3,579.44	0.00	4,944.63	0.00	203,900.00
64100 · Special Events (Sponsor) Exp	0.00	0.00	3,434.40	12,000.00	21,790.00
64105 · Special Events Expense (YP)	0.00	0.00	0.00	0.00	500.00
64107 · Special Other Expenses	0.00	0.00	3,214.22	3,800.00	5,000.00
64112 · Meetings & Events General Exps.	91.12	225.00	918.76	1,350.00	2,700.00

1:25 PM

08/12/22

Accrual Basis

Associated Builders and Contractors, Inc.
Profit & Loss Budget Performance Final
June 2022

	Jun 22	Budget	Jan - Jun 22	YTD Budget	Annual Budget
65000 · BCF Magazine Expense	2,150.25	2,340.00	13,010.68	14,040.00	28,100.00
65010 · Membership Directory Expense	13.63	0.00	9,124.39	8,000.00	8,000.00
65012 · Monthly Mailing Expense	499.88	450.00	2,698.01	2,700.00	5,400.00
65030 · Internet Website	469.00	416.67	2,676.11	2,499.98	5,000.00
66030 · Job Site Signs expense	90.66	275.00	790.31	1,650.00	3,300.00
66035 · Workforce Enhance. Fund	0.00		10,500.00		
66040 · Student Chapter Expense	115.00		11,754.49		
66050 · Personnel Expenses	86,586.96	87,766.83	493,657.63	526,604.02	1,103,206.00
66060 · Insurances	1,575.89	1,858.33	10,431.29	11,149.98	22,299.96
67050 · Staff & Team Development	771.45	500.00	2,291.85	3,000.00	6,000.00
68000 · Auto Expense	1,082.84	1,250.00	6,082.84	7,500.00	15,000.00
68110 · State Meetings	0.00	0.00	3,710.68	2,500.00	4,000.00
68130 · National Meetings	5,209.82	2,500.00	10,202.19	5,000.00	10,000.00
68180 · Chapter Planning Conference	0.00	0.00	0.00	0.00	5,000.00
68190 · Other Conferences	57.32		858.05		
68200 · President's Expense	0.00	166.67	0.00	999.98	2,000.00
68210 · Board of Directors Meetings	0.00	3,000.00	1,921.62	6,000.00	15,000.00
68220 · Committee Meetings	201.66	291.68	1,278.82	1,750.04	3,500.00
69000 · Utilities	3,389.11	3,163.08	16,732.04	18,978.52	37,957.00
69020 · Property Taxes	3,558.33	3,958.50	22,119.53	23,751.00	47,502.00
69030 · Janitorial & Cleaning	1,065.00	1,000.00	5,271.75	6,000.00	12,000.00
69040 · Building Supplies/Maintenance	1,079.80	3,083.33	17,219.82	18,499.98	36,999.96
69100 · Office - Postage	8.35	83.33	107.21	500.01	1,000.00
69120 · Telephone & Data Expense	931.34	975.00	6,690.10	5,850.00	11,700.00
69190 · Computer Software	2,215.95	961.33	8,381.79	5,768.01	11,536.00
69200 · Leased Office Equipment	497.05	475.00	2,982.30	2,850.00	5,700.00
69210 · Office Supplies	330.06	408.33	3,371.27	2,450.01	4,900.00
69220 · Equipment R&M, Supplies	766.32	833.33	5,349.36	4,999.98	9,999.96
69300 · Advertising expense	0.00	0.00	0.00	0.00	1,000.00
69315 · Bank Charges	22.30	25.00	135.84	150.00	300.00
69325 · Interest Expense	63.65	63.42	410.26	380.49	761.00
69340 · Professional Services	0.00	350.00	10,259.95	10,200.00	11,000.00
69350 · Taxes & Licenses	0.00	25.00	519.26	150.00	300.00
69370 · Dues, Subscript., Sponsorships	0.00	100.00	319.44	600.00	1,200.00
69390 · General Expenses	0.00		7,000.00		
69400 · Depreciation	6,981.00	7,666.67	41,491.00	46,000.02	92,000.04
Total Expense	175,324.22	171,592.69	1,120,835.69	1,153,430.87	2,462,374.84
Net Ordinary Income	-19,902.86	-24,742.52	30,715.19	-11,390.96	-42,689.16
Other Income/Expense					

Associated Builders and Contractors, Inc.
Profit & Loss Budget Performance Final
June 2022

	Jun 22	Budget	Jan - Jun 22	YTD Budget	Annual Budget
Other Income					
47000 · Interest Income	870.09	708.33	3,534.24	4,250.01	8,500.00
47010 · General Income	9.60		1,952.78		
47012 · Rental Income					
470122 · First Floor Lease Space					
470125 · Astronaut Lease Ste101-2,975.00	2,975.00		17,850.00		
470126 · Empire Elect ste102 - 1,175.86	1,175.86		7,055.16		
470127 · United Form ste100/103-1,900.00	1,900.00		11,400.00		
470122 · First Floor Lease Space - Other	0.00	6,050.86	0.00	36,305.16	69,082.74
Total 470122 · First Floor Lease Space	6,050.86	6,050.86	36,305.16	36,305.16	69,082.74
470123 · Classroom rental	0.00	208.33	275.00	1,249.98	2,499.96
470124 · Rental Supplies	0.00		75.00		
47012 · Rental Income - Other	0.00	0.00	0.00	0.00	0.00
Total 47012 · Rental Income	6,050.86	6,259.19	36,655.16	37,555.14	71,582.70
47020 · Gain (Loss) on Investment/Asset	-16,213.38	665.00	-64,317.78	3,998.00	8,000.00
Total Other Income	-9,282.83	7,632.52	-22,175.60	45,803.15	88,082.70
Other Expense					
69392 · Rental Expense (Classroom)	0.00	20.83	13.18	125.01	250.00
70000 · Charitable Contributions	100.00		100.00		
Total Other Expense	100.00	20.83	113.18	125.01	250.00
Net Other Income	-9,382.83	7,611.69	-22,288.78	45,678.14	87,832.70
Net Income	-29,285.69	-17,130.83	8,426.41	34,287.18	45,143.54

Associated Builders and Contractors, Inc.
Balance Sheet Draft
As of July 31, 2022

	<u>Jul 31, 22</u>	<u>Jul 31, 21</u>
ASSETS		
Current Assets		
Checking/Savings		
11000 · Petty Cash	500.00	475.73
11010 · Raymond James Investment Acct	728,446.20	768,843.97
11026 · Operating - Winter Park Bank	36,962.00	11,379.24
11030 · Operating MM - Winter Park Bank	788,433.45	766,429.18
11031 · Operating - Workforce Funds	178,832.15	0.00
Total Checking/Savings	1,733,173.80	1,547,128.12
Accounts Receivable	34,626.00	26,716.75
Other Current Assets		
11200 · Prepaid National Dues	115,628.16	110,840.34
11210 · Prepaid State Dues	31,265.71	25,154.63
11220 · Prepaid Insurance	9,948.26	13,040.17
11230 · Prepaid Expenses	22,966.28	67,142.15
11240 · Inventory	4,165.72	6,041.64
Total Other Current Assets	183,974.13	222,218.93
Total Current Assets	1,951,773.93	1,796,063.80
Fixed Assets		
11300 · Equipment & Furniture	134,040.56	118,725.26
11321 · Building - Valencia	2,170,114.02	2,170,114.02
11325 · Building Signage	20,446.33	20,446.33
11331 · Land - Valencia	151,684.09	151,684.09
11340 · Automobile	0.00	47,552.06
11350 · Equipment - Capital Lease	41,400.00	41,400.00
11355 · Building Tenant Improvement	249,754.48	249,754.48
11400 · Accumulated Depreciation	-1,300,880.56	-1,238,204.37
Total Fixed Assets	1,466,558.92	1,561,471.87
Other Assets	618.30	618.30
TOTAL ASSETS	3,418,951.15	3,358,153.97
LIABILITIES & EQUITY		
Liabilities		
Current Liabilities		
Accounts Payable	9,794.86	26,011.87
Credit Cards	0.00	14,259.67
Other Current Liabilities		
22100 · Sales Tax Payable	-69.05	232.31
22110 · Accrued Property Taxes	24,908.31	24,908.31
22112 · Equipment Lease - ST	3,469.92	3,356.45
22201 · Tennant Security Deposits	6,426.80	6,426.80
22202 · Future Events Income	185,470.30	132,855.44
22203 · Member & Training Services	89,780.67	93,807.60
22204 · 2022-Renewals Income	461,679.87	0.00
22205 · Partial Pays Renew/New Members	0.00	1,470.00

Associated Builders and Contractors, Inc.
Balance Sheet Draft
 As of July 31, 2022

	<u>Jul 31, 22</u>	<u>Jul 31, 21</u>
22206 · Unearned for 2021-Renewals	0.00	445,813.58
22207 · Unearned for 2020-New Members	0.00	19,466.01
22208 · 2021-New Member Income	33,293.96	72,105.66
22209 · VIP Sponsorship Income	160,969.90	131,212.36
22210 · 2022 New Member Income	56,844.17	0.00
22211 · PAC Funds	3,490.00	790.00
22300 · Trimmer Constru. Ed. Foundation	100.00	0.00
22301 · Free Enterprise Alliance	150.00	0.00
22305 · Workforce Enhancement Fund	386.67	159,541.76
Total Other Current Liabilities	<u>1,026,901.52</u>	<u>1,091,986.28</u>
Total Current Liabilities	1,036,696.38	1,132,257.82
Long Term Liabilities	18,090.04	26,337.96
Total Liabilities	<u>1,054,786.42</u>	<u>1,158,595.78</u>
Equity		
30000 · Opening Bal Equity	604,557.55	419,382.55
31100 · Retained Earnings	1,756,735.67	1,731,654.61
Net Income	2,871.51	48,521.03
Total Equity	<u>2,364,164.73</u>	<u>2,199,558.19</u>
TOTAL LIABILITIES & EQUITY	<u><u>3,418,951.15</u></u>	<u><u>3,358,153.97</u></u>

Associated Builders and Contractors, Inc.
Profit & Loss Budget Performance Draft
July 2022

	Jul 22	Budget	Jan - Jul 22	YTD Budget	Annual Budget
Ordinary Income/Expense					
Income					
41000 · New Members	10,991.75	5,038.00	63,085.83	98,406.00	115,200.26
41001 · New Member Credit Forward	6,658.78	6,658.78	46,611.46	46,611.46	79,905.42
41010 · Renewals	95,225.14	92,162.93	646,351.82	628,593.44	1,089,408.09
41020 · Enrollment Fee	600.00	500.00	5,105.00	6,000.00	9,000.00
41030 · Membership Promotion	0.00	0.00	0.00	1,000.00	1,000.00
43000 · Seminars Registration	4,198.80	445.00	133,772.98	126,497.32	188,604.07
43010 · Seminar - Books	1,360.00		1,360.00		
43020 · Safety Seminar Registration	59.07	656.07	7,772.21	5,322.49	8,702.84
44000 · Meetings (Ticket Event)	1,730.00	11,200.00	110,290.00	107,650.00	147,450.00
44010 · Golf Tournaments	0.00	0.00	128,235.55	114,150.00	185,950.00
44030 · Construction Expo	0.00	0.00	0.00	0.00	90,700.00
44050 · EIC Construction Awards	317.81	0.00	3,915.03	0.00	308,450.00
44100 · Special Events (Sponsors)	0.00	0.00	11,750.00	21,750.00	39,990.00
44105 · Special Events (YP)	0.00	0.00	0.00	0.00	1,500.00
44107 · Special Other Income	201.85	0.00	3,416.07	3,800.00	5,000.00
45000 · BCF Magazine Advertising	7,127.50	7,242.50	47,617.70	52,937.50	89,150.00
45010 · Membership Directory	0.00	0.00	50,040.00	46,000.00	46,000.00
45012 · Monthly Mailing Advertising	0.00	300.00	0.00	600.00	1,500.00
45015 · Website Advertising	0.00	0.00	1,750.00	1,875.00	2,075.00
45020 · Weekly Email Advertising	0.00	300.00	1,500.00	2,100.00	3,600.00
46030 · Job Site Signs Sales	101.70	541.67	1,590.15	3,791.65	6,500.00
46035 · Workforce Fund	0.00		4,204.99		
46040 · Student Chapter	1,480.00		13,234.49		
Total Income	130,052.40	125,044.95	1,281,603.28	1,267,084.86	2,419,685.68
Gross Profit	130,052.40	125,044.95	1,281,603.28	1,267,084.86	2,419,685.68
Expense					
61000 · National Dues	23,654.81	21,627.21	154,131.67	161,473.87	268,313.83
61010 · National Dues Credits	1,106.78	1,106.78	7,747.46	7,747.52	13,281.42
61020 · State Dues	6,560.42	4,816.31	41,197.93	35,320.35	59,000.00
61030 · State Dues Credits	367.71	367.71	2,573.97	2,573.95	4,412.50
61040 · Member Fees & Promotion	603.28	1,100.00	10,331.19	17,600.00	25,600.00
63000 · Seminar Expense	286.13	0.00	29,921.44	44,526.17	60,506.17
63010 · Seminars - Book expense	1,330.30		1,330.30		
63020 · Seminar Instructors	900.00	125.00	23,516.78	24,960.00	44,959.00
63100 · Safety Seminar Expense	0.00	0.00	600.25	0.00	0.00
63120 · Safety Instructors	0.00	0.00	1,400.00	1,000.00	2,000.00
64000 · Meetings (Ticket Event) Expense	261.88	6,700.00	63,893.13	56,250.00	78,450.00
64010 · Golf Tournaments Expense	281.25	0.00	76,629.64	80,150.00	111,950.00
64030 · Construction Expo Expense	278.16	0.00	1,330.76	0.00	38,350.00
64050 · Construction Awards Expense	662.50	0.00	5,607.13	0.00	203,900.00
64100 · Special Events (Sponsor) Exp	0.00	0.00	3,434.40	12,000.00	21,790.00
64105 · Special Events Expense (YP)	0.00	0.00	0.00	0.00	500.00

Associated Builders and Contractors, Inc.
Profit & Loss Budget Performance Draft
July 2022

	Jul 22	Budget	Jan - Jul 22	YTD Budget	Annual Budget
64107 · Special Other Expenses	201.85	0.00	3,416.07	3,800.00	5,000.00
64112 · Meetings & Events General Exps.	131.48	225.00	1,050.24	1,575.00	2,700.00
65000 · BCF Magazine Expense	1,783.13	2,340.00	14,793.81	16,380.00	28,100.00
65010 · Membership Directory Expense	3.00	0.00	9,127.39	8,000.00	8,000.00
65012 · Monthly Mailing Expense	533.92	450.00	3,231.93	3,150.00	5,400.00
65030 · Internet Website	350.00	416.67	3,026.11	2,916.65	5,000.00
6560 · Payroll Expenses	128.48		128.48		
66030 · Job Site Signs expense	50.37	275.00	840.68	1,925.00	3,300.00
66035 · Workforce Enhance. Fund	47.84		10,547.84		
66040 · Student Chapter Expense	1,480.00		13,234.49		
66050 · Personnel Expenses	80,956.90	87,766.83	574,614.53	614,370.85	1,103,206.00
66060 · Insurances	1,575.89	1,858.33	12,007.18	13,008.31	22,299.96
67050 · Staff & Team Development	3,047.44	500.00	5,339.29	3,500.00	6,000.00
68000 · Auto Expense	1,050.00	1,250.00	7,132.84	8,750.00	15,000.00
68110 · State Meetings	0.00	1,000.00	3,710.68	3,500.00	4,000.00
68130 · National Meetings	3,505.35	0.00	13,707.54	5,000.00	10,000.00
68180 · Chapter Planning Conference	0.00	0.00	0.00	0.00	5,000.00
68190 · Other Conferences	0.00		858.05		
68200 · President's Expense	0.00	166.67	0.00	1,166.65	2,000.00
68210 · Board of Directors Meetings	0.00	0.00	1,921.62	6,000.00	15,000.00
68220 · Committee Meetings	277.82	291.66	1,556.64	2,041.70	3,500.00
69000 · Utilities	3,933.91	3,163.08	20,665.95	22,141.60	37,957.00
69020 · Property Taxes	3,558.33	3,958.50	25,677.86	27,709.50	47,502.00
69030 · Janitorial & Cleaning	1,065.00	1,000.00	6,336.75	7,000.00	12,000.00
69040 · Building Supplies/Maintenance	5,916.29	3,083.33	23,136.11	21,583.31	36,999.96
69100 · Office - Postage	24.80	83.34	132.01	583.35	1,000.00
69120 · Telephone & Data Expense	1,370.96	975.00	8,061.06	6,825.00	11,700.00
69190 · Computer Software	1,098.19	961.34	9,479.98	6,729.35	11,536.00
69200 · Leased Office Equipment	497.05	475.00	3,479.35	3,325.00	5,700.00
69210 · Office Supplies	353.88	408.34	3,725.15	2,858.35	4,900.00
69220 · Equipment R&M, Supplies	1,818.05	833.33	7,167.41	5,833.31	9,999.96
69300 · Advertising expense	0.00	0.00	0.00	0.00	1,000.00
69315 · Bank Charges	22.30	25.00	158.14	175.00	300.00
69325 · Interest Expense	61.74	63.41	472.00	443.90	761.00
69340 · Professional Services	0.00	0.00	10,259.95	10,200.00	11,000.00
69350 · Taxes & Licenses	75.00	25.00	594.26	175.00	300.00
69370 · Dues, Subscript., Sponsorships	0.00	100.00	319.44	700.00	1,200.00
69390 · General Expenses	0.00		7,000.00		
69400 · Depreciation	6,981.00	7,666.67	48,472.00	53,666.69	92,000.04
Total Expense	158,193.19	155,204.51	1,279,028.88	1,308,635.38	2,462,374.84

Associated Builders and Contractors, Inc.
Profit & Loss Budget Performance Draft
July 2022

	Jul 22	Budget	Jan - Jul 22	YTD Budget	Annual Budget
Net Ordinary Income	-28,140.79	-30,159.56	2,574.40	-41,550.52	-42,689.16
Other Income/Expense					
Other Income					
47000 · Interest Income	843.28	708.34	4,377.52	4,958.35	8,500.00
47010 · General Income	10.01		1,962.79		
47012 · Rental Income					
470122 · First Floor Lease Space					
470125 · Astronaut Lease Ste101-2,975.00	2,975.00		20,825.00		
470126 · Empire Elect ste102 - 1,175.86	1,175.86		8,231.02		
470127 · United Form ste100/103-1,900.00	1,900.00		13,300.00		
470122 · First Floor Lease Space - Other	0.00	6,050.86	0.00	42,356.02	69,082.74
Total 470122 · First Floor Lease Space	6,050.86	6,050.86	42,356.02	42,356.02	69,082.74
470123 · Classroom rental	450.00	208.33	725.00	1,458.31	2,499.96
470124 · Rental Supplies	0.00		75.00		
47012 · Rental Income - Other	0.00	0.00	0.00	0.00	0.00
Total 47012 · Rental Income	6,500.86	6,259.19	43,156.02	43,814.33	71,582.70
47020 · Gain (Loss) on Investment/Asset	15,247.08	668.00	-49,070.70	4,666.00	8,000.00
Total Other Income	22,601.23	7,635.53	425.63	53,438.68	88,082.70
Other Expense					
69392 · Rental Expense (Classroom)	15.34	20.84	28.52	145.85	250.00
70000 · Charitable Contributions	0.00		100.00		
Total Other Expense	15.34	20.84	128.52	145.85	250.00
Net Other Income	22,585.89	7,614.69	297.11	53,292.83	87,832.70
Net Income	-5,554.90	-22,544.87	2,871.51	11,742.31	45,143.54

Associated Builders and Contractors, Inc.
A/R Aging Summary
As of July 31, 2022

	Current	1 - 30	31 - 60	61 - 90	> 90	TOTAL
ABC Merit Shop PC - C	0.00	0.00	0.00	0.00	0.00	0.00
Acousti Engineering Company of Fl.	0.00	0.00	1,895.00	510.00	65.00	2,470.00
Associated Industrial Riggers	0.00	0.00	300.00	0.00	0.00	300.00
Badger Daylighting	0.00	550.00	0.00	0.00	0.00	550.00
Balfour Beatty Construction(Centex)	0.00	2,450.00	0.00	0.00	0.00	2,450.00
Coastal Construction of Central Florida	0.00	0.00	0.00	395.00	0.00	395.00
Commercial Design Services, Inc.	0.00	0.00	0.00	255.00	0.00	255.00
Creative Concepts of Orlando, Inc.	0.00	0.00	0.00	395.00	0.00	395.00
CT Mechanical	0.00	0.00	5,000.00	0.00	250.00	5,250.00
DeWitt Custom Concrete, Inc.	0.00	0.00	650.00	0.00	0.00	650.00
GMF Steel Group	0.00	250.00	0.00	2,370.00	0.00	2,620.00
Guignard Company	0.00	250.00	0.00	0.00	0.00	250.00
Jamco, Inc.	0.00	1,000.00	0.00	0.00	0.00	1,000.00
JK2 Scenic	0.00	587.50	0.00	0.00	0.00	587.50
Mader Southeast	0.00	1,895.00	0.00	1,185.00	0.00	3,080.00
McCree, Inc.	0.00	0.00	0.00	395.00	0.00	395.00
Modern Plumbing	0.00	0.00	200.00	0.00	0.00	200.00
Non Member	0.00	600.00	0.00	0.00	0.00	600.00
PPC Professional Services, Inc.	0.00	0.00	0.00	0.00	125.00	125.00
Quality Labor Management	0.00	1,670.00	0.00	0.00	0.00	1,670.00
REX Construction Services, Inc.	0.00	0.00	0.00	0.00	385.00	385.00
RJD Risk Management, Inc.	0.00	0.00	0.00	0.00	0.00	0.00
Sinns & Thomas Electrical Contractors, Inc	0.00	0.00	0.00	0.00	125.00	125.00
Southern Fire Protection of Orlando	0.00	0.00	0.00	0.00	350.00	350.00
Sunbelt Rentals	0.00	890.00	100.00	0.00	0.00	990.00
Terry's Electric, Inc.	0.00	1,280.00	0.00	0.00	0.00	1,280.00
The Collage Companies	0.00	0.00	395.00	0.00	0.00	395.00
Tradesmen International, Inc.	0.00	0.00	0.00	-12.00	0.00	-12.00
United Forming Inc	0.00	2,023.50	2,023.50	0.00	2,023.50	6,070.50
Walbridge	0.00	1,800.00	0.00	0.00	0.00	1,800.00
TOTAL	0.00	15,246.00	10,563.50	5,493.00	3,323.50	34,626.00



**CFC ABC
Political Action Committee Funds
UCF Student Chapter Funds
Workforce Enhancement Funds
July 31, 2022**

Total PAC funds available
7/31/2022

\$57,641.71

UCF Student Chapter Account Funds

\$36,654.67

Workforce Enhancement Account Funds

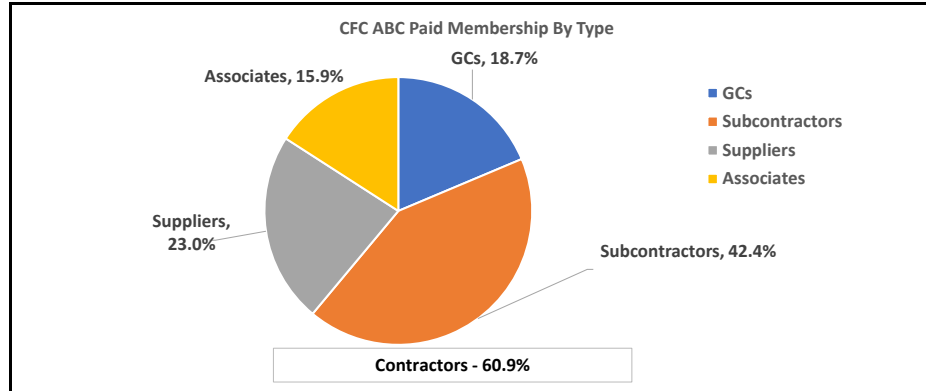
\$179,218.82

**Central Florida Chapter
Associated Builders & Contractors, Inc.
Membership Report
July 31, 2022**

Membership by Company

<i>Member Companies</i>	
Companies as of YE 2021:	451
2022 Renewed:	389 86.25%
Dropped:	62
Unpaid:	3
Percentage of Budgeted New	
Renewals:	389 Members (90)
New Members for 2022:	53 58.89%
Total Paid 2022 Membership:	442

Membership by Type



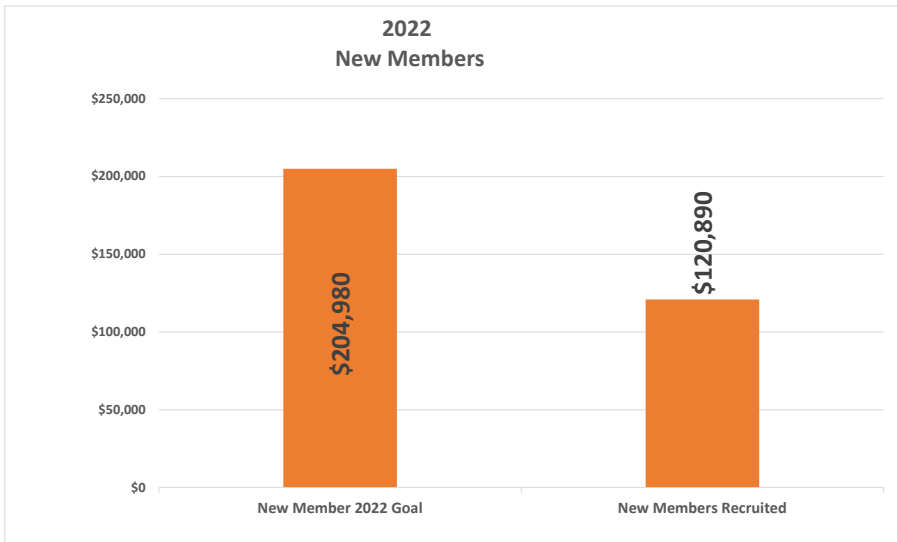
July 2022 New Members

COMPANY	CONTACT	CO. PHONE	CTG/TRADE	BOARD SPONSOR
Alsina Formwork	Jimmy Penailillo	(305) 398-9860	2-Concrete form supplier	NA
DBK, Inc.	Sciortino, Bethany	(386) 860-2050	10.1-General Contractor: Self perform HVAC, plumbing, electrical	NA
Florida Paints	Wright Bynum	(407) 986-1000	2-Paint & coating supplier	W. Milner
General Insulation Company, Inc.	Sean Belan	(407) 843-9075	2-Building materials supplier	M. Jordan
Smart Building Integrators, LLC	Bill Lasater	(863) 274-3998	7-Low voltage electrical contractor	NA
Southeastern Surveying and Mapping Corp.	Nikki Griffin	(407) 292-8580	1-Land survey firm	NA

Central Florida ABC Ranking

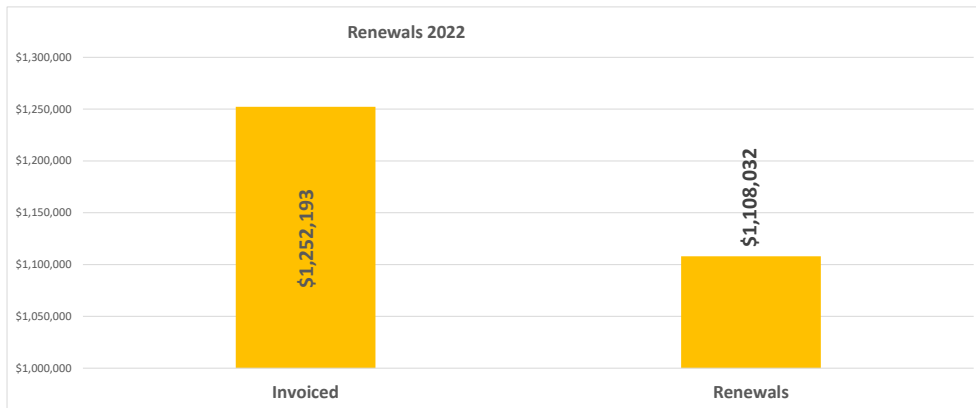
Comparison to all other ABC chapters:	Comparison to all ABC SE region chapters:
Member Size - 16 out of 68	Member Size - 5 out of 12
Contractor Numbers - 18 out of 68	Contractor Numbers - 3 out of 12
Overall Renewals - 50 out of 68	Overall Renewals - 4 out of 12
Contractor Renewal - 19 out of 68	Contractor Renewal - 4 out of 12
Growth - 35 out of 68	Growth - 8 out of 12
% of Contractors - 35 out of 68	% of Contractors - 3 out of 12

New Members for 2022



Renewed Members for 2022

Renewal Invoices: \$1,252,193.19
Paid as of Month End: \$1,108,031.70
Percentage of Invoiced: 88.5%



Membership Director
Catherine Wert
cwert@abccentralfloida.org
D. 407.398.1278
C. 407.209.5604
ABCentralfloida.com

BOD 2022 New Member Welcome Call Assignments

copy & paste to ambassador handbook

Call Made **BOD Member Assigned**

Join Date	Type	Company
11/3/2021	C	Rolling Plains Construction
12/7/2021	G	Xtreme Roofing & Construction
12/13/2021	G	Dana B. Kenyon Co.
1/3/2022	S	C&C Pumping Services, Inc.
1/3/2022	C	IQ Painters
1/3/2022	S	Sunstate Equipment Co., LLC
1/10/2022	A	Safety Leadership Innovators, LLC
1/20/2022	C	Core Concrete Construction Company, LLC
1/21/2022	C	Colwill Engineering Mechanical, Inc.
1/21/2022	G	Verity Construction Company
1/25/2022	C	Ruppert Landscape, Inc.
1/25/2022	A	Aegis Project Controls
2/1/2022	C	The Companies of Nassal
2/4/2022	S	Synergy Equipment/Bobcat of Orlando
2/9/2022	S	Stone Mountain Access Systems, Inc.
2/10/2022	C	Advanced Roofing, Inc.
2/11/2022	C	Down To Earth Landscape & Irrigation
2/14/2022	G	RB Marks Construction, Inc.
2/16/2022	C	Sauer Mechanical, LLC
2/23/2022	C	Viking Security Inc.
2/23/2022	A	OMNI Resource Group, LLC
2/28/2022	A	Centennial Bank
3/4/2022	A	Northwestern Mutual
3/4/2022	C	Frank Gay Commercial
3/8/2022	C	Mullet's Aluminum Products, Inc.
3/9/2022	C	ADT Commercial
3/9/2022	S	DisposAll, Inc.
3/11/2022	C	Remediation Specialists, Inc.
3/11/2022	C	Associated Industrial Riggers
3/16/2022	S	Victaulic
3/18/2022	A	USI Insurance
3/22/2022	G	Mellott Construction LLC
3/24/2022	S	Verizon Wireless
3/30/2022	C	Sciens Building Solutions
3/31/2022	A	Cox Digital Arts
4/5/2022	C	Stark Tech
4/14/2022	S	Commercial Trade Source
4/20/2022	G	Ovation Construction Company

	Velasco	5/4/2022	S	EquipmentShare
	Smalley	5/11/2022	A	Geo-Technology Associates, Inc.
	Hernandez	5/11/2022	S	Mills & Nebraska
	Bradford	5/20/2022	C	Carter Electric, Inc.
	Burkett	5/20/2022	A	Jordan & Skala Engineers
	Wert	5/21/2022	S	JLG
	Kurtz	5/23/2022	C	AVI-SPL LLC

Holmes	6/3/2022	c	Signarama - Lake Mary
Wert	6/9/2022	C	Cloud 9 Services, LLC
Bracco	6/21/2022	S	American Standard
Rodriguez	6/21/2022	G	Summit Design + Build, LLC
Milner	6/28/2022	C	Samantha's Walls LLC
Sheppeard	7/1/2022	C	Smart Building Integrators, LLC
Evans	7/8/2022	S	Alsina Formwork
Tinetti	7/19/2022	A	Southeastern Surveying and Mapping Corp.
Jordan	7/25/2022	G	DBK, Inc.
Albu	7/25/2022	S	Florida Paints
Burkett	7/28/2022	S	General Insulation Company, Inc.

A, Associate. S, Supplier. G, General. C, Subcontractor

Primary Contact	Primary Contact Phone	Email	Co. Description
Chris Ryan	813-689-7200	chris.ryan@rollingplains.com	Spray Fireproofing, intumescent coatings, spray foam insulation (K-13)
Matthew Appell	407-960-5933	mathew.appell@xrcfl.com	General Contractor, self perform roofing
Jamison Chattin	904-591-0723	jchattin@dbkenyon.com	General Contractor
Chris Holdorf	407-467-8058	choldorf@ccpumpingservices.co	Concrete pumping company
Nate Thornton	407-575-8432	nate@iqpainters.com	Painting contractor, sealants & waterproofing
Dave Tonan	407-633-7951	david.tonan@sunstateequip.com	Tool, equipment & machine rental
Josh Caudill	561-657-0179	josh@ignitethejourney.com	Leadership & safety training consulting firm
Mike Oliphant	205-704-9026	moliphant@coreconcretecc.com	Concrete contractor
Larry Turnage	407-641-2057	l.turnage@colwillengineering.co	Mechanical/HVAC
Markys Mackey	224-253-9930	markys@buildverity.com	General Contractor
Colin Cronin	617-997-3077	ccronin@ruppertcompanies.com	Landscape construction and management
Cadesman Pope III	407-840-4105	cpope@consultaegis.com	Project control company
Melissa Ruminot	407-491-5172	Mruminot@nassal.com	Scenic fabrication contractor
Tony Marshall	407-273-7383	tmarshall@synergyequip.com	Heavy equipment rental
Jeff Swearingen	836-281-9604	jswearingen@stonemountainacc	Scaffold erecting, tie back anchor install, safety training
Kevin Kornahrens	407-322-1555	kevink@advancedroofing.com	Roofing & solar contractor
Josh Shirley	407-310-3840	joshua.shirley@down2earthinc.c	Landscape construction and management
Russell Cammack	407-453-0948	rcammack@rbmarks.com	General Contractor
Jeff Smith	321-301-4755	jasmith@sauermechanical.com	Mechanical/HVAC, plumbing
Michael Allbee	407-985-1516	mallbee@protechsecurity.com	Low voltage electrical contractor: security & fire alarm- monitoring,
Rob Rycyk	407-467-9357	rob.rycyk@orgconsultants.com	Business consultation firm
Trisha Delatte	954-790-4638	tdelatte@my100bank.com	Banking / financial
Willie Arroyo Vazquez	407-232-5834	willie.arroyovazquez@nm.com	Financial advising firm
Brian Paul	407-401-1999	brian.paul@frankgaycommercial	HVAC/R, plumbing, electrical
Nate Yoder	941-232-4138	nate@mulletsaluminum.com	Custom aluminum metal contractor
Daniel Sullivan	773-454-2036	sullivandaniel@adt.com	Alarm contractor: fire, life, safety & security
MaryLou Calabrese	407-389-8000	marylou@refusegmt.com	Roll off dumpster, recycling, porta-lets, etc.
Norma Lopez	321-666-4813	nlopez@remspecusa.com	Remediation, renovation contractor
Mark Swink	407-353-8720	mswink@airiggers.com	Machinery & systems install; rigging; heavy haul
Kevin Dory	484-523-8908	kevin.doty@victaulic.com	Mechanical & plumbing pipe joining supplier
Travis Schmitt	651-324-8200	travis.schmitt@usi.com	Commercial insurance
Brad Mellott	386-984-7129	mellottconstruction@gmail.com	General Contractor
Lee Meyer	407-697-1350	lee.meyer@verizonwireless.com	Construction project management technology
Marc Trembley	321-501-7605	mtrembley@sciensbuildingsolut	Low voltage electrical contractor: security & fire alarm
Chris Cox	813-417-7533	chris@coxdigitalarts.com	Marketing & communications firm
David Shaw	407-859-6802	shawd@starktech.com	BMS, security, power management & mechanical
Trevor Shaw	321-730-6736	trevorshaw@commercialtrades	Skilled labor staffing company
Michael Provost	407-242-5429	michael@ovationinc.net	General Contractor
Mandy Cardenas	(813) 613-9301	mandy.cardenas@equipmentsh are.com	Construction equipment supplier
Gautham S. Pillappa P.E.	(817) 903-6693	gpillappa@gtaeng.com	Geotechnical/Environmental Consulting Firm
Kizzy Ferrer	(407) 506-6565	kferrer@millsnebraska.com	Doors, door frames, hardware, door & frame fabrication
Taylor Carter	(407) 402-6209	taylor.carter@carter- electric.com	Electrical contractor
Marvel, Matt	(678) 350-8896	mmarvel@jordanskala.com	MEP & sustainability services engineering firm
Don Hundley	(407) 276-5650	dhundley@jlg.com	Construction equipment distributor
Mike Dillard	(407) 509-7934	mike.dillard@avispl.com	Audio/Visual and Unified Communications
Dan Pearson	903-330-1484	dan@signarama-lakemary.com	Custom Interior/exterior signage contractor
Curtis Walker	407-864-8844	cwalker@cloud9services.com	Plumbing, underground utility, drain cleaning, hydro excavation, jet vac
Joey Pletka	732-512931	joey.pletka@lilx.com	Plumbing fixtures and materials supplier
Steven Anderson	813-549-6060	sanderson@summitdb.com	General Contractor
Jesus Araujo	407-408-5009	jesus@samanthaswalls.com	Painting and wall covering contractor
Bill Lasater	(407) 509-3004	bill.lasater@sbiconnects.us	Low volt, structured cable design & install
Jimmy Penailillo	(305) 924-0129	jimmy.penailillo@alsina.com	Concrete form supplier
Nikki Griffin	(305) 393-6703	g.com	Land survey firm
Bethany Sciortino	(407) 509-5051	bethanys@godbk.com	General Contractor
Wright Bynum	(407) 415-2215	w.bynum@floridapaints.com	Paint & coating manufacturer & supplier
Sean Belan	(386) 801-5936	sbelan@generalinsulation.com	Building products supplier

2022 Future Member List

Description	Future Member Company	Contact Full Name	Contact Phone	CoPhone	EmailAddress	BOD Sponsor	MD Com/Amb Sponsor
Developer	Related Group, The	Andrew Watson	630-267-8449		andrew.watson@relatedgroup.com		
Land Owner	City of Apopka	Alan Jewell	407-821-7030		ajewell@apopka.net		
Land Owner/Owners Rep	Rollins College	Jennifer Annan	407-415-1557		jannan@rollins.edu		
General Contractor	Alston Construction	Linette Gali	786-402-0695		lgali@alstonco.com		
General Contractor	American Platinum Builders	Ryan McGrath		407-674-7045	rmcgrath@apbuildersusa.com	R. Burkett	
General Contractor	Ardmore Roderick						
General Contractor	Burns & McDonnell	Fernanda Lopes	475-212-5076		flopes@burnsmcd.com		J. Kurtz
General Contractor	Current Builders	Mucahit "Mujo" Aksu					
General Contractor	DACG, Inc.	Jamie McCandless	321-278-4329		jmccandless@dacginc.com	D. Rodriguez	
General Contractor	Freyssinet, Inc.	Cornelius Benton	(954) 541-7099		cornelius.benton@freyssinetusa.com	M. Jordan	
General Contractor	HW Davis Construction, Inc.	Jim Beusse	407-849-1212		jbeusse@hwdavis.com	R. Burkett	
General Contractor	Johnson-Laux Construction					C. Velasco	
General Contractor	Kiewit Corporation	Gustavo Molina	407-340-1331		gustavo.molina@kiewit.com		
General Contractor	Oelrich Construction, Inc.	Julia Thomas	(352) 284-4346		jthomas@oelrichconstruction.com	C. Evans	
General Contractor	R L Burns Inc.					Garcia/Albu	
General Contractor	RLH Construction, LLC	Freddy Eppleman	407-450-5721		feppleman@rlh-llc.com		
General Contractor	Redmond Construction Co.,	George Distler, Jr.	407-670-0556		gdistler@redmondfla.com		
General Contractor	Straticon Construction	Chris Lockwood	772-486-3574		christopher.lockwood@straticon.com		O. Torres
General Contractor	Verdex Construction	Dan Lawrence, Toby Johnson	813-352-5039 / 813-523-1985		daniel.lawrence@verdex.com / toby.johnson@verdex.com	M. Jordan	
Subcontractor	3MG Roofing & Solar	Cori Yarckin	407-252-7216		cori@3mgroofing.com		
Subcontractor	15 Lightyears	Wendy Mottley	(407) 782-4791	855-438-1515	wmottley@15lightyears.com		W. Brooks
Subcontractor	ABG Caulking	Ken Mayberry	407-846-6868	855-438-1515	abgkenny@outlook.com	S. Scruby/J. Smalley	J. Smalley
Subcontractor	ACME Barricades	Shawn Musgrave			smusgrave@acmebarricades.com		W. Brooks
Subcontractor	ACME Glass Orlando	Walter Basso Jr.	321-231-3212		wbasso@acmeglassorlando.com	C. Tinetti/W. Milner/Gai W. Milner	
Subcontractor	Advanced Plumbing Technology,	Taylor yarkosky	321-231-0558		taylor@chooseapt.com	T. Wert	
Subcontractor	Airis Energy Solutions	Tom van Daalen	813-846-5583		tvandaalen@airisled.us	R. Hernandez	
Subcontractor	All American Water Restoration	Chris Reed	407-285-9882		chris@allamericanwaterrestoration.com		
Subcontractor	Altamonte Glass & Mirror	Brian Fitzgerald	407-733-7910		brian@altamonteglass.com		W. Brooks
Subcontractor	American Custom Concrete	Mark Verst	407-95-9221		markv@americansc.com		
Subcontractor	Anderson Interiors					M. Parks	
Subcontractor	APD Construction LLC	Virginia Pena	407-924-1250		vpena@apdconstruction.com	C. Evans	
Subcontractor	ARCHIS Technologies Inc.	Navin Jaivan / Steven "Hutch" H	407-910-2432 / 407-955-2860		nj@archistech.com / sw@archistech.com	D. Rodriguez	
Subcontractor	Associated Building Specialties, Inc.	Carol Hale	407-339-2284		carol@absfl.net	J. Smalley	J. Smalley
Subcontractor	Atlantic Southern Inc.	Tony Brummer	352-272-9460		atlanticsoutherninc@gmail.com		W. Brooks
Subcontractor	Avilder Professional Painting & C	Teddy Cruz	407-973-4608		teddy@avilder.com		C. Monroe
Subcontractor	Axios Construction Services LLC					R. Hernandez	
Subcontractor	B&M Masonry	Jeff Turner		813-936-4016	jeff@bmmasonryinc.com	C. Evans	
Subcontractor	Baylor Construction, Inc.	Gary Dillman, Jr.	386-366-0094		gary@baylorfl.com		W. Brooks
Subcontractor	Bergelectric Corporation	Garret Smith	407-374-1249		gasmith@bergelectric.com	J. Smalley	J. Smalley
Subcontractor	BFARR Contracting	Brian Farr	970-485-5001		brian@bfarrcontracting.com	D. Valkenburg	
Subcontractor	C&C Contracting, Inc.	Glenn Carter		407-299-5131	glenncccontracting@cfl.rr.com	R. Burkett	
Subcontractor	Cajun Installation & Distriputing, Inc.					R. Hernandez	
Subcontractor	Carroll Bradford	Charlie Kenyon	813-557-3197		ckenyon@carrollbradford.com		
Subcontractor	CEO Restoration	Esteban Pastrana Rico		407-584-7779	er@ceorestoration.com		C. Fontanez
Subcontractor	Cherrylake, Inc.	Luis Juliao			luis.juliao@cherrylake.com	C. Evans	
Subcontractor	Clever Energy	Diego Garcia	407-844-2638		dgarcia@gocleverenergy.com	J. Albu	
Subcontractor	Commercial Acoustics	Nick Cupp	(772) 559-4536		nick@commercial-acoustics.com		K. Rodriguez
Subcontractor	ConvergCom	Zach O'Bryan	407-383-0825		zobryn@convergcom.com		K. Rodriguez
Subcontractor	Cor3 Mechanical, LLC	Olivia Walton	407-867-2487		olivia.walton@cor3.com		
Subcontractor	Core Roofing Systems	Wes Malone		407-434-7170	wmalone@coreroofing.net	C. Evans	
Subcontractor	CT Windows, LLC dba Architectu	Sunil Tarneja	407-466-7423		starneja@aactcw.net	Garcia/Hernandez/Miln/W. Milner/W. Brooks	
Subcontractor	Custom Enclosure Solutions, LLC	Katy Hott/Barry		770-693-5840	katy@cesglass.com/Barry@cesglass.com	w. Milner (Barry)	W. Milner (Barry)
Subcontractor	Cutting Edge Signs and Visuals	Sam Dato		407-341-7100	sam@cuttingedgesv.com		M. Urchlipa (Mem Amb)
Subcontractor	Cypress Gulf Inc.	Jonathan Stewart	407-312-0502		jstewart@cypressgulf.com		
Subcontractor	Dittmer Architectural Aluminum	Denise Condello			denise@dittdeck.com		
Subcontractor	Earth Tech, LLC	Dan Cox			dcoxe@earthtech.com	C. Evans	
Subcontractor	Extreme Engineering	Kris Benken					W. Brooks
Subcontractor	Florida Remodeling Contractors	Shane Dobson		407-749-4146	shane@hirefrc.com		C. Monroe
Subcontractor	Florida Specialty Products	Chris: Julie Galletti & Tami/Wade:Tami Michaels			Julie@yourflsp.com / TamiMichaels@yourflsp.com	C. Evans	W. Brooks
Subcontractor	Fragata Construction Company	Octavio Fragata		863-860-9070	fratacon@gmail.com		C. Monroe
Subcontractor	G Technology, Inc.	Anthony Dionne	484-966-1600		anthony.dionne@gtechnology-pa.com		
Subcontractor	General Caulking & Coatings Co.,	Todd			Todd@generalcaulking.com	C. Evans	
Subcontractor	Grassland Enterprises	Davina Cook		407-298-2494	davina@grasslandenterprisesinc.com		C. Monroe
Subcontractor	Griffin Dewatering	Rachel Smith	713-539-4915		rachel.smith@griffindewatering.com		
Subcontractor	Haskell Steel Fabrication	Rob Banyas	321-239-3130	904-391-4016	robert.Banyas@haskell.com	J. Garcia	
Subcontractor	Heichel Plumbing, Inc.					J. Garcia	
Subcontractor	Hemco Electrical Services, LLC	Noel Zenon	407-770-8554		noel@hemcoelectrical.com		
Subcontractor	Hotwire Communications Ltd	Brian Jones	407-690-8288		brian.jones@hotwirecommunication.com		
Subcontractor	ICE Roofing	Zack Moyer	302-858-2268		zack@icecontractor.com	J. Smalley	
Subcontractor	InterAmerica Stage, Inc.	Shawn Briel	407-529-5969		shawn@lastage.com		C. Fontanez
Subcontractor	Interstate Painting Contractors	Mani Rezaei	407-467-2678		mani@interstatepf.com	C. Evans	
Subcontractor	Janney Roofing	David Janney		321-945-4600	davidjanney@janneyroofing.com		C. Monroe
Subcontractor	J & J Millwork, Inc.	Kevin Cook		407-324-2331	kevin@jandjmillwork.com	C. Evans	
Subcontractor	Jones Architectural Creations	Travis Kolbjornsen	954-931-2020		tkolbjornsen@jonesarchitecturalcreations.com	J. Sheppard/W. Milner J. Sheppard/W. Milner	
Subcontractor	Kaye Acoustics					J. Albu	
Subcontractor	Lee Crest Construction, LLC	Allen Ponders	407-421-0450		allen@leecrestconstruction.com		
Subcontractor	Midsouth Steel	Don Hodges	(404) 694-5104		dhodges@midsouthsteel.net	C. Evans	
Subcontractor	Midstate Caulking & Construction	Brenda Clement	407-530-5773		bclement@midstatecaulking.com		
Subcontractor	Miller Electric Company	Tony Staiano	863-412-3859		tstaiano@mecojax.com		

Subcontractor	Morris-Shea Bridge Co., Inc.	Matt Robertson	239-286-5010	matt.robertson@morrisshea.com		
Subcontractor	Nations Roof of Florida, Inc.	Mitch Heitsch	407-907-4568	mheitsch@nationsroof.com	C. Evans/S. Scruby	
Subcontractor	Outdoor Lighting Perspectives	Travis Hogue	850-819-8092	travis.hogue@outdoorlights.com		
Subcontractor	Outdoor Living Pros, The	Alex Garrao	407-637-6264	alex@theoutdoorlivingpros.com		
Subcontractor	Owen Electric Company, Inc.	Justin Lee	904-3157860	jlee@owenec.com	J. Garcia	
Subcontractor	Painters On Demand	Roberto Irizarry	813-495-1954	robertoi@paintersondemand.com		
Subcontractor	Perfection Architectural Systems	Rob Jones		Rjones@perfectionarch.com	C. Evans	
Subcontractor	Percopo Coatings Company, LLC	Mike Percopo	407-402-1243	mike@pccusa.com	C. Evans/M. Parks/W. M.W. Milner	
Subcontractor	PPI Epoxy Floor Coatings LLC	Phil Price	407-509-6555	ppifloors@gmail.com	W. Brooks	
Subcontractor	Prem US of Orlando, Inc.	Jeff Brown			R. Hernandez	
Subcontractor	Prentiss II Flooring, LLC	Prentiss Wright		csgsgroup@msn.com	J. Kurtz	J. Kurtz/J. Stehr
Subcontractor	Priestly Demolition	Michael Landingham		mlandingham@priestlyus.com		W. Brooks
Subcontractor	Pureflow, Inc.	Keith Johnson	863-619-8500	keith.johnson@pureflowinc.com		
Subcontractor	Progressive Plumbing, Inc.	Billy Lawson		Billy@progressiveplumbing.com	M. Sasso/C. Evans	
Subcontractor	Property Renovation & Constr	Rebecca Cone	321-626-0483	excassist@prclfa.com		
Subcontractor	PSX Inc.	Scott Miller	407-687-9541	scott.miller@psx-inc.com	J. Sheppard/J. Kurtz	J. Sheppard/J. Kurtz
Subcontractor	PVF Industrial				R. Burkett	
Subcontractor	Quinco Electric, Inc.	Kara Dale	407-242-9050	kara@quincoelectrical.com		
Subcontractor	Recromax	Heather Packard	407-885-2919	hpackard@recromax.com		
Subcontractor	Roebuck Construction Services, Inc.				R. Hernandez	
Subcontractor	Ron Kendall Masonry	Erick Guzman		407-522-1933	J. Sheppard	J. Sheppard
Subcontractor	Roof Over America	Eric Holmberg	407-607-4515	eric@roofoveramerica.com		
Subcontractor	Rose Fence Company	Ken Rose		(407) 382-5000		
Subcontractor	Roy Drywall Ltd.	Bobby Roy	613-851-3204	bobby@roydrywall.com		
Subcontractor	Rozar Electric Inc.	Mark Beck		352-429-3020		
Subcontractor	Schindler Elevator Corporation	Hunter DeViese	407-473-0691	hunter.deviese@schindler.com	R. Hernandez	
Subcontractor	Schwenn Services & Contracting				J. Smalley	J. Smalley/C. Monroe
Subcontractor	SERVPRO of Winter Park, Univers	Tricia Starkey	407-615-0825	tricia.starkey@serveprowinterpark.com	J. Smalley	
Subcontractor	Solomon Group Entertainment, I	Kourtney Day	570581-1154	kourtney.day@solomongroup.com	W. Milner/J. Garcia	W. Milner/J. Stehr
Subcontractor	Southeastern Surfaces & Equipm	Mark Blanchard		mblanchard@seteam.com	J. Sheppard	J. Sheppard
Subcontractor	Southern Development & Constr	Shane Cox			R. Burkett / J. Garcia	
Subcontractor	Specialty Solutions Southeast	Bill Greene		407-803-3903		C. Monroe
Subcontractor	Steel Worx Solutions, LLC	Mitch Van Beek	352-536-5207	big@ssipro.com	J. Garcia	
Subcontractor	Sterling Concrete Cutting, LLC	John D'Amico	407-463-8093	jd@sterlingconcretecut.com		K. Kelly (Mem Amb)
Subcontractor	Stratus Roofing	Brian Lancaster	407-793-3905	blancaster@stratusroofing.com		
Subcontractor	Summit Industrial	Sam Myers		smyers@summit.us	J. Sheppard	J. Sheppard
Subcontractor	Sundance Architectural Products	Sam Chamorro		sam@sdap.com	C. Evans	
Subcontractor	Superior Rigging & Erecting Com	Fred Metz		f.metz@superiorrigging.com	W. Milner	W. Milner
Subcontractor	TAKA Elevator Company	Mary Lalchandani	407-916-9298	mary@takaelevator.com		
Subcontractor	Taylor Cotton and Ridley, Inc.	Matt Ridley	407-298-5114		J. Garcia	
Subcontractor	Time Machine GC				M. Parks	
Subcontractor	Titan Flooring				J. Garcia	
Subcontractor	Toltec Construction	Homar		Homar@tolteconstruction.com	C. Evans	
Subcontractor	Tyser Electric	Darby Tyser	386-627-9754	dtyser@tyserelectric.com	C. Evans	
Subcontractor	Universal Power Services, LLC	Andy Hartin	706-681-8055	ahartin@theuniversalpower.com		
Subcontractor	USA Groups-VENUSERVE	Kevin Shea	603-494-4484	kevin.shea@usa-groups.com		K. Rodriguez
Subcontractor	Valor Environmental	Cody Anderson	407-722-2400	canderson@valorenv.com	J. Sheppard	J. Sheppard
Subcontractor	View Inc. (View Glass)	Christina Arthur	321-246-6243	christina.arthur@view.com	C. Tinetti	
Subcontractor	Waterproofing Specialists, Inc.				J. Garcia	
Subcontractor	WD Site Development	Nelson Duarte	(407) 731-1550	wdestimating@yahoo.com	R. Hernandez / J. Garcia	
Subcontractor	Williams Earthwork, Inc.	Latoyia Williams	407-402-1606	williamsearthwork@gmail.com		
Supplier	AMES Taping Tools	Pedro Rodriguez	321-499-0211	prodriguez@amestools.com	C. Velasco	
Supplier	Associated Construction Product	Tim Carmichael		tcarmichael@acpfl.com	C. Velasco	
Supplier	Bob's Barricades					W. Brooks
Supplier	Certex USA, Inc.	Bobby Griffin	321-689-6649	bgriffin@certex.com		
Supplier	CMC Rebar	John Peifrey	(407) 619-7149	john.peifrey@cmc.com	C. Evans/M. Jordan	
Supplier	Dehumidification Technologies L	David Taylor	407-232-4397	dtaylor@rentdh.com	J. Sheppard	C. Fontanez/J. Sheppard
Supplier	Hydrologic	Eric Hoffman		erich@hydrodc.com	C. Bracco/R. Burkett	
Supplier	IDI Distributors	Stephen Dimeco	239-271-8390	sdimeco@idimm.com	C. Velasco	
Supplier	Komplet America	Cody Price	908-616-0577	cprice@kompletamerica.com		
Supplier	RGH Waste & Disposal LLC	Skip Prevesk	407-698-6346	skipp@rghwaste.com		O. Torres
Supplier	Ring Power	Jon Bates	407-757-7124	jon.bates@ringpower.com	W. Milner	W. Milner
Supplier	ROCKWOOL Group	Cristian Batres	321-888-5324	cristian.batres@rockwool.com		
Supplier	Satellite Shelters, Inc.	Chrystie Mack	336-880-5262	chrystiem@satelliteco.com	J. Smalley	J. Smalley
Supplier	SemaConnect	Kim Kendall	689-231-2979	kim.kendall@semaconnect.com		
Supplier	Sims Crane & Equipment Co.	Mike Smith	407-927-9541	mike.smith@sims Crane.com		
Supplier	SITECH South (Possible SITECH N	Matt Drury	305-340-7686	mdrury@sitechsouth.com	M. Jordan	
Supplier	Sky Limit Crane & Rigging, LLC	Mike Lanaris	813-525-6124	mike@skylimitcrane.com		
Supplier	Taylor Power Systems	Ken Garcia	407-450-3654	kgarcia@taylorpower.com	J. Smalley	J. Smalley
Supplier	Tronex Group, The	Scott Simon				K. Rodriguez
Supplier	United Electrical Sales	Tony Shaver		tonyshaver@uesfl.com	W. Milner	W. Milner
Supplier	Villari's Concrete Pumping	Simon Villari	407-840-9002	simon@vcpumping.com	M. Jordan	
Supplier	Yaskawa America Inc.	Justice Johnson	407-616-0241	justice_johnson@yaskawa.com		
Associate	Drone Over the Top	Dominique Papa	407-434-9007	info@droneoverthetop.com	C. Evans	C. Evans
Associate	Harvard Jolly Architecture	Chad Jones	314-518-1897	cjones@harvardjolly.com		
Associate	Infinity Protection Service, Inc.	Adrian Ellis	407-971-9788	aeellis@infinityprotection.com	J. Albu	
Associate	NOVA Engineering & Environmer	Melissa Caruso	412-715-1870	mcaruso@usanova.com	R. Hernandez	
Associate	OpenSpace	Jacinda Matherne	855-703-8900	partnerships@openspace.ai		
Associate	Project Management Advisors (P	Mark Knott/Justin	(407) 625-1099	markk@pmainc.com	R. Burkett/J. Sheppard	J. Sheppard
Associate	S&ME	Andria LaRocco	(774) 293-0519	alarocco@smeinc.com		J. Stehr
Associate	SC Advisors	Brent Daubach		bdaubach@sc-advisors.com	J. Albu	
Associate	Universal Orlando	Charlie Gundacker		charlie.gundacker@universalorlando.com	T. Wert	

2022 Dropped Member Companies

DBA	Co Phone	Primary Contact	Mobile	Email Address	Join Year	Category	Dues w/o WF	Reason for drop
Jon M. Hall Company	(407) 215-0410	Nelson Hernandez	NA	nhernandez@jonmhallcompany.com	2019	13	\$ 8,644.00	not in budget
MWH Constructors	720-547-5400	John Evans		john.k.evans@mwhconstructors.com	2017	12	\$ 6,550.00	no reply from multiple attempts to reach out
Crown Roofing & Waterproofing LLC	855-276-9655	Craig Dallas	954-405-0726	craigd@crowroofing.com	2021	11.02	\$ 2,796.67	not built into this year's budget, not enough time/staff to put into membership
Bernhard MCC, LLC	407-650-2251	Josh Dennstedt		jdennstedt@bernhard.com	2010	11	\$ 3,581.00	no time and not enough staff to participate, \$ too high—not budgeted
Souder Masonry and Concrete	386-574-4160	Owen Perry		owen@brickblockmud.com	2019	10.2	\$ 4,943.00	no reply (email or phone) after Owen was sent invoice
DHR Mechanical Services	NA	NA	NA	NA	NA	10.1	\$ 4,658.00	out of business
Dunkman Paint & Wallcovering, LLC	(407) 323-9935	Paul Dunkman		pdunkman@dunkmanpaint.com	2009	9	\$ 3,956.00	coming off of difficult year, not in budget
L. C. Electric, Inc.	407-788-1969	Ron Carter		ron@lcelectricinc.com	2011	9	\$ 3,956.00	Jason Albu spoke to Ron, Ron said there was no room in the budget made for renewal.
Reynolds Painting Group, FL	813-756-6800	Chris Barno	NA	chris@rpgfl.com	2020	9	\$ 2,477.00	not in budget: due to decline in numbers, owner is not allowing any association memberships for 2022
Vigilante Associates	(305) 653-8383	David Vigilante		david@vigilanteassociates.com	2018	9.02	\$ 3,731.00	not in budget, will attend pay events and hopes to re-join in 2023
All Commercial Floors	NA	NA	NA	NA	NA	8	\$ 3,357.00	out of business
Del-Air Mechanical	407-333-2665	Tim O'Reilly		toreilly@delair.com	NA	8	\$ 3,382.00	commercial division purchased by Colwill Engineering Mechanical
Eagle Fire Protection, Inc.	407-656-8387	Heather Heath	NA	heather@eaglefirepro.com	2019	8	\$ 3,432.00	coming off a difficult year. Not in budget. Hope to return in 2023
Bottom Bay Glass, LLC	(407) 730-7520	Alan Jackson	(407) 963-2172	alan@bottombayglass.com	2020	7	\$ 2,446.00	Alan moved out of town, no rep in CF
JA Edwards of America, Inc.	407-677-7663	Jordan Edwards	612-203-5680	jordan@jeofamerica.com	2019	7	\$ 2,446.00	no reply from multiple attempts to contact
Miller Paneling Specialties	703-944-0369	Stephanie Miller	530-908-4554	stephanie@millerpaneling.com	2021	7	\$ 2,242.17	pulled out of FL market
Scenario Cockram USA Inc.	407-613-2949	Kayleigh Martin	407-389-9341	kayleigh.martin@cockramscenario.com	2017	7	\$ 2,446.00	cost of membership too high, spoke on alternatives, still a no
Stonhard, Inc.	800-257-7953	Mike O'Neill	407-615-1073	moneill@stonhard.com	2019	7	\$ 2,446.00	corporate office would not allow expense in FL sales rep's 2022 budget
Woodchuck Industries	(407) 295-9900	Chuck Walczak		chuck@woodchuckindustries.net	2019	7	\$ 2,446.00	no time and not enough staff to participate
Xquare Building Solutions, Inc.	407-217-6729	Jose Guzman	321-295-4551	jguzman@xquarebuildingsolutions.com	2020	7	\$ 2,446.00	not in budget due to increase in materials
Alpha Foundations	(850) 671-1313	John Arcari	(689) 224-3297	jarcari@alphafoundations.com	2021	6	\$ 1,786.58	no benefit from membership in their first year due to their focus being mostly in the residential market
Commercial Paint Services	(407) 440-9303	Ben Vendette	407-230-0462	ben@commercialpaintservices.com	2018	6	\$ 1,949.00	out of business
Comp-Air Service Co. / Curtis-Toledo Distribut	(407) 292-4584	Gordon Clark	407-467-0773	gclark@comp-air.com	2019	6	\$ 1,949.00	no time and not enough staff to participate
Cox Fire Protection	813-980-3282	Shane Rushlo	813-781-2807	srushlo@coxfire.com	2019	6	\$ 1,266.00	no full time team in CFL to participate. Focus is on Tampa market
Duct Dynasty Clean Air Corporation, LLC	(407) 678-1808	Findlay Dinger	(321) 698-6986	fdinger@ductdynasty.net	2021	6	\$ 1,624.17	not budgeted
Exquisite Designs Kitchen & Bath, Inc.	352-203-4812	Tony Pagan	(786) 298-1320	edkitchenandbath@gmail.com	2021	6	\$ 1,949.00	Antonio emailed stating he only joined, in 2021, for the vehicle discount and no longer needed membership
G2RF	(407) 606-4273	Gary Garrison	(321) 231-2556	garyg@g2rf.com	2021	6	\$ 1,624.17	Small company, no staff or time to participate
HUFCOR, Inc.	407-302-2286	Brian Hartman		bhartman@hufcor.com	1995	6	\$ 1,949.00	out of business
J&M Concrete Cutting and Coring	(407) 553-7213	Luis Abrams	NA	labrams@jmconcretecutting.com	2020	6	\$ 1,959.00	not in budget
Kimmins Contracting Corp.	(813) 247-0147	Chuck Gray	(813) 569-8703	cgray@kimmins.com	2020	6	\$ 1,266.00	refocus of target market
M&S Pool Services LLC	(321) 945-4429	Mirko Filippi		mspoolservices@yahoo.com	2021	6	\$ 1,624.17	no need to renew, only joined in 2021, for vehicle discount
Marietta Drapery & Window Coverings Co., In	800-241-7974	Libba Repa	404-313-0424	lrepa@mariettdrapery.com	2019	6	\$ 1,949.00	corporate office would not allow expense in FL sales rep's 2022 budget
Real Floors Commercial	NA	NA	NA	NA	NA	6	\$ 1,242.50	out of business
Steeltech Electropainting, Inc.	(305) 821-1988	Charles Kiesel	954-849-2426	c.kiesel@steeltech.com	2021	6	\$ 1,299.33	Operations still in S FL, did not move to CF as anticipated in 2021
Tanner & Company, LLC	407-545-4700	Philip Tanner	407-448-3696	pt@tannerandcompany.com	2017	6	\$ 1,949.00	not in 2022 budget due to 2021 drop in numbers
USA Millwork	(770) 418-1200	Michael Hornung	303-888-5561	mhornung@usa-millwork.com	2021	6	\$ 1,786.58	the company is going through some changes and will reevaluate next year
Zoom Drain	NA	NA	NA	NA	NA	6	\$ 1,949.00	out of business
Campbell Plumbing & Mechanical Contractors (904)	387-9996	Bob Renaud	904-874-0820	robert.renaud@campbellplumbing-mechanic	2021	6.02	\$ 1,055.00	no reply from multiple attempts to reach out, including committee
Millennium Torque & Tensioning, Inc.	866-370-0954	Courtney Howell	412-977-9844	courtneyh@milltorc.com	2021	6.02	\$ 1,055.00	no reply from multiple attempts to reach out, including committee
Custom Design Company of Central Florida	(407) 847-4474	Brandon Graber	(407) 709-0922	bgraber@customdc.com	2021	2	\$ 1,171.91	joined initially b/c of auto discount; no reply from multiple attempts to reach out
H&E Equipment Services	407-905-5344	Tim Ginder	407-754-5972	tginder@he-equipment.com	2009	2	\$ 1,645.00	Was not approved for 2022 budget. Has been approved for 2023. they will be back
HireQuest Direct	407-826-1615	Brooke Hanckel	(843) 340-6416	Brooke.Hanckel@hirequestdirect.com	2020	2.02	\$ 1,420.00	no reply from multiple attempts to reach out, including committee
Lanco Paints & Coatings	(407) 240-4000	Rick Blume	(407) 417-4925	rblume@lancopaints.com	2018	2	\$ 2,009.00	refocus of target market
Rockfon	813-683-0487	Paul Valentin	800-323-7164	paul.valentin@rockfon.com	2021	2	\$ 1,171.91	renewal not approved by management, hopes to return next year
Rosen Materials LLC	407-852-9033	Ryan Keeton	352-408-7116	rkeeton@rosenmaterials.com	2021	2.02	\$ 1,301.67	no time and staff to participate, sitting this year out
Sebatian Moving and More, LLC	(407) 466-6455	Jamin Sebastian	NA	info@sebastianmoving.net	2020	2	\$ 2,009.00	not in budget, no need for membership, joined for vehicle discount
Surplus Steel & Supply	(407) 293-5788	Barry Gamson	(404) 388-3050	barry@surplus-steel.com	2015	2	\$ 2,009.00	not in budget. Laid off a lot of personnel and wouldn't have anyone available to participate
Thunder Creek Equipment	(866) 535-7667	Bill Elverman	(262) 757-5803	bill@pkamar.com	2021	2	\$ 2,009.00	not in budget
Trench Plate Rental Company	NA	NA	NA	NA	NA	2	\$ 1,570.00	merged w/ National Trench
Assured Partners	(407) 794-7055	Chad Jones	(407) 274-8584	chad.jones@assuredpartners.com	2019	1	\$ 2,009.00	not in budget
Bouchard Insurance, a Marsh & McLennan Ag	407-847-2841	Ty Herriott	407-793-1488	ty.herriott@marshmma.com	2020	1.02	\$ 1,420.00	no reply from multiple attempts to reach out
Cotney Construction Law, LLP	407-378-6675	Trent Cotney			2020	1	\$ 1,784.00	no reply from multiple attempts to reach out
CSDZ, Inc.		Benjamin Canning	(612) 236-5979	bcanning@csdz.com	2020	1	\$ 2,009.00	only FL co rep moved to TX
Delta Consulting Group	(407) 992-9210	David Reichard		dreichard@delta-cgi.com	2013	1	\$ 2,009.00	no time and not enough staff to participate
ESC Consultants, Inc.	210-695-8701	Norbert Lathan	225-202-5591	nlathan@escsafety.com	2016	1	\$ 2,009.00	no longer in Florida
Orlando Dodge Chrysler Jeep Ram	(407) 472-2031	Juan Bonet		juan.bonet@orlandododge.com	2012	1	\$ 2,009.00	management did not approve in 2022 budget
Orange County Engineering Design LLC	407-802-0926	Kris Benken		krisbenken@ocengdesign.com	2021	1	\$ 849.59	out of business
ORLANtech, Inc.	(407) 228-7290	Keith Coker		kcoker@orlantech.com	2019	1	\$ 2,009.00	not in budget
SAVI EHS	NA	NA	NA	NA	NA	1	\$ 2,009.00	merged w/ Amphibious Medics
Terracon Consultants, Inc.	407-618-8350	Kendra Cassell		kendra.cassell@terracon.com	2009	1	\$ 1,645.00	dropped in vm. Lvm to find out reason.
Whitehead Agency, Inc., The	4078314424	Mark Whitehead	407-257-8488	mwhitehead@thewhiteheadagency.com	2019	1	\$ 2,009.00	no reply from multiple attempts to contact
Total lost dues:							\$ 141,700.42	

TR-D UPDATE — AUGUST 15, 2022

Training & Development Programming



RDT&E

- Grants (TBD)
- Sponsors (TBD)
- Partners(TBD)
- Mentors/Volunteers (TBD)
- Interns (3-5) UCF, Apprentice (TBD)
- Summer #1 Scope
 - Safety
 - HW/SW/Tools/Techniques
 - Processes

Under Development

- ✓ Executed
 - ✓ [Continued] Basic Blueprint Reading, 9-week (July 13-September 7)
 - ✓ Common Sense Construction Law - FCILB (State GC CEU requirements - CPR First Aid) (July 28)
 - ✓ [started] Basic Blueprint Reading — 6-week class (August 8- September 13)
 - ✓ NEXGEN (21 Applications Received)
 - ✓ Application Screenings & Individual Interviews Completed
- ✗ Cancelled
 - ✗ CPR First Aid (July 20) *one enrollee rolled to September
- Planned for August/September
 - CPR First Aid (August 17)
 - NEXGEN Selections (Selection Notifications August 19)
 - Contract Negotiations & Communication — WagonheimU (August 23) *9 enrollees- need min of 6 more
 - Foundations of Leadership **24 PDUs (September 12)
 - Union Organizing and Awareness Training ★★★
 - Financial Intelligence & Risk Management for Decisionmakers in Construction ★★★
- Short-Range Schedule Mapping Started (30-180 Days)
 - NEXGEN Content Planning & Coordination
 - Special Convenings for 2022 Quarter
 - Draft 2023 Schedule Accomplished

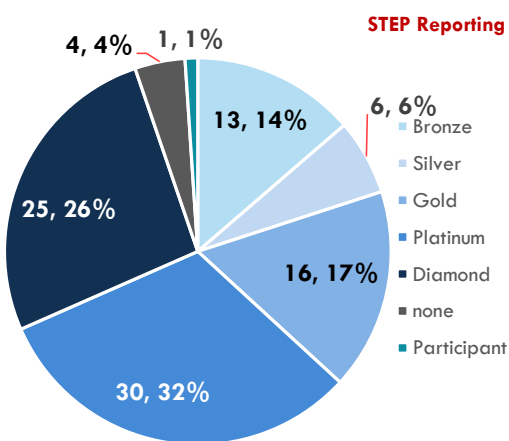
Partnerships and Advocacy — T/WD, Safety

- Skill Up Osceola Meeting — Event August 1 & 2
- Craft Championships (Need to FLUP for equipment plan)
- ✓ Justin attended August ACFS Meeting
- ✓ ABC CF will have a booth a ACFS Annual Safety Day Event

Special Projects

- Instructor Development — Don Draper, Trevor Baumann (BP1)
- NEXGEN Program Committee Mtg (Scheduled August 18, 4:30-6pm, Send a BOD/WF Development Member)
- Training & Development Strategic Planning
 - T&D Strategic Vision '23-26
 - Structuring Accomplished: Need W/TPlanning Committee at TFs
 - Developing Roadmap, Milestones, and Metrics
 - Needs Assessment Survey on the street (update *0 replies)

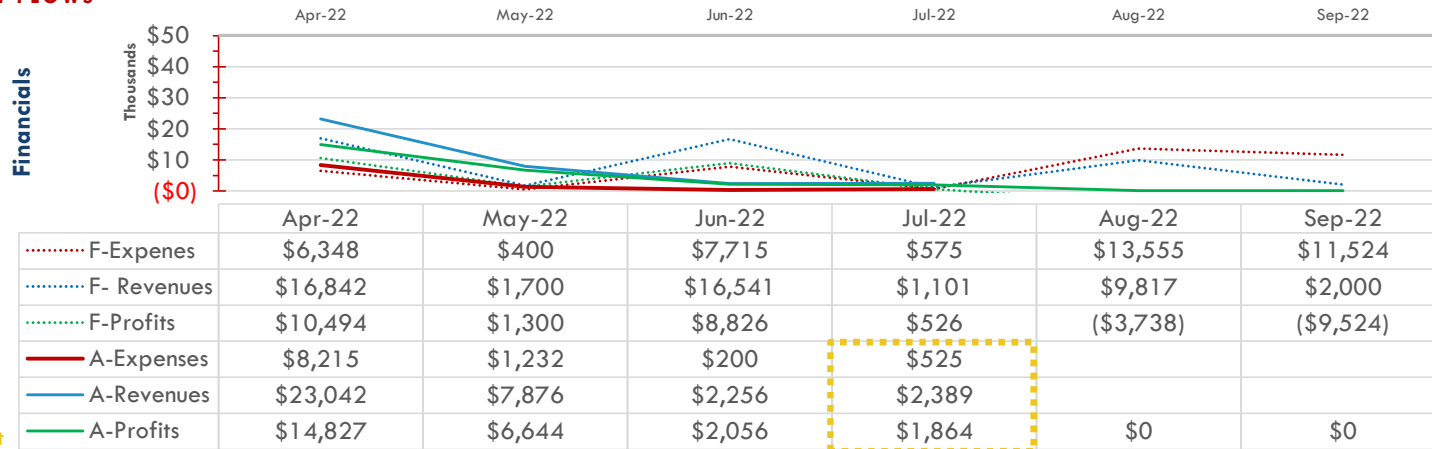
STEP (pull 8/12)



T&D CASH FLOWS

Initial report

T&D Spending and Revenues



Upcoming

TRAINING

- JANUARY**
- 12 CPR / First Aid Certification
 - 17 Project Management Institute Begins
 - 19 Contract Negotiation & Communication
- FEBRUARY**
- 2 Lien Law Level One
 - 7 Foundations of Leadership *24 PDUs
 - 17 CPR / First Aid Certification
 - 16 Lien Law Level Two
 - 28 Construction 101 begins (Virtual)
- MARCH**
- 15 Safety Training: Workman's Comp Claims
 - 16 CPR / First Aid Certification
 - 24 Construction Management
 - 24 Basic Project Estimating (Virtual)
- APRIL**
- 4 Construction 201 begins (Virtual)
 - 12-13 Common Sense Construction Law-Virtual
CEU 14 hours contractor renewal
 - 14 Communicating with the Generations
 - 20 CPR / First Aid Certification
 - 26-27 Trestles Frontline Supervisor
- MAY**
- 1 NEXGEN 2023 Registration Opens
 - 19 CPR / First Aid Certification
 - 18 Lien Law Level One
- JUNE**
- 13 Foundations of Leadership *24 PDUs
 - 15 CPR / First Aid Certification
 - 20 Microsoft Project 2016 – Project Management (P.1)
 - 21 Basic Workers' Comp Claims & Management
 - 23 Lien Law Level Two
 - 27 PMI Prep - Project Management Professional (PMP) Training
 - 29 Project Management Fundamentals
- JULY**
- 5 MS Project Professional Part 1
 - 13 Basic Blueprint Reading I (9 sessions, Wednesdays)
 - 14 MS Project Professional Part 2
 - 27 Project Management Fundamentals
 - 20 CPR / First Aid Certification
 - 27 CE's 2022 Mid-Year Construction Economic Forecast – *Webinar*
 - 28-29 Common Sense Construction Law (Virtual)
*CEU 14 hours contractor renewal
- AUGUST**
- 8 Get Going with QuickBooks
 - 9 Basic Blueprint Reading I (6 sessions, Tuesdays)
 - 15 Keep Going with QuickBooks
 - 17 CPR / First Aid Certification
 - 23 Contract Negotiation & Communication ★★★
 - 29 Adobe InDesign CC Part 1
 - 31 Adobe InDesign CC Part 2
- SEPTEMBER**
- 12 Foundations of Leadership *24 PDUs ∞
 - 13 Union Organizing and Awareness Training ∞
 - 15 CPR / First Aid Certification
 - 22 SHRM Essentials of HR
 - 23 Financial Intelligence & Risk Management for Decisionmakers in Construction ∞
 - 27-28 Trestles Frontline Supervisor ∞
- OCTOBER**
- 4 Construction Technology & Innovation Conference
UCF Campus Creative Village
 - 18 Construction Management
 - 19 CPR / First Aid Certification
 - 25 Construction 101 begins (Virtual)
- NOVEMBER**
- 16 CPR / First Aid Certification
 - 29 Construction 201 begins (Virtual)
- DECEMBER**
- 7 CPR / First Aid Certification

OSHA-10 Hour ([SP](#)) & OSHA 30 ([SP](#)) Hour Available on Demand

For updates and schedule changes visit www.abccentralflorida.com/calendar

Maximize Your Membership Workshops
February 24 | May 26 | August 25 | November 17

M&E REPORT

AUG/SEPT

EIC MAGAZINE AD SALES

SEPTEMBER 1 (*DEADLINE*)

Current Sales:
\$18,985
(11 companies)
Goal:
\$50,000



UPCOMING EVENTS

CASINO NIGHT
AUGUST 19, 2022

**FALL GOLF
TOURNAMENTS**
SEPTEMBER 9 & 16

**CONSTRUCTION
EXPO**
SEPTEMBER 22

2022 PROJECT OF THE YEAR NOMINEES:

**BLUE ORIGIN ORBITAL LAUNCH SITE
- TURNER CONSTRUCTION CO.**

**ORLANDO INTERNATIONAL AIRPORT
(MCO) - SOUTH TERMINAL C
AIRSIDE - HENSEL PHELPS**

**STAR WARS: GALACTIC
STARCRUISER - PCL
CONSTRUCTION SERVICES, INC.**

**WINTER PARK LIBRARY AND EVENTS
CENTER - BRASFIELD & GORRIE, LLC**



SEPTEMBER

- 9 Fall Golf Tournament #1
Rosen Shingle Creek Golf Club
- 16 Fall Golf Tournament #2
Rosen Shingle Creek Golf Club
- 22 Construction Expo
Central Florida Fairgrounds

OCTOBER

- 4 Construction Technology & Innovation Conference
UCF Campus Creative Village
- 22 EIC Awards Banquet
*Hilton Orlando, 6001 Destination Parkway
Orlando, FL 32819*
- 27 ABC On Tap
Krush Brau Park (Oktoberfest!)

NOVEMBER

- 10 Chili Cook Off
Apopka Amphitheater
- 17 Maximize Your Membership Workshop

DECEMBER

- 1 Toys for Tots Holiday Party
Gatlin Hall Brewing
- 8 Sporting Clays Shoot
Blackjack Sporting Clays, Sumterville



SEPTEMBER

- 14 Drone Technology & Networking:
*Brasfield & Gorrie, LLC
941 West Morse Blvd., Winter Park, FL 32789*
- 22 Construction Expo
4603 W Colonial Dr, Orlando, FL 32808

OCTOBER

- 13 Professional Development:
*Moxe Integrated Marketing & Headshots
ABC- 651 Danville Dr., Ste. 200, Orlando, FL 32825*
- 29 ABC/UCF & YP Tailgate

NOVEMBER

TBD Community Gives Back Event/Volunteerism

DECEMBER

- 15 Holiday Party: Winter Olympics
*IFI Office: 720 Crown Point Cross Rd,
Winter Garden, FL 34787*

SEPTEMBER

- 12 Foundations of Leadership *24 PDUs
- 13 Union Organizing and Awareness Training
- 15 CPR / First Aid Certification
- 23 Seminar: Financial Intelligence & Risk
Management for Decisionmakers in Construction
- 27-28 Trestles Frontline Supervisor

OCTOBER

- 4 Construction Technology & Innovation Conference
UCF Campus Creative Village
- 18 Construction Management
- 19 CPR / First Aid Certification
- 25 Construction 101 begins (Virtual)

NOVEMBER

- 16 CPR / First Aid Certification
- 29 Construction 201 begins (Virtual)

DECEMBER

- 7 CPR / First Aid Certification



NEW HORIZONS Computer Training

Access - Part 1, Part 2; Adobe Acrobat Pro DC Intro, Advanced; Adobe InDesign CC - Part 1, 2; Business Writing; Excel - Data Analysis with Pivot Tables; Excel - Part 1, 2; Lean Six Sigma - Green, Yellow, Black Belt; OneNote; Outlook - Part 1, 2; PowerPoint - Part 1, 2; Project - Part 1, 2; Project Management Fundamentals; Publisher; Visio - Part 1, 2; Word - Part 1, 2, 3



ABC National offers webinars to member companies on a variety of relevant topics. **Scan QR code for details or visit:** abc.org/Academy/Upcoming-Webinars



Request an **ABC Member** digital logo by sending an email to: logorequests@abccentralflorida.org

For all events and training sessions scan the individual QR codes or visit abccentralflorida.com/events/calendar Questions? Call us 407-628-2070

FALL GOLF TOURNAMENTS REGISTER TODAY!

Tournament #1
Sept. 9, 2022

Tournament #2
Sept. 16, 2022

Scan QR code for details on this upcoming event.

Congratulations! Model Members

Recognition for Excellence in the **Second Quarter - 2022**
for Chapter Participation* and Support!
Member Dedication at it's Best!

DEWITT CUSTOM CONCRETE
dewittcustomconcrete.com

Milwaukee
Nothing but **HEAVY DUTY.**

FOUNDATIONS of Leadership

ADEPT LEADERSHIP®

BUILD ON THE POTENTIAL OF YOUR HIGHEST PERFORMERS!

COURSE SCHEDULE

Ses 1: Sep 12	Ses 5: Nov 7
Ses 2: Sep 26	Ses 6: Nov 21
Ses 3: Oct 20	Ses 7: Dec 5
Ses 4: Oct 24	Ses 8: Dec 19

24 PDUs

Participants who complete the Foundations of Leadership 8 sessions will receive a total of 24 PDU's (Technology - 2.5; Leadership - 14; Business strategy 7.5)

Scan the QR code for program details

SEP 15

GET CERTIFIED!

CPR & First Aid Training

Register through the training calendar QR code above!

OCT 18

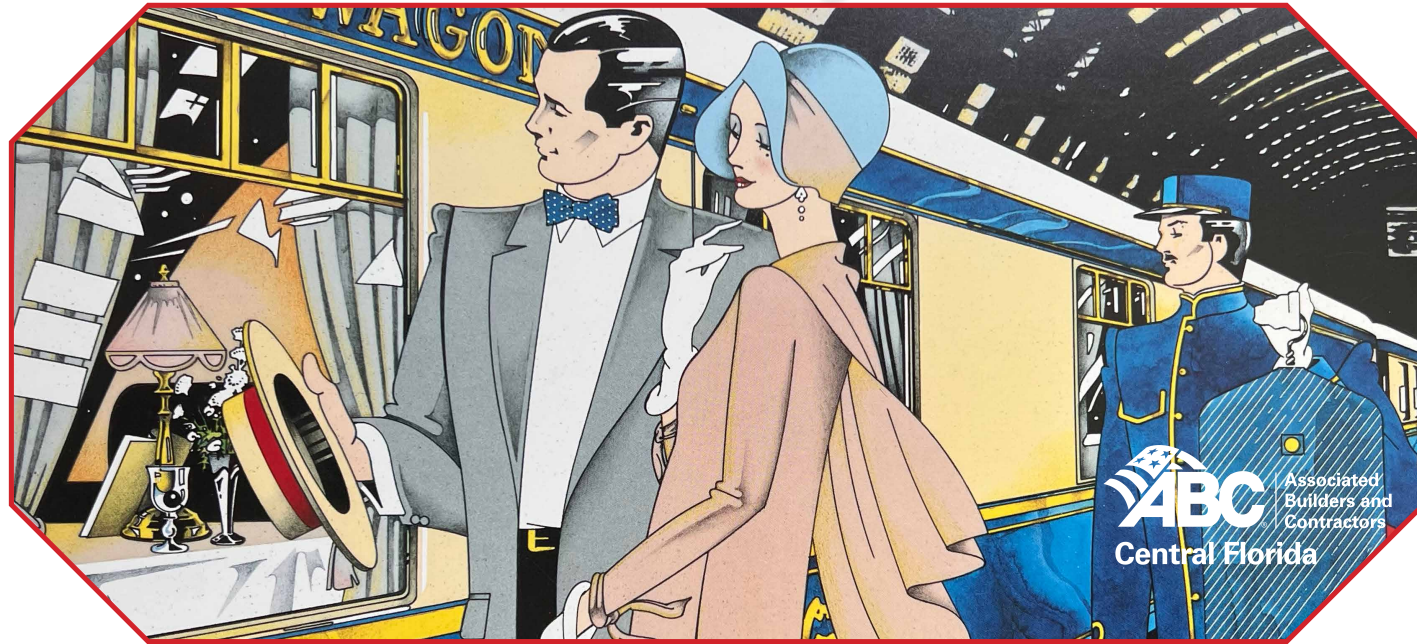
CONSTRUCTION MANAGEMENT

Take Charge! Prevent Reactive Management Costs and Consequences

Excellence In Construction

ANNUAL AWARDS BANQUET

Bon Voyage!



EIC 2022

All aboard for an evening excursion through Central Florida

Saturday • October 22, 2022

Hilton Orlando • 6001 Destination Parkway Orlando, FL 32819

Banquet Details & Registration

<p>Reception Dinner Program Registration</p>	<p>5:30 – 6:30 pm Hosted Bar in Orange Ballroom Foyer 6:30 pm Cash Bars in Orange Ballroom 7:30 pm Orange Ballroom</p> <p>\$180 per person; Corporate Table of Ten \$1800 (preferred seating in order of registration) After October 1 — \$195 per person; Corporate Table of Ten \$1950 abccentralflorida.com/abc-events/excellence-in-construction-banquet/</p>
<p>Deadline Parking Attire Lodging</p>	<p>Registration cancellations accepted up to 5:00 pm EST, Oct. 6, 2022 Self-parking \$15 plus tax, (discounted from \$30) Semi-formal</p> <p>Hilton Orlando is offering a discounted room rate of \$169 plus taxes. Limited quantity available, room rate is applicable 3 days before and 3 days after the event date. Group rate available until Sept. 22, 2022. https://book.passkey.com/go/CentralFLAwardsGala2022</p>
<p>Questions?</p>	<p>Contact Taylor Tidwell 407-628-2070 or email eic@abccentralflorida.org</p>



CONSTRUCTION EXPO

SEPT 22 2022



CENTRAL FLORIDA FAIRGROUND • 4603 W. COLONIAL DRIVE, ORLANDO, FL 32808 • 4:00 – 7:00 PM

This year's theme – **Video Games** – from nostalgic games grown up on to current competition fueled games.
Register today before booths or sponsor opportunities are sold out and it's... GAME OVER!

Join ABC for the annual Construction Expo

Showcase your company, meet new members, and connect with over 1,400 current and potential customers. Get to know Central Florida ABC leadership and visit with a handful of committees to stay current on the chapter offerings.

IMMERSE INTO THE WORLD OF GAMES, GET EXPOSURE TODAY & RESERVE YOUR BOOTH NOW!

Ribbons will be awarded for 1st, 2nd, 3rd place Best Booth winners!

abccentralflorida.com/abc-events/construction-expo/

VIP Elite Sponsors



EXHIBITING COMPANIES (as of 7/31/22, website list is updated weekly.)

<p>Aagaard-Juergensen, LLC ABC National American Standard Amphibious Medics Argos USA Austin Commercial Badger Daylighting Balfour Beatty Barton Malow Builders Boyer Building Corporation Brasfield & Gorrie, LLC Bright Future Electric, LLC Carter Electric, Inc. CCS Construction Staffing CEMEX CertainTeed Gypsum Certified Finishes Certified Slings & Supply Charles Perry Partners, Inc. Comprehensive Energy Services, Inc. CORE Construction DEWALT/Powers DisposAll, Inc. Down To Earth Landscape & Irrigation DPR Construction Entech Innovative Engineering Falkbuilt Ltd. Fender Marine Construction, Inc.</p>	<p>Finrock Construction, LLC Florida Surety Bonds, Inc. Gilbane Building Company Guignard Company H. J. High Construction Company Hensel Phelps Hoar Construction, LLC Hydra Dry, Inc. J.A. Croson, LLC Jamco Inc. JK2 Construction KBI Staffing Solutions, LLC Kirwin Norris, P.A. LECESSE Construction Services, LLC Link Construction Group, Inc. MEC General Contractors Mill Creek Residential Mills & Nebraska Milwaukee Electric Tool Corporation Moxe Integrated Marketing Nash Plumbing & Mechanical, LLC NAWIC OHLA Building, Inc. OpenSpace P&A Roofing & Sheet Metal, Inc. PCL Construction Services, Inc. Penetron International Ltd.</p>	<p>Poli Construction, Inc. Power Bolt and Tool Quick Response Fire Protection R. C. Stevens Construction Company S. I. Goldman Company, Inc. Safety Consultants USA SentriForce Siemens Industry, Inc - Smart Infrastructure SmartBuild Southeastern Rigging & Storage, Inc. Sunbelt Rentals T&G Constructors Terry's Electric, Inc. Titan America Tri-City Electrical Contractors, Inc Tucker Paving, Inc. Two Way Technology Systems Corporation United Hoist Equipment, Inc. The Weitz Company, LLC W.W. Gay Mechanical Contractor of Orlando, Inc. WELBRO Building Corporation Westbrook Service Corporation Wharton-Smith, Inc. Williams Company Management Group Withum Work Horse Temps, LLC Yates Construction</p>
---	--	--

EXHIBITOR/ SPONSOR REGISTRATION

Scan the QR code or view online. Booth selection is first come, first serve, so don't delay! Questions? Contact Taylor Tidwell, Meetings & Events Director, (407) 628-2070 or expo@abccentralflorida.org



Connect... Educate... Advocate

651 Danville Drive, Suite 200 Orlando, FL 32825
407-628-2070 abccentralflorida.com



In Action

When addressed early, organizing is avoidable.

Union Organizing and Awareness Training

During President Biden’s campaign, he repeatedly stated that one of his goals as President would be to introduce rules and regulations making it easier for employees to unionize. His latest efforts could have dramatic impact on contractors.

Recently Orlando Weekly reported that the first Central Florida store, the Oviedo Starbucks’ workers recently voted union 24 to 6. The labor movement within Starbucks stores started in December at a New York location.

When addressed early, organizing is avoidable.

Topics will include:

- Why employees organize
- Common signs that union activity may be underway
- Do’s and don’ts for supervisors during union activity
- Politics designed to discourage union activity
- The union organizing drive
- The aftermath – collective bargaining

PRESENTER

GRAYROBINSON
ATTORNEYS | LOBBYISTS | CONSULTANTS

William H. Andres Shareholder, GrayRobinson, P.A.

Bill has devoted his entire career to labor and Employment Law and has successfully defended employers in union organizing activities in Portland, Oregon; Hayward, California; Dallas, Texas; New York city; and throughout Florida. He received his undergraduate and law degrees from the University of Florida.

Throughout his legal career, his practice representation includes but is not limited to representing private and public sector employers in all areas of labor and employment law, including responding to EEOC and related employment claims, conducting wage and hour audits, defending collective actions filed under the Fair Labor Standards Act, and defending union-organizing drives. [Presenter BIO](#)

GrayRobinson, P.A. employment lawyers are active in representing employers in both public and private sector labor and employment law matters, human resource and employee relations issues.



Leverage
the Strength
of the
Central Florida
ABC Network

Sept. 13, 2022
9:30 am - 12:30 pm

CF ABC Office
651 Danville Drive
Suite 200
Orlando, FL 32825

\$49/pp ABC Members Only
Cancellation date: 9/7/2022



Financial Intelligence & Risk Management

for Decision-makers in Construction



Is your company ready for financial headwinds or tailwinds?

You plan projects. You build teams. You manage equipment. Are you being just as purposeful about your construction firm's finances?

Join ABC for this informative program designed for senior decision-makers and key team players who manage their company's financial risk. This class will provide practical tools and techniques for measuring and monitoring company financial health and profitability.

Topics include:

- Tools and techniques to analyze company financial statements
- Systems for on monitoring key financial metrics, KPI's, and other relevant information
- How to identify risks and opportunities, internal and external
- Analysis of recent financial challenges and opportunities faced by the construction industry
- Guidelines to use to posture your firm, protect your resources, and pursue opportunities



Presenter: Mr. Jeffrey George, CFA, CEPA, Founder and Principal, TAO Financial
Jeff is an accomplished financial professional with knowledge and experience in a variety of disciplines including accounting, investment banking, institutional investment consulting, private wealth management, financial planning, and business owner exit planning. During his tenure at JPMorgan Investment Bank, Jeff worked with offices worldwide managing the risks associated with billions of dollars of complex investments.

As an investment consultant, Jeff advised on \$2 billion in corporate and retirement plan assets in plans such as 401(k)s, pensions, executive deferred compensation plans, executive pension plans, and corporate-owned variable life insurance products.

Scan the QR code or register online at abccentralfloida.com/training-development/education-calendar/

Who Should Attend

- Senior Leadership
- Owners & CEOs
- Board Members or Advisors
- Financial Officers
- Strategic Planners

REGISTRATION

Date	September 23, 2022
Time	8:30 AM - 11:30 AM Includes materials and handouts, continental breakfast refreshments
Location	651 Danville Drive, Suite 200 Orlando, FL 32825
Cost	\$250 ABC Members; \$350 Non-Members; <i>registration for non-members opens 8/31/22</i>

Because of the intensity of the seminar content, seating will be limited to 25 and it is suggested that key decision-makers register with a core team who deal with financial risk management decisions and planning for their organizations.

Inquire about sponsorship opportunities.



Connect... Educate... Advocate

651 Danville Drive, Suite 200 Orlando, FL 32825
407-628-2070 abccentralfloida.com

Frontline Supervisor Training

Empower Your Field Crews Give Your Field Leaders the Tools to Succeed

High-performing craft workers often receive 'battlefield' promotions to field leadership roles but lack the training and skills to effectively manage their crew. Trestles, a group of construction and technology experts, will conduct a 2-day **Frontline Supervisor Development Training** program in partnership with **ABC Central Florida**. Empower your valued leaders to succeed by registering today!

WHAT WILL MY SUPERVISORS LEARN?

Attendees will learn how to effectively manage their field crews to maximize on-the-job performance. The Trestles NCCER Certified Master Trainer incorporates industry best practices and 30 years of construction experience to this comprehensive 16-hour training course, with class materials and workbook provided by Trestles.

PLANNING AND SCHEDULING

Focuses on the tools and techniques necessary to effectively plan, organize and execute a specific scope of work.

LABOR MANAGEMENT AND PRODUCTIVITY

Focuses on the tools and techniques necessary to manage the crew and assure the work is being efficiently executed.

CONTINUOUS IMPROVEMENT

Focuses on the fundamentals of continuous improvement, not as a program but as a way of thinking about and doing the work.

EFFECTIVE LEADERSHIP

Focuses on leadership, communication and feedback, helping participants confidently lead their crew to own and execute objectives of the work.

ABOUT THIS COURSE

Instructed by Ken McKenzie, Director of Talent Development Services

Ken is a NCCER Certified Master Trainer and has over 30 years of construction experience as a craft foreman, superintendent, project manager and Director of Corporate Training. Ken spent most his career designing and delivering best in class training for ENR top 100 companies. Ken has successfully trained hundreds of project managers, project engineers, and frontline supervisors in Work Package Management, Last Planner® pull-planning, and effective leadership. Ken is very skilled at the transfer of knowledge to construction field personnel with all levels of experience.

COURSE DATES & REGISTRATION

Date September 27 & 28, 2022
Time 8:00 AM - 4:30 PM
Location ABC Offices - 651 Danville Drive, Suite 200, Orlando, FL 32825
Cost \$599 Member; \$699 Non-Member

Scan the QR code or register online at abccentralflorida.com/events/calendar/

Training Topics

- Work Breakdown Structure (WBS)
- Production "Pull" Planning
- Short Interval Scheduling (SIS)
- Constraint Removal
- Creating Work Packages
- Measuring Cost/Productivity
- Continuous Improvement
- Leadership Development
- Lean Implementation

Who Should Attend

- Future Leaders
- Frontline Supervisors
- Field Engineers
- Project Control Managers
- Project Engineers
- Superintendents
- Project Managers
- Construction Managers

"The field level is where the rubber meets the road - from concept to reality. If we are going to spend money, we know the best bang for the buck is to enable the field staff to take their abilities to another level."

*- Herb Sargent
CEO of Sargent Corporation*



Scan QR code
or register [online](http://abccentralflorida.com/events/calendar/)



Connect... Educate... Advocate

651 Danville Drive, Suite 200 Orlando, FL 32825
407-628-2070 abccentralflorida.com

A photograph of two hands shaking in a firm grip, overlaid with a glowing blue digital wireframe mesh. The background is a blurred office setting with a laptop.

FLORIDA'S CONSTRUCTION TECHNOLOGY & INNOVATION CONFERENCE

OCTOBER 4, 2022
8 AM - 6 PM
ORLANDO

REGISTER TODAY



**ATTENDEES WILL BE INSPIRED TO CREATE
A CULTURE OF INNOVATION,
IMPROVE PRODUCTIVITY WITH
TECHNOLOGY, AND ACHIEVE
OPERATIONAL EXCELLENCE.**

**THE TECH CONFERENCE WILL FEATURE
KEYNOTE SPEAKERS AND SEVERAL PANEL
DISCUSSIONS FEATURING NATIONAL AND
LOCAL EXPERTS IN CONSTRUCTION
SAFETY TECHNOLOGY, OPTIMIZING TECH
PLANNING, AND PRECONSTRUCTION.**

<https://bit.ly/FLTechDay>

ABC | TECH MARKETPLACE

Associated Builders and Contractors

Choosing technology can be difficult, but it doesn't have to be.

ABC's Tech Marketplace brings together a group of technology providers, selected by the Tech and Innovation Committee, ready to partner with ABC members to help them integrate construction technology and innovation into all aspects of their strategic initiatives.

Every solution also has an exclusive discount for ABC members.



Contact a Tech Marketplace provider today!

abc.org/techmarketplace. Questions email techmarketplace@abc.org