



Central Florida Chapter
Associated Builders and Contractors, Inc.
Board of Directors Meeting
May 20, 2024 3:30 pm
Connect | Educate | Advocate

Location: ABC, 651 Danville Drive, Suite 200, Orlando, FL 32825 – Julie Holmes, Chair, presiding

Call to OrderHolmes

Welcome and Pledge of Allegiance

Consent Agenda

1. Approval of April 2024 Minutes – **Action Item**Burkett
2. March 2024 Final and April 2024 Draft for review– **Action Item**Bastin

Leadership Reports

ChairHolmes
 Past ChairEvans

Committee Liaison Reports

- o Membership DevelopmentKurtz / C. Wert
 - Retention for 2024
 - Approval of New Members – **Action Item** (separate attachment)
 - May 16th **Maximize Event** – Update
- o Outreach
 - May 30th – **Member Meet-Up** – Lake County
 - TBD - **Building Connections** – Lake County
- o Government AffairsT.Wert
 - May 23rd **Legislative Hobnob**T.Wert
 - ABC of Florida Board UpdateT.Wert
 - July 18 – July 20th **State Convention**.....T.Wert
 - June 25 – June 26th **National Legislative Conference**T.Wert
- o Collegiate OutreachTBD
 - CMC Workshops beginning in August
 - UCF confirming schedule/budget for Fall
 - Seminole State planning 2 meetings & 1 site tour in Fall 2024
- o Excellence in ConstructionTorres
 - **EIC Award Judging** – June, all month long
 - 172 entries received, as of 5/9 (108 Projects 2023)
 - 44 subs, 28 GCs (51 member companies 2023)
- o ProgramsOrr
 - May 29th **Builders Breakfast** – Miller Construction
 - June 6th **Builders Breakfast** – Barton Malow / UCF
- o SafetyHernandez
 - STEP Completions YTD – 56 completed (23% of GC members. Goal is 35%)
 - Deadline is July 15th
 - **Total Human Health Week** – Update

- Special EventsWray
 - July 13th **Red White & Blue ABC BBQ**
 - Aug 22nd **ABC On Tap – Rock Pit Brewing**
 - Aug 30th **Fall Golf Tournament 1**
- Training & Development..... Garcia
 - May 7th **Tech Conference – Update**
 - Registered Attendees: 127
 - Sponsors: 7 (\$16,750)
 - Est. Net: \$28,414.85 (LY Net: \$21,150.54)
 - May 23rd – **Crisis Management**
 - May 30th – **Hurricane Preparedness**
 - June 3rd – **ADEPT: Foundations of Leadership**
 - June 21st – **HR Peer Group – Cultivating a High-Performance Culture**
- Workforce CouncilGarcia
 - Aug 16th – **Casino Night**
- Workforce Outreach.....Rodriguez
 - Summer Camps
 - **iBuild/JA**: June 3 – July 19th (Osceola Technical/ABC Office)
 - **ACT**: June 3 – 6th (Sumter County)
 - **Lake County School/Habitat for Humanity**: June 4 – June 6th (Leesburg HS)
 - **ACT/ABC**: June 10 – 14th (ABC Office)
 - **NAWIC**: June 17 – 21st (Lyman HS)
- Young ProfessionalsJordan
 - June 5th **Bowling Tournament Target Summer Interns & Mentors**
 - June 20th **Arhaus Site Tour**

President & CEODaugherty

- Brick Campaign

New Business

- Looking at Investments..... Baskin/Daugherty
- New Member Mixer

Next Board Meeting is June 17, 2024 @ 3:30 p.m.
Board documents can be found at: abccentralflorida.com/bod/

**CENTRAL FLORIDA CHAPTER
ASSOCIATED BUILDERS AND CONTRACTORS
BOARD OF DIRECTORS
MEETING MINUTES**



Location:

651 Danville Drive, Suite 200, Orlando, FL 32825

April 22, 2024

PRESIDING: Julie Holmes, Brasfield & Gorrie, LLC

BOARD MEMBERS PRESENT

Jason Albu	Director	Albu & Associates, Inc.
Charles Bracco	Director	Modern Plumbing Industries, Inc
Roy Burkett	Vice Chair	S. I. Goldman Company, Inc.
Michelle Delaney	Director	LRA Insurance
Chris Evans	Immediate Past Chair	Brasfield & Gorrie, LLC
Juan Garcia	Chair-Elect	PCL Construction Services, Inc.
Roxana Hernandez	Director	Turner Construction Co.
Julie Holmes	Chair	JK2 Scenic
Michael Jordan	Director	Lithko Contracting
Steven Lockhart	Director	Finfrock Construction, LLC
Scott Luebbert	Director	Tri-City Electrical Contractors
Debbie Rodriguez	Director	Competitive Edge Partners
Scott Scruby	Director	Sunbelt Rentals
Jonathan Sheppard	Director	Austin Commercial, LP
Chad Tinetti	Director	Tavistock Development
Derrick Valkenburg	Director	Shutts & Bowen
Matt Walton	Director	MiGre Engineers, LLC
Mark Woehrle	Director	Comprehensive Energy Services, Inc.

BOARD MEMBERS ABSENT

Ray Bastin	Treasurer	Withum
John Kurtz	Director	Gilbane Building Company
Jonathan Pearch	Director	Balfour Beatty

BOARD MEMBERS ON ZOOM

David Schultz	Vice Chair	CEMEX
Oskar Torres	Director	Towers Construction Company

GENERAL COUNSEL

Michael C. Sasso	General Counsel	Sasso & Sasso, P.A.
Thomas P. Wert (Zoom)	Vice Chair	Dean Mead Attorneys at Law

ABC STAFF PRESENT

Michele Daugherty	President & CEO
Taylor Dupree	Chapter Resources & Government Affairs
Cat Wert	Membership Directory
Nancy Wray	VP & COO

GUESTS

Tyson Smith	Raymond James
Wade Brooks	PCL Construction Services, Inc.

CALL TO ORDER

- **HOLMES** called the board meeting to order at 3:31PM with the Pledge of Allegiance.

CONSENT AGENDA

1. MINUTES

- All minutes will be uploaded to the new website.
- **A motion was made and seconded to approve the minutes from the March 25, 2024, meeting. The motion passed.**

2. FINANCIALS

- **BASTIN** reviewed the draft financials for March 2024.
- **A motion was made and seconded to approve the February 2024 financials. The motion passed.**

GUEST

- Tyson Smith gave an update on financial portfolio and economic update.

LEADERSHIP REPORTS

- **HOLMES** recognized Wade Brooks, Joe Orr, and Scott Scruby for Beam Club accomplishments.
- **EVANS** gave an update on the National ABC Board Meeting.
 - Drop date officially changed to a month earlier, March 31.
 - National dues increased by 2%.
 - No ABC group can create a separate federal PAC except ABC National.
 - Brett McWilliams was elected Regional Vice Chair in Mid-America region, planning to come to State Convention in July.
 - ABC Central Florida was in the top 10 in 2023 for the strategic plan.

NEW MEMBER COMPANIES

JCM Roofing & Restoration, LLC

Category 9

NextPath Career Partners

Category 2

A motion was made and seconded to approve the new members from March 2024. The motion passed.

COMMITTEE LIAISON REPORTS

- **C. WERT** gave a membership development update.
 - 27 new members in 2024 to date, goal for 2024 is 90.
 - The contractor percentage is at 61%, the lowest it has been in 3 years.
 - 73.22% of members have renewed in 2024, 32 have dropped. 107 are still unpaid.
 - Still to renew, dropped, and new member lists were handed out to the board.
 - Board members and membership development committee to complete retention calls and update Cat.
 - Work on turning some of the drops around.
 - Make new member welcome calls based on assignments.
 - Future member list also handed out with board assignments, subcontractors on list have worked on EIC projects being submitted that they could enter if they join.

- Building Connections with the School District of Osceola is scheduled for April 25, this is a new event to reach out to outlying counties and help recruit and retain members.
- The next Member Meet Up will be held in Lake County on May 30.
- **WERT** gave a government affairs update.
 - Gave \$6,000 from the PAC fund to Freshman Republican Legislators at a fundraiser at Gray|Robinson.
 - \$1,000 was given out to Keith Truenow, running for State Senate and a big supporter of ABC.
 - Legislative Hobnob is on May 23, it is crunch time to get people registered. Encouraged the board to sign up themselves and their employees.
 - National LegCon is June 24-26. Let Michele know if you're going and want to do a tour, etc.
 - The State Convention is July 18-20. Room block is running out, ends June 6 if it doesn't sell out sooner.
 - The Thursday of the board meeting, finalizing a VIP lunch with a legislator.
 - All chapters will have one dinner together on Friday in lieu of chapter dinners.
 - 2025 Legislative Priorities survey went out a few weeks ago, board given QR code to take survey.
- **TORRES** gave an Excellence in Construction Awards Committee update.
 - 53 GCs with 58 projects should be entering EIC applications. Tripled the amount of GC letters that went out this year to subcontractors.
 - Still need more drivers for EIC judging days.
- **Orr** gave a Programs Committee update.
 - Big turnout for GOAA Builder's Breakfast. Next one is scheduled for May 29 with Miller Construction.
- **HERNANDEZ** gave an update from the Safety Committee.
 - 23% of contractor members have completed STEP applications.
 - Safety Forum is scheduled on April 26, will be the first group hosted in new downstairs space. There will be a speaker and a panel discussion.
 - Safety Academy is scheduled for May 1-2 during Total Human Health Week. Greg Sizemore will lead the course.
- **GARCIA** gave an update on the Training & Development Committee.
 - Tech Conference is coming up on May 7, hoping to have 100-150 attendees. Training & Development Committee is helping to push out.
 - Construction Estimating class starting April 29 has a new instructor.
 - Frontline Supervisor was rescheduled for June 26-27 from the April dates.
 - HR Peer Group is having success, looking to create a CFO Peer Group.
 - GARCIA also gave Workforce Council Updates.
 - Casino Night is August 16, offering the party pack of buy 9 get one ticket free.
- Workforce Council approved applications from the Workforce Education Fund:
 - ACT Summer Camp – a middle school camp that will take place in the downstairs Tech & Innovation Lab \$6,800
 - iBuild Invitational \$10,000
 - **A motion was made and seconded to approve \$6,800 for the ACT Summer Camp and \$10,000 for the iBuild Invitational. The motion passed.**
 - **Rodriguez abstained from voting due to iBuild connection.**
 - **RODRIGUEZ** gave an update on Workforce Outreach.
 - 100 kids attended the Build it Up Creative World School.
 - iBuild Skills Competition, Job Fair, and signing day event will be on April 27.
 - NAWIC Girls Camp is scheduled at Lyman High School June 17-21, last few years has been a good turnout of 50-75 girls.
 - **BRACCO** and **JORDAN** gave an update on the YP Group.
 - Suggested to group that they need to do something with AI/Tech next year.

- The headshot event went well.
- The bowling event is being moved to June.
- Volunteered at Lake Underhill picking up trash for Earth Day.
- Arthaus Furniture Site Tour is scheduled for June 20. P1X tour is scheduled in August.

PRESIDENT'S REPORT

- **DAUGHERTY** Boys & Girls Club Gala attending on April 19.
- Women's Executive Council Luncheon attending, they produce a minimum of 50 scholarships each year from money raised during events. Would like scholarships to start going to women in apprenticeship programs or programs at Student Chapters. It's a \$3,000 cost to be part of the association and a scholarship is named after the company.
- The Brick Campaign is up and running, if you have not had a chance to secure your brick by the front door please consider.
- On Wednesday, Suite 100 should get the green light on occupancy.

OLD BUSINESS

- NA

NEW BUSINESS

- There is an open board seat. Jonathan Pearch moved to South Florida. Option to leave the seat open for the rest of the year, hold a special election, or have the board choose someone to fill it through the end of the year.
 - If replaced, will still go through the nominating committee and application process. Neil Ernest from Balfour Beatty has been suggested.
 - **A motion was made and seconded to conditionally approve Neil Ernest from Balfour Beatty if he successfully passes the application process for the open board seat. The motion passed.**

NEXT MEETING

- May 20, 2024, at 3:30 PM.

ADJOURNMENT

- **HOLMES** adjourned the meeting at 5:06 PM.

TD 4/22/2024

Associated Builders and Contractors, Inc.
Balance Sheet
As of March 31, 2024

	Mar 31, 24	Mar 31, 23
ASSETS		
Current Assets		
Checking/Savings		
11001 - Operating Accounts		
11000 - Petty Cash	500.00	567.17
11026 - Winter Park Bank Operating	3,212.08	251,496.77
11027 - Winter Park Bank Operating New	489,014.27	0.00
11030 - Winter Park Bank -Money Market	446,398.21	935,517.65
Total 11001 - Operating Accounts	939,124.56	1,187,581.59
11002 - Reserve Funds		
11010 - Raymond James Investment Acct		
1101.01 - CD 5.0% MA 10/11/2024	250,000.00	0.00
1101.02 - CD2 5.2% MA 12/16/2024	250,000.00	0.00
11010 - Raymond James Investment Acct - Other	569,949.05	722,956.02
Total 11010 - Raymond James Investment Acct	1,069,949.05	722,956.02
Total 11002 - Reserve Funds	1,069,949.05	722,956.02
11003 - Workforce Funds	282,339.70	244,119.76
Total Checking/Savings	2,291,413.31	2,154,657.37
Accounts Receivable	-9,966.21	-94,667.99
Other Current Assets		
1120 - Inventory Asset	6,650.00	0.00
11200 - Prepaid National Dues	220,625.94	230,197.67
11210 - Prepaid State Dues	53,112.54	56,663.69
11220 - Prepaid Insurance	16,397.79	15,801.78
11230 - Prepaid Expenses	195,406.18	32,636.11
11240 - Inventory	9,636.52	2,463.81
Total Other Current Assets	501,828.97	337,763.06
Total Current Assets	2,783,276.07	2,397,752.44
Fixed Assets		
11300 - Equipment & Furniture	131,481.56	134,040.56
11321 - Building - Valencia	2,135,299.02	2,170,114.02
11325 - Building Signage	20,446.33	20,446.33
11331 - Land - Valencia	151,684.09	151,684.09
11350 - Equipment - Capital Lease	41,400.00	41,400.00
11355 - Building Tenant Improvement	284,569.48	249,754.48
11400 - Accumulated Depreciation	-1,426,110.60	-1,356,650.07
Total Fixed Assets	1,338,769.88	1,410,789.41
Other Assets	618.30	618.30
TOTAL ASSETS	4,122,664.25	3,809,160.15
LIABILITIES & EQUITY		
Liabilities		
Current Liabilities		
Accounts Payable	26,313.52	31,353.10
Other Current Liabilities		
22100 - Sales Tax Payable	264.36	305.33
22110 - Accrued Property Taxes	13,540.26	11,787.00
22112 - Equipment Lease - ST	6,638.97	6,421.60
22201 - Tenant Security Deposits	6,776.80	6,776.80
22202 - Future Events Income	244,575.86	3,212.61
22203 - Member & Training Services		
22203.1 - Safety Captive Program	12,461.70	0.00
22203 - Member & Training Services - Other	14,027.99	19,369.14

Associated Builders and Contractors, Inc.
Balance Sheet
 As of March 31, 2024

	Mar 31, 24	Mar 31, 23
Total 22203 - Member & Training Services	26,489.69	19,369.14
22204 - Renewing Member Dues- 2024	855,600.89	0.00
22205 - Partial Pays Renew/New Members	0.00	1,220.00
22206 - Renewing Member Dues- 2023	0.00	919,581.59
22207 - New Member Dues- 2023	0.00	54,302.54
22208 - New Member Dues-2024	107,135.12	0.00
22209 - VIP Sponsorship	261,033.00	231,413.64
22210 - 2022 New Member Credit to 2023	0.00	65,555.24
22211 - PAC Funds	2,847.67	30,950.00
22300 - Trimmer Constr. Ed. Payable	100.00	1,550.00
22301 - Free Enterprise All. Payable	150.00	2,250.00
22305 - Workforce Enhancement Fund	0.00	285.00
Total Other Current Liabilities	1,525,152.62	1,354,980.49
Total Current Liabilities	1,551,466.14	1,386,333.59
Long Term Liabilities	747.71	9,563.09
Total Liabilities	1,552,213.85	1,395,896.68
Equity		
30000 - Opening Bal Equity	6,650.00	604,557.55
31100 - Retained Earnings	2,642,306.10	1,832,428.14
Net Income	-78,505.70	-23,722.22
Total Equity	2,570,450.40	2,413,263.47
TOTAL LIABILITIES & EQUITY	4,122,664.25	3,809,160.15

Associated Builders and Contractors, Inc.
Profit & Loss Budget Performance
March 2024

	<u>Mar 24</u>	<u>Budget</u>	<u>Jan - Mar 24</u>	<u>YTD Budget</u>	<u>Annual Budget</u>
Ordinary Income/Expense					
Income					
40000 · Membership Income					
41000 · New Member Dues	11,947.23	19,508.62	33,097.88	39,852.28	286,837.03
41010 · Renewing Member Dues	95,108.65	105,769.95	269,115.02	290,370.37	1,315,020.00
41020 · Enrollment Fee	200.00	1,000.00	2,500.00	3,700.00	10,000.00
41030 · Membership Promotion	0.00	100.00	0.00	100.00	500.00
46030 · Job Site Signs Sales	0.00	291.67	2,875.71	874.97	3,500.00
Total 40000 · Membership Income	107,255.88	126,670.24	307,588.61	334,897.62	1,615,857.03
40100 · Events Income					
44000 · Meetings (Ticket Event)					
440001 · Builders Breakfast	2,010.00	2,400.00	8,645.00	6,800.00	36,275.00
440003 · Sporting Clay Shoot	0.00	0.00	0.00	0.00	0.00
440005 · Poker Run	0.00	0.00	0.00	0.00	5,400.00
440006 · Legislative Hobnob	0.00	0.00	0.00	0.00	13,750.00
44000 · Meetings (Ticket Event) - Other	12,425.00	12,000.00	12,425.00	12,000.00	17,000.00
Total 44000 · Meetings (Ticket Event)	14,435.00	14,400.00	21,070.00	18,800.00	72,425.00
44010 · Golf Tournaments	300.00	0.00	285.00	0.00	247,040.00
44030 · Construction Expo	0.00	0.00	-215.00	0.00	122,410.00
44040 · GC Connect	40,875.42	33,225.00	40,875.42	33,225.00	33,225.00
44050 · EIC Construction Awards Banquet	575.00	0.00	869.01	0.00	365,500.00
44100 · Sponsored Events					
44101 · Chili Cook-Off	0.00	0.00	0.00	0.00	19,790.00
44102 · ABC on Tap	0.00	0.00	13,700.00	14,800.00	37,300.00
44100 · Sponsored Events - Other	0.00	0.00	0.00	0.00	0.00
Total 44100 · Sponsored Events	0.00	0.00	13,700.00	14,800.00	57,090.00
44105 · Young Professionals Events	1,060.00	3,250.00	1,060.00	3,250.00	11,750.00
Total 40100 · Events Income	57,245.42	50,875.00	77,644.43	70,075.00	909,440.00
40200 · Training and Development Income					
43000 · Seminars Registration					
43010 · Seminar - Books	0.00	1,800.00	1,420.44	3,840.00	9,720.00
43020 · Safety Seminar Registration	-5.93	1,390.00	1,699.07	4,140.00	20,000.00
43000 · Seminars Registration - Other	7,640.94	5,668.80	21,439.34	28,098.20	119,550.00
Total 43000 · Seminars Registration	7,635.01	8,858.80	24,558.85	36,078.20	149,270.00
43035 · NEXGEN	5,075.00	5,000.00	15,225.00	15,000.00	50,000.00
43040 · Technology Conference	0.00	0.00	0.00	0.00	44,500.00
43041 · Project Mgmt. Institute	27,000.00	24,000.00	51,000.00	48,000.00	48,000.00
43042 · State of Construction	0.00	0.00	0.00	0.00	9,000.00
Total 40200 · Training and Development Income	39,710.01	37,858.80	90,783.85	99,078.20	300,770.00
40300 · Advertising & Marketing Income					
45000 · BCF Magazine Advertising	1,320.00	0.00	12,955.00	11,779.15	70,675.00
45010 · Membership Directory	-100.00	0.00	-250.00	0.00	52,440.00
45012 · Monthly Mailing Advertising	0.00	0.00	0.00	1,700.00	1,700.00
45015 · Website Advertising	946.00	1,062.50	2,336.00	3,187.50	12,750.00
45020 · Weekly Email Advertising	517.00	400.00	1,551.00	1,200.00	4,800.00
Total 40300 · Advertising & Marketing Income	2,683.00	1,462.50	16,592.00	17,866.65	142,365.00
Total Income	206,894.31	216,866.54	492,608.89	521,917.47	2,968,432.03
Gross Profit	206,894.31	216,866.54	492,608.89	521,917.47	2,968,432.03
Expense					
60000 · Membership Expenses					
61040 · Member Fees & Promotion	3,556.25	3,125.01	12,476.08	9,374.99	37,500.00
Total 60000 · Membership Expenses	3,556.25	3,125.01	12,476.08	9,374.99	37,500.00
60100 · Events Expense					
64000 · Meetings (Ticket Event) Expense					
640001 · Builders Breakfast Expense	665.55	700.00	2,240.87	2,100.00	17,900.00
640003 · Sporting Clay Shoot Expense	0.00	0.00	0.00	0.00	0.00
640005 · Poker Run Expense	0.00	0.00	0.00	0.00	900.00
640006 · Legislative Hobnob Expense	0.00	0.00	344.53	0.00	5,850.00
64000 · Meetings (Ticket Event) Expense - Other	9,618.46	12,000.00	9,978.42	12,000.00	14,900.00
Total 64000 · Meetings (Ticket Event) Expense	10,284.01	12,700.00	12,563.82	14,100.00	39,550.00
64010 · Golf Tournaments Expense	617.50	0.00	3,785.21	0.00	146,440.00
64030 · Construction Expo Expense	70.77	0.00	352.35	0.00	48,211.00
64040 · GC Connect Expense	9,870.27	8,275.00	10,572.07	8,275.00	8,275.00
64050 · EIC Construction Awards Expense	452.31	0.00	1,291.98	0.00	257,405.00

Associated Builders and Contractors, Inc.
Profit & Loss Budget Performance
March 2024

	Mar 24	Budget	Jan - Mar 24	YTD Budget	Annual Budget
64100 · Sponsored Events Exp					
64101 · Chili Cook-Off Expense	0.00	0.00	1.28	0.00	9,275.00
64102 · ABC on Tap Expense	0.00	0.00	3,151.85	4,000.00	12,700.00
64100 · Sponsored Events Exp - Other	49.01	0.00	49.01	0.00	0.00
Total 64100 · Sponsored Events Exp	49.01	0.00	3,202.14	4,000.00	21,975.00
64105 · Young Professionals Expense	658.81	1,000.00	838.81	1,000.00	5,750.00
64107 · VIP Expenses	211.50	1,100.00	3,979.16	4,900.00	9,400.00
64112 · Meetings & Events General Exps.	-160.89	333.33	330.96	1,000.03	4,000.00
Total 60100 · Events Expense	22,053.29	23,408.33	36,916.50	33,275.03	541,006.00
60200 · Training and Development Expense					
63000 · Seminar Expense					
63001 · Seminar Expense - Postage	4.19		4.19		
63003 · Seminar Expense-Common Exp.	394.43	550.00	1,315.98	1,650.00	6,600.00
63010 · Seminars - Book expense	0.00	1,800.00	1,456.44	3,529.65	8,788.95
63020 · Seminar Instructors	200.00	1,050.00	4,677.50	4,799.00	31,322.00
63100 · Safety Seminar Expense					
63101 · Safety Seminar - Postage Exp.	1.28		5.12		
63103 · Safety Seminar - Common Expense	26.40	100.00	61.60	300.00	1,200.00
63120 · Safety Instructors	200.00	0.00	600.00	400.00	1,800.00
63100 · Safety Seminar Expense - Other	0.00	0.00	0.00	216.00	2,098.00
Total 63100 · Safety Seminar Expense	227.68	100.00	666.72	916.00	5,098.00
63000 · Seminar Expense - Other	4,561.12	50.00	4,892.65	5,346.00	24,199.00
Total 63000 · Seminar Expense	5,387.42	3,550.00	13,013.48	16,240.65	76,007.95
63035 · NEXGEN Expense	2,720.10	600.00	3,771.65	1,800.00	13,545.00
63040 · Technology Conference Expense	500.00	0.00	527.87	0.00	25,000.00
63041 · Project Mgmt. Institute Expense	7,670.56	9,500.00	15,880.69	19,000.00	19,000.00
63042 · State of Construction Expense	346.60	0.00	375.20	0.00	9,000.00
60200 · Training and Development Expense - Other	10.00		38.30		
Total 60200 · Training and Development Expense	16,634.68	13,650.00	33,607.19	37,040.65	142,552.95
60300 · Advertising & Marketing Expense					
65000 · BCF Magazine Expense	122.84	50.00	4,758.46	4,582.50	27,195.00
65010 · Membership Directory Expense	102.40	0.00	194.42	0.00	10,000.00
65012 · Monthly Mailing Expense	784.01	900.00	1,115.43	2,700.00	10,800.00
Total 60300 · Advertising & Marketing Expense	1,009.25	950.00	6,068.31	7,282.50	47,995.00
60400 · General and Administrative					
65030 · Website	1,339.88	334.00	2,195.64	1,002.00	4,008.00
66050 · Personnel Expenses	95,849.34	105,540.83	302,968.19	316,622.53	1,324,738.58
66060 · Insurances	1,739.35	1,875.00	5,142.41	5,625.00	22,500.00
67050 · Staff & Team Development	93.62	541.67	2,077.60	1,624.97	6,500.00
68000 · Auto Expense	1,709.66	1,500.00	4,259.66	4,500.00	18,000.00
68200 · President's Expense	129.35	210.00	1,015.20	610.00	2,500.00
68210 · Board of Directors Meetings	0.00	416.67	1,897.48	1,249.97	5,000.00
68220 · Committee Meetings	8.25	300.00	269.51	800.00	3,500.00
69000 · Utilities	2,115.12	4,200.00	6,900.59	12,600.00	50,400.00
69020 · Property Taxes	4,513.42	4,600.00	13,977.13	13,800.00	55,200.00
69030 · Janitorial & Cleaning	1,065.00	1,175.00	3,195.00	3,425.00	14,000.00
69040 · Building Supplies/Maintenance	2,773.76	5,100.00	12,563.90	15,200.00	61,350.00
69100 · Administrative - Postage	47.40	25.00	87.94	75.00	300.00
69120 · Telephone & Data Expense	1,005.89	1,130.00	3,259.41	3,390.00	13,560.00
69190 · Computer Software	390.00	1,450.00	3,338.78	4,350.00	17,400.00
69200 · Leased Office Equipment	882.46	500.00	1,491.16	1,500.00	6,000.00
69210 · Office Supplies	120.65	375.00	1,171.24	1,125.00	4,500.00
69220 · Equipment R&M, Supplies	628.10	1,800.00	2,245.27	5,400.00	21,600.00
69300 · Advertising expense	0.00	500.00	0.00	1,500.00	6,000.00
69315 · Bank Charges	57.30	40.00	105.80	120.00	480.00
69325 · Interest Expense	22.52	22.52	73.59	70.59	181.73
69340 · Professional Services	0.00	500.00	1,488.56	1,500.00	41,440.00
69350 · Taxes & Licenses	0.00	60.00	61.25	160.00	700.00
69370 · Dues, Subscript., Sponsorships	129.50	100.00	3,959.00	300.00	1,200.00
69400 · Depreciation	6,981.00	6,000.00	20,943.00	18,000.00	72,000.00
Total 60400 · General and Administrative	121,601.57	138,295.69	394,687.31	414,550.06	1,753,058.31
61000 · National Dues	24,107.11	28,000.00	68,033.30	84,000.00	336,000.00
61020 · State Dues	5,798.27	7,263.00	16,196.85	21,789.00	87,156.00
61100 · National Meetings					

Associated Builders and Contractors, Inc.
Profit & Loss Budget Performance
March 2024

	Mar 24	Budget	Jan - Mar 24	YTD Budget	Annual Budget
681301 · National Convention Host Exp	-1,100.49	7,500.00	-1,100.49	7,500.00	7,500.00
61100 · National Meetings - Other	7,459.03	3,000.00	7,330.56	3,000.00	21,000.00
Total 61100 · National Meetings	6,358.54	10,500.00	6,230.07	10,500.00	28,500.00
68110 · State Meetings	142.35	500.00	3,462.41	2,500.00	9,000.00
68180 · Chapter Planning Conference	0.00	0.00	0.00	0.00	5,000.00
68190 · Other Conferences	0.00	100.00	0.00	100.00	1,000.00
69391 · Community Enrichment	285.77	2,000.00	2,144.18	6,000.00	24,000.00
Total Expense	201,547.08	227,792.03	579,822.20	626,412.23	3,012,768.26
Net Ordinary Income	5,347.23	-10,925.49	-87,213.31	-104,494.76	-44,336.23
Other Income/Expense					
Other Income					
Student Chapter, net					
46040 · Student Chapter Income	0.00		0.00		
Total Student Chapter, net	0.00		0.00		
46511 · Building Fundraising					
46511.3 · Brick Fundraiser	6,120.00		6,120.00		
46511 · Building Fundraising - Other	0.00	0.00	0.00	0.00	250,000.00
Total 46511 · Building Fundraising	6,120.00	0.00	6,120.00	0.00	250,000.00
47000 · Interest Income	2,439.26	1,500.00	7,231.02	4,500.00	18,000.00
47010 · General Income	15.13	0.00	35.75	0.00	0.00
47012 · Rental Income					
470122 · Lease Space					
470125 · Astronaut Lease Ste101-1,685	1,585.00	1,685.00	4,955.00	5,055.00	20,220.00
470126 · Empire Elect ste102 - 1,666.25	1,566.25	1,666.25	4,798.75	4,998.75	19,995.00
470127 · United Form ste103-1,535	1,335.00	1,535.00	4,405.00	4,605.00	18,420.00
470128 · Second Floor Lease Space	350.00	350.00	1,050.00	1,050.00	4,515.00
Total 470122 · Lease Space	4,836.25	5,236.25	15,208.75	15,708.75	63,150.00
470123 · Classroom rental	637.19	481.00	2,289.04	1,443.00	5,772.00
470124 · Rental Supplies	185.00		800.00		
69392 · Rental Expense	0.00	0.00	-41.66	0.00	0.00
Total 47012 · Rental Income	5,658.44	5,717.25	18,256.13	17,151.75	68,922.00
47020 · Gain (Loss) on Investment/Asset	4,755.43		5,067.67		
Total Other Income	18,988.26	7,217.25	36,710.57	21,651.75	336,922.00
Other Expense					
66511 · Building Fundraising Expense					
66511.3 · Brick Fundraiser Expense	5.90		5.90		
66511.4 · Lab Buildout Expense - Supplies	70.72		534.23		
66511 · Building Fundraising Expense - Other	0.00	0.00	0.00	0.00	250,000.00
Total 66511 · Building Fundraising Expense	76.62	0.00	540.13	0.00	250,000.00
Total Other Expense	76.62	0.00	540.13	0.00	250,000.00
Net Other Income	18,911.64	7,217.25	36,170.44	21,651.75	86,922.00
Net Income	24,258.87	-3,708.24	-51,042.87	-82,843.01	42,585.77
Workforce Fund, net	5,637.17		-27,462.83		

Associated Builders and Contractors, Inc.
Balance Sheet
As of April 30, 2024

	<u>Apr 30, 24</u>	<u>Apr 30, 23</u>
ASSETS		
Current Assets		
Checking/Savings		
11001 - Operating Accounts		
11000 - Petty Cash	500.00	3,217.09
11026 - Winter Park Bank Operating	4,677.56	177,191.70
11027 - Winter Park Bank Operating New	422,238.94	0.00
11030 - Winter Park Bank -Money Market	446,983.65	936,855.05
Total 11001 - Operating Accounts	<u>874,400.15</u>	<u>1,117,263.84</u>
11002 - Reserve Funds		
11010 - Raymond James Investment Acct		
1101.01 - CD 5.0% MA 10/11/2024	250,000.00	0.00
1101.02 - CD2 5.2% MA 12/16/2024	250,000.00	0.00
11010 - Raymond James Investment Acct - Other	557,074.41	726,162.41
Total 11010 - Raymond James Investment Acct	<u>1,057,074.41</u>	<u>726,162.41</u>
Total 11002 - Reserve Funds	<u>1,057,074.41</u>	<u>726,162.41</u>
11003 - Workforce Funds		
11031-1 - WEF Raymond James Investment	101,434.87	0.00
11031 - Winter Park Bank- Workforce	168,344.81	245,284.76
Total 11003 - Workforce Funds	<u>269,779.68</u>	<u>245,284.76</u>
Total Checking/Savings	<u>2,201,254.24</u>	<u>2,088,711.01</u>
Accounts Receivable	69,142.28	55,670.95
prepaid events	-71,604.15	-78,495.83
Other Current Assets		
1120 - Inventory Asset	6,650.00	0.00
11200 - Prepaid National Dues	213,109.49	214,436.89
11210 - Prepaid State Dues	52,380.94	53,778.84
11220 - Prepaid Insurance	14,658.44	14,120.24
11230 - Prepaid Expenses	244,531.18	25,361.86
11240 - Inventory	9,730.27	3,383.35
1499 - Undeposited Funds	11,799.00	0.00
Total Other Current Assets	<u>552,859.32</u>	<u>311,081.18</u>
Total Current Assets	<u>2,823,255.84</u>	<u>2,455,463.14</u>
Fixed Assets		
11300 - Equipment & Furniture	131,481.56	131,481.56
11321 - Building - Valencia	2,135,299.02	2,135,299.02
11325 - Building Signage	20,446.33	20,446.33
11331 - Land - Valencia	151,684.09	151,684.09
11350 - Equipment - Capital Lease	41,400.00	41,400.00
11355 - Building Tenant Improvement	284,569.48	284,569.48
11400 - Accumulated Depreciation	-1,433,091.60	-1,360,914.24
Total Fixed Assets	<u>1,331,788.88</u>	<u>1,403,966.24</u>
Other Assets	618.30	618.30
TOTAL ASSETS	<u><u>4,155,663.02</u></u>	<u><u>3,860,047.68</u></u>
LIABILITIES & EQUITY		
Liabilities		
Current Liabilities		
Accounts Payable	57,453.67	-5,975.05
Other Current Liabilities		
22100 - Sales Tax Payable	398.47	386.68
22110 - Accrued Property Taxes	18,053.68	16,313.44
22112 - Equipment Lease - ST	5,909.47	5,715.96

Associated Builders and Contractors, Inc.
Balance Sheet
As of April 30, 2024

	Apr 30, 24	Apr 30, 23
22201 - Tenant Security Deposits	6,426.80	6,776.80
22202 - Future Events Income	219,445.23	17,885.13
22203 - Member & Training Services		
22203.1 - Safety Captive Program	13,798.90	0.00
22203 - Member & Training Services - Other	9,020.91	13,869.59
Total 22203 - Member & Training Services	22,819.81	13,869.59
22204 - Renewing Member Dues- 2024	816,306.05	0.00
22205 - Partial Pays Renew/New Members	1,365.00	0.00
22206 - Renewing Member Dues- 2023	0.00	846,091.78
22207 - New Member Dues- 2023	0.00	67,471.59
22208 - New Member Dues-2024	120,546.44	0.00
22209 - VIP Sponsorship	232,712.00	217,497.92
22210 - 2022 New Member Credit to 2023	0.00	58,271.32
22211 - PAC Funds	1,197.67	23,550.00
22300 - Trimmer Constr. Ed. Payable	100.00	650.00
22301 - Free Enterprise All. Payable	150.00	900.00
22305 - Workforce Enhancement Fund	1,650.00	0.00
Total Other Current Liabilities	1,447,080.62	1,275,380.21
Total Current Liabilities	1,504,534.29	1,269,405.16
Long Term Liabilities	747.71	9,563.09
Total Liabilities	1,505,282.00	1,278,968.25
Equity		
30000 - Opening Bal Equity	6,650.00	604,557.55
31100 - Retained Earnings	2,642,306.10	1,832,428.14
Net Income	-70,179.23	32,751.84
Total Equity	2,578,776.87	2,469,737.53
TOTAL LIABILITIES & EQUITY	4,084,058.87	3,748,705.78

Associated Builders and Contractors, Inc.
Profit & Loss Budget Performance
April 2024

	<u>Apr 24</u>	<u>Budget</u>	<u>Jan - Apr 24</u>	<u>YTD Budget</u>	<u>Annual Budget</u>
Ordinary Income/Expense					
Income					
40000 · Membership Income					
41000 · New Member Dues	14,862.68	21,433.62	47,960.56	61,285.90	286,837.03
41010 · Renewing Member Dues	102,256.00	111,493.29	371,371.02	401,863.66	1,315,020.00
41020 · Enrollment Fee	1,230.00	900.00	3,730.00	4,600.00	10,000.00
41030 · Membership Promotion	0.00	100.00	0.00	200.00	500.00
46030 · Job Site Signs Sales	594.10	291.67	3,469.81	1,166.64	3,500.00
Total 40000 · Membership Income	118,942.78	134,218.58	426,531.39	469,116.20	1,615,857.03
40100 · Events Income					
44000 · Meetings (Ticket Event)					
440001 · Builders Breakfast	7,570.00	2,400.00	16,215.00	9,200.00	36,275.00
440003 · Sporting Clay Shoot	0.00	0.00	0.00	0.00	0.00
440005 · Poker Run	0.00	0.00	0.00	0.00	5,400.00
440006 · Legislative Hobnob	0.00	0.00	0.00	0.00	13,750.00
44000 · Meetings (Ticket Event) - Other	1,815.00	0.00	14,240.00	12,000.00	17,000.00
Total 44000 · Meetings (Ticket Event)	9,385.00	2,400.00	30,455.00	21,200.00	72,425.00
44010 · Golf Tournaments	150,053.14	155,000.00	150,338.14	155,000.00	247,040.00
44030 · Construction Expo	0.00	0.00	-215.00	0.00	122,410.00
44040 · GC Connect	0.00	0.00	40,875.42	33,225.00	33,225.00
44050 · EIC Construction Awards Banquet	0.00	0.00	869.01	0.00	365,500.00
44100 · Sponsored Events					
44101 · Chili Cook-Off	0.00	0.00	0.00	0.00	19,790.00
44102 · ABC on Tap	6,000.00	6,000.00	19,700.00	20,800.00	37,300.00
44100 · Sponsored Events - Other	0.00	0.00	0.00	0.00	0.00
Total 44100 · Sponsored Events	6,000.00	6,000.00	19,700.00	20,800.00	57,090.00
44105 · Young Professionals Events	0.00	0.00	1,060.00	3,250.00	11,750.00
Total 40100 · Events Income	165,438.14	163,400.00	243,082.57	233,475.00	909,440.00
40200 · Training and Development Income					
43000 · Seminars Registration					
Total 43000 · Seminars Registration	14,764.07	25,184.00	39,322.92	61,262.20	149,270.00
43035 · NEXGEN	5,075.00	5,000.00	20,300.00	20,000.00	50,000.00
43040 · Technology Conference	-325.00	0.00	-325.00	0.00	44,500.00
43041 · Project Mgmt. Institute	0.00	0.00	51,000.00	48,000.00	48,000.00
43042 · State of Construction	18,755.00	9,000.00	18,755.00	9,000.00	9,000.00
Total 40200 · Training and Development Income	38,269.07	39,184.00	129,052.92	138,262.20	300,770.00
40300 · Advertising & Marketing Income					
45000 · BCF Magazine Advertising	14,875.00	11,779.17	27,830.00	23,558.32	70,675.00
45010 · Membership Directory	-150.00	0.00	-400.00	0.00	52,440.00
45012 · Monthly Mailing Advertising	1,418.00	0.00	1,418.00	1,700.00	1,700.00
45015 · Website Advertising	696.00	1,062.50	3,032.00	4,250.00	12,750.00
45020 · Weekly Email Advertising	1,817.00	400.00	3,368.00	1,600.00	4,800.00
Total 40300 · Advertising & Marketing Income	18,656.00	13,241.67	35,248.00	31,108.32	142,365.00
Total Income	341,305.99	350,044.25	833,914.88	871,961.72	2,968,432.03
Gross Profit	341,305.99	350,044.25	833,914.88	871,961.72	2,968,432.03
Expense					
60000 · Membership Expenses					
61040 · Member Fees & Promotion	3,172.60	3,125.01	15,648.68	12,500.00	37,500.00
Total 60000 · Membership Expenses	3,172.60	3,125.01	15,648.68	12,500.00	37,500.00
60100 · Events Expense					
64000 · Meetings (Ticket Event) Expense					
640001 · Builders Breakfast Expense	2,164.95	700.00	4,405.82	2,800.00	17,900.00
640003 · Sporting Clay Shoot Expense	0.00	0.00	0.00	0.00	0.00
640005 · Poker Run Expense	0.00	0.00	0.00	0.00	900.00
640006 · Legislative Hobnob Expense	0.00	0.00	344.53	0.00	5,850.00
64000 · Meetings (Ticket Event) Expense - Other	345.23	0.00	10,323.65	12,000.00	14,900.00
Total 64000 · Meetings (Ticket Event) Expense	2,510.18	700.00	15,074.00	14,800.00	39,550.00
64010 · Golf Tournaments Expense	102,082.62	102,000.00	105,867.83	102,000.00	146,440.00
64030 · Construction Expo Expense	179.68	0.00	532.03	0.00	48,211.00

Associated Builders and Contractors, Inc.
Profit & Loss Budget Performance
April 2024

	<u>Apr 24</u>	<u>Budget</u>	<u>Jan - Apr 24</u>	<u>YTD Budget</u>	<u>Annual Budget</u>
64040 · GC Connect Expense	-1,297.50	0.00	9,274.57	8,275.00	8,275.00
64050 · EIC Construction Awards Expense	588.12	0.00	1,880.10	0.00	257,405.00
64100 · Sponsored Events Exp					
64101 · Chili Cook-Off Expense	0.00	0.00	1.28	0.00	9,275.00
64102 · ABC on Tap Expense	1,555.60	2,000.00	4,707.45	6,000.00	12,700.00
64100 · Sponsored Events Exp - Other	0.00	0.00	49.01	0.00	0.00
Total 64100 · Sponsored Events Exp	1,555.60	2,000.00	4,757.74	6,000.00	21,975.00
64105 · Young Professionals Expense	3.06	0.00	841.87	1,000.00	5,750.00
64107 · VIP Expenses	0.00	800.00	3,979.16	5,700.00	9,400.00
64112 · Meetings & Events General Exps.	83.19	333.33	414.15	1,333.36	4,000.00
Total 60100 · Events Expense	105,704.95	105,833.33	142,621.45	139,108.36	541,006.00
60200 · Training and Development Expense					
63000 · Seminar Expense					
63001 · Seminar Expense - Postage	0.64		4.83		
63003 · Seminar Expense-Common Exp.	1,581.83	550.00	2,897.81	2,200.00	6,600.00
63010 · Seminars - Book expense	2,241.88	0.00	3,698.32	3,529.65	8,788.95
63020 · Seminar Instructors	1,915.30	5,900.00	6,592.80	10,699.00	31,322.00
63100 · Safety Seminar Expense					
Total 63100 · Safety Seminar Expense	1,381.92	620.00	2,048.64	1,536.00	5,098.00
63000 · Seminar Expense - Other	672.45	5,711.00	5,565.10	11,057.00	24,199.00
Total 63000 · Seminar Expense	7,794.02	12,781.00	20,807.50	29,021.65	76,007.95
63035 · NEXGEN Expense	178.15	600.00	3,949.80	2,400.00	13,545.00
63040 · Technology Conference Expense	81.70	0.00	609.57	0.00	25,000.00
63041 · Project Mgmt. Institute Expense	0.00	0.00	15,880.69	19,000.00	19,000.00
63042 · State of Construction Expense	9,079.89	9,000.00	9,455.09	9,000.00	9,000.00
60200 · Training and Development Expense - Other	-1.03		37.27		
Total 60200 · Training and Development Expense	17,132.73	22,381.00	50,739.92	59,421.65	142,552.95
60300 · Advertising & Marketing Expense					
65000 · BCF Magazine Expense	4,232.43	4,482.50	8,990.89	9,065.00	27,195.00
65010 · Membership Directory Expense	156.66	0.00	351.08	0.00	10,000.00
65012 · Monthly Mailing Expense	1,885.54	900.00	3,000.97	3,600.00	10,800.00
60300 · Advertising & Marketing Expense - Other	478.04		478.04		
Total 60300 · Advertising & Marketing Expense	6,752.67	5,382.50	12,820.98	12,665.00	47,995.00
60400 · General and Administrative					
65030 · Website	530.00	334.00	2,725.64	1,336.00	4,008.00
66050 · Personnel Expenses	95,669.79	105,540.83	398,637.98	422,163.36	1,324,738.58
66060 · Insurances	1,739.35	1,875.00	6,881.76	7,500.00	22,500.00
67050 · Staff & Team Development	172.56	541.67	2,250.16	2,166.64	6,500.00
68000 · Auto Expense	1,764.33	1,500.00	6,023.99	6,000.00	18,000.00
68200 · President's Expense	1,507.64	210.00	2,522.84	820.00	2,500.00
68210 · Board of Directors Meetings	81.26	416.67	1,978.74	1,666.64	5,000.00
68220 · Committee Meetings	433.60	300.00	703.11	1,100.00	3,500.00
69000 · Utilities	2,184.99	4,200.00	9,085.58	16,800.00	50,400.00
69020 · Property Taxes	4,513.42	4,600.00	18,490.55	18,400.00	55,200.00
69030 · Janitorial & Cleaning	1,065.00	1,175.00	4,260.00	4,600.00	14,000.00
69040 · Building Supplies/Maintenance	21,809.85	5,100.00	34,373.75	20,300.00	61,350.00
69100 · Administrative - Postage	2.65	25.00	90.59	100.00	300.00
69120 · Telephone & Data Expense	1,276.81	1,130.00	4,536.22	4,520.00	13,560.00
69190 · Computer Software	823.08	1,450.00	4,161.86	5,800.00	17,400.00
69200 · Leased Office Equipment	304.35	500.00	1,795.51	2,000.00	6,000.00
69210 · Office Supplies	632.95	375.00	1,804.19	1,500.00	4,500.00
69220 · Equipment R&M, Supplies	1,074.42	1,800.00	3,319.69	7,200.00	21,600.00
69300 · Advertising expense	0.00	500.00	0.00	2,000.00	6,000.00
69315 · Bank Charges	25.10	40.00	130.90	160.00	480.00
69325 · Interest Expense	20.50	20.50	94.09	91.09	181.73
69340 · Professional Services	0.00	24,720.00	1,488.56	26,220.00	41,440.00
69350 · Taxes & Licenses	0.00	60.00	61.25	220.00	700.00
69370 · Dues, Subscript., Sponsorships	29.00	100.00	3,988.00	400.00	1,200.00
69400 · Depreciation	6,981.00	6,000.00	27,924.00	24,000.00	72,000.00
Total 60400 · General and Administrative	142,641.65	162,513.67	537,328.96	577,063.73	1,753,058.31

Associated Builders and Contractors, Inc.
Profit & Loss Budget Performance
April 2024

	<u>Apr 24</u>	<u>Budget</u>	<u>Jan - Apr 24</u>	<u>YTD Budget</u>	<u>Annual Budget</u>
61000 · National Dues	26,180.95	28,000.00	94,214.25	112,000.00	336,000.00
61020 · State Dues	6,431.60	7,263.00	22,628.45	29,052.00	87,156.00
610402 · Regional Outreach Expense	17.80		17.80		
61100 · National Meetings	-971.92	3,000.00	5,258.15	13,500.00	28,500.00
68110 · State Meetings	0.00	0.00	3,462.41	2,500.00	9,000.00
68180 · Chapter Planning Conference	0.00	0.00	0.00	0.00	5,000.00
68190 · Other Conferences	0.00	100.00	0.00	200.00	1,000.00
69391 · Community Enrichment	4,268.23	2,000.00	6,412.41	8,000.00	24,000.00
Total Expense	311,331.26	339,598.51	891,153.46	966,010.74	3,012,768.26
Net Ordinary Income	29,974.73	10,445.74	-57,238.58	-94,049.02	-44,336.23
Other Income/Expense					
Other Income					
Student Chapter, net	0.00		0.00		
46511 · Building Fundraising					
46511.3 · Brick Fundraiser	0.00		6,120.00		
46511 · Building Fundraising - Other	0.00	0.00	0.00	0.00	250,000.00
Total 46511 · Building Fundraising	0.00	0.00	6,120.00	0.00	250,000.00
47000 · Interest Income	2,330.51	1,500.00	9,561.53	6,000.00	18,000.00
47010 · General Income	0.00	0.00	35.75	0.00	0.00
47012 · Rental Income					
470122 · Lease Space					
470125 · Astronaut Lease Ste101-1,685	1,585.00	1,685.00	6,540.00	6,740.00	20,220.00
470126 · Empire Elect ste102 - 1,666.25	1,666.25	1,666.25	6,465.00	6,665.00	19,995.00
470127 · United Form ste103-1,535	1,535.00	1,535.00	5,940.00	6,140.00	18,420.00
470128 · Second Floor Lease Space	0.00	385.00	1,050.00	1,435.00	4,515.00
Total 470122 · Lease Space	4,786.25	5,271.25	19,995.00	20,980.00	63,150.00
470123 · Classroom rental	274.79	481.00	2,563.83	1,924.00	5,772.00
470124 · Rental Supplies	100.00		900.00		
69392 · Rental Expense	0.00	0.00	-41.66	0.00	0.00
Total 47012 · Rental Income	5,161.04	5,752.25	23,417.17	22,904.00	68,922.00
47020 · Gain (Loss) on Investment/Asset	-14,597.42		-9,529.75		
Total Other Income	-7,105.87	7,252.25	29,604.70	28,904.00	336,922.00
Other Expense					
66511 · Building Fundraising Expense					
66511.3 · Brick Fundraiser Expense	0.00		5.90		
66511.4 · Lab Buildout Expense - Supplies	1,668.63		2,202.86		
66511 · Building Fundraising Expense - Other	0.00	0.00	0.00	0.00	250,000.00
Total 66511 · Building Fundraising Expense	1,668.63	0.00	2,208.76	0.00	250,000.00
Total Other Expense	1,668.63	0.00	2,208.76	0.00	250,000.00
Net Other Income	-8,774.50	7,252.25	27,395.94	28,904.00	86,922.00
Net Income	21,200.23	17,697.99	-29,842.64	-65,145.02	42,585.77
Workforce Fund, net	-12,873.76		-40,336.59		
			(70,179.23)		

THE TYSON SMITH GROUP OF RJ
Raymond James & Associates

ABC - Central FL Chapter Account Summary - #700C0151

Brokerage

Registered to: CENTRAL FL CHAPTER ASSOCIATED | BUILDERS AND CONTRACTORS INC | 651 DANVILLE DR
STE 200 | ORLANDO FL 32825-6393504

		This Statement	Year to Date
Value This Statement		\$1,068,609.87	\$1,058,155.72
\$1,057,074.41			
Last Statement	Prior Year-End		
\$1,068,609.87	\$1,058,155.72		
Dollar-Weighted Performance*			
YTD	2023		
0.24%	5.77%		
Beginning Balance		\$1,068,609.87	\$1,058,155.72
Deposits		\$0.00	\$0.00
Income		\$1,744.78	\$7,098.26
Withdrawals		\$0.00	\$0.00
Expenses		\$0.00	\$0.00
Change in Value		\$(13,280.24)	\$(8,179.57)
Ending Balance		\$1,057,074.41	\$1,057,074.41

Performance Inception: 05/07/2018

Important Messages

- Your account purpose is Wealth Accumulation & Provide Income, with a moderate risk tolerance and a 10 to 20 year time horizon.

Your Portfolio

For more information,
visit raymondjames.com/clientaccess

	Quantity	Price	Value	Gain or (Loss) ^o	Estimated Annual Income
Cash & Cash Alternatives					
Raymond James Bank Deposit Program ‡ 0.25% - Selected Sweep Option			\$11,105.40		\$27.76
Tristate Capital Bank			\$10,457.51		
Raymond James Bank			\$617.13		
First Foundation Bank			\$28.53		
Citibank NA			\$2.23		

Your bank priority state: FL

Participating banks recently added: The Bank of New York Mellon 02/27/2024; State Street Bank and Trust Company 02/27/2024; First Foundation Bank 02/01/2024

‡ Please see the Raymond James Bank Deposit Program on the Understanding Your Statement page.

Estimated Income Yield for RJB DP was calculated as of 04/29/2024.



Your Portfolio (continued)

	Quantity	Price	Value	Gain or (Loss) ^o	Estimated Annual Income
Cash & Cash Alternatives (continued)					
FIMM GOVERNMENT PORTFOLIO MONEY MARKET INSTL CL M/M (FRGXX) 5.34%	228,532.670	\$1.000	\$228,532.67		\$12,203.64
Cash & Cash Alternatives Total			\$239,638.07		\$12,231.40
Mutual Funds					
WESTERN ASSET CORE PLUS BOND FUND CL C M/F (WAPCX)	21,177.086	\$9.020	\$191,017.32	\$(45,174.95) ^B	\$6,713.14
Mutual Funds Total			\$191,017.32	\$(45,174.95)	\$6,713.14
Exchange-Traded Products (ETPs)					
INVESCO QQQ TR (QQQ)	29.000	\$424.590	\$12,313.11	\$2,659.81	\$70.21
INVESCO S&P 500 EQUAL WEIGHT ETF (RSP)	186.000	\$161.200	\$29,983.20	\$7,774.97	\$477.83
SPDR S&P 500 ETF (SPY)	78.000	\$501.980	\$39,154.44	\$16,970.70	\$524.39
VANGUARD DIVIDEND APPRECIATION ETF (VIG)	261.000	\$175.070	\$45,693.27	\$15,940.45	\$842.51
Exchange-Traded Products Total			\$127,144.02	\$43,345.93	\$1,914.94
Please see the Exchange-Traded Products on the Understanding Your Statement page.					
Fixed Income					
JPMORGAN CHASE BANK, NATIONAL ASSOCIATION COLUMBUS, OH FDIC # 628 CERTIFICATE OF DEPOSIT PAYS AT MATURITY CALLABLE BEGINNING 07/16/24 5.2000% DUE 12/16/2024 Callable 07/16/2024 @ 100.000 (46656MA84) Accrued Interest: \$3,739.73 Ratings Information: Not Rated	\$250,000.00	\$99.896	\$249,740.00	\$(260.00)	\$13,000.00



Your Portfolio (continued)

	Quantity	Price	Value	Gain or (Loss) ^o	Estimated Annual Income
Fixed Income (continued)					
U.S. BANK NATIONAL ASSOCIATION FDIC # 6548 CERTIFICATE OF DEPOSIT PAYS AT MATURITY CALLABLE BEGINNING 07/11/24 5.0000% DUE 10/11/2024 Callable 07/11/2024 @ 100.000 (90355UBW4) Accrued Interest: \$3,732.88 Ratings Information: Not Rated	\$250,000.00	\$99.814	\$249,535.00	\$(465.00)	\$12,500.00
Fixed Income Total			\$499,275.00	\$(725.00)	\$25,500.00
Accrued Interest Total: \$7,472.61					
Please see Fixed Income Investments on the Understanding Your Statement page.					

Portfolio Total			\$1,057,074.41	\$(2,554.02)	\$46,359.48
Accrued Interest Total			\$7,472.61		
Portfolio Total with Accrued Interest			\$1,064,547.02		

^B Please see Cost Basis on the Understanding Your Statement page regarding Open End Mutual Funds.

^o Please see Cost Basis on the Understanding Your Statement page.

Log in to Client Access at <https://www.raymondjames.com/clientaccess> to view additional position details, filter, sort, or download up to 18 months of activity and see available delivery options for account documents.

Your Activity

Date	Activity Type	Description	Quantity/ Price	Amount
Income				
04/01/2024	Dividend - Taxable	FIMM GOVERNMENT PORTFOLIO MONEY MARKET INSTL CL M/M (FRGXX) \$.00445 per share x 227,519.150 shares		\$1,013.52
04/01/2024	Dividend - Taxable	WESTERN ASSET CORE PLUS BOND FUND CL C M/F (WAPCX) \$.02785 per share x 21,114.334 shares		\$587.99
04/30/2024	Interest at RJ Bank Deposit Program	Raymond James Bank Deposit Program		\$2.23
04/30/2024	Dividend - Taxable	SPDR S&P 500 ETF (SPY) \$1.59500 per share x 78.000 shares		\$124.41
04/30/2024	Dividend - Taxable	INVESCO QQQ TR (QQQ) \$.57345 per share x 29.000 shares		\$16.63
Income Total				\$1,744.78



Your Activity (continued)

Date	Activity Type	Description	Quantity/ Price	Amount
Purchases, Sales and Redemptions				
04/01/2024	Reinvest	FIMM GOVERNMENT PORTFOLIO MONEY MARKET INSTL CL M/M (FRGXX) <i>\$.00445 per share x 227,519.150 shares</i>	1,013.520 \$1.000	\$(1,013.52)
04/01/2024	Reinvest	WESTERN ASSET CORE PLUS BOND FUND CL C M/F (WAPCX) <i>\$.02785 per share x 21,114.334 shares</i>	62.752 \$9.37005	\$(587.99)



THE TYSON SMITH GROUP OF RJ
Raymond James & Associates

ABC - Workforce Enhancement Account Summary - #323RA696

Brokerage

Registered to: CENTRAL FL CHAPTER ASSOCIATED | BUILDERS & CONTRACTORS INC | 651 DANVILLE DR STE 200 | ORLANDO FL 32825-6393504

		This Statement	Year to Date
Value This Statement	Beginning Balance	\$101,412.58	\$101,400.26
\$101,434.87	Deposits	\$0.00	\$0.00
	Income	\$0.29	\$45.61
	Withdrawals	\$0.00	\$0.00
	Expenses	\$0.00	\$0.00
	Change in Value	\$22.00	\$(11.00)
	Ending Balance	\$101,434.87	\$101,434.87
Last Statement	Prior Year-End		
\$101,412.58	\$101,400.26		
Dollar-Weighted Performance*			
YTD	2023		
1.47%	0.06%		

Performance Inception: 12/07/2023

Important Messages

- Your account purpose is Wealth Accumulation & Provide Income, with a moderate risk tolerance and a 10 to 20 year time horizon.

Your Portfolio

For more information, visit raymondjames.com/clientaccess

	Quantity	Price	Value	Gain or (Loss) ^o	Estimated Annual Income
Cash & Cash Alternatives					
Raymond James Bank Deposit Program ‡ 0.25% - Selected Sweep Option			\$1,445.87		\$3.61
Raymond James Bank			\$1,445.87		
Your bank priority state: FL					
Participating banks recently added: The Bank of New York Mellon 02/27/2024; State Street Bank and Trust Company 02/27/2024; First Foundation Bank 02/01/2024					
‡ Please see the Raymond James Bank Deposit Program on the Understanding Your Statement page.					
Estimated Income Yield for RJB DP was calculated as of 04/29/2024.					
Cash & Cash Alternatives Total			\$1,445.87		\$3.61



Your Portfolio (continued)

	Quantity	Price	Value	Gain or (Loss) ^o	Estimated Annual Income
Fixed Income					
STATE BANK OF INDIA NEW YORK, NY FDIC # 33682 CERTIFICATE OF DEPOSIT PAYS AT MATURITY 5.1000% DUE 05/17/2024 (8562854V0) Accrued Interest: \$1,453.15 Ratings Information: Not Rated	\$100,000.00	\$99.989	\$99,989.00	\$(11.00)	\$5,100.00
Fixed Income Total			\$99,989.00	\$(11.00)	\$5,100.00
Accrued Interest Total: \$1,453.15					
Please see Fixed Income Investments on the Understanding Your Statement page.					
Portfolio Total			\$101,434.87	\$(11.00)	\$5,103.61
Accrued Interest Total			\$1,453.15		
Portfolio Total with Accrued Interest			\$102,888.02		

^o Please see Cost Basis on the Understanding Your Statement page.

Log in to Client Access at <https://www.raymondjames.com/clientaccess> to view additional position details, filter, sort, or download up to 18 months of activity and see available delivery options for account documents.

Your Activity

Date	Activity Type	Description	Quantity/ Price	Amount
Income				
04/30/2024	Interest at RJ Bank Deposit Program	Raymond James Bank Deposit Program		\$0.29
Income Total				\$0.29



Associated Builders and Contractors, Inc.
A/P Aging Summary
As of April 30, 2024

	<u>Current</u>	<u>1 - 30</u>	<u>31 - 60</u>	<u>61 - 90</u>	<u>> 90</u>	<u>TOTAL</u>	
ABC Cleaning Clean Air Specialist	0.00	16,900.00	0.00	0.00	0.00	16,900.00	In process will be paid once done
ABC Insurance Trust	-615.47	0.00	0.00	0.00	0.00	-615.47	dental and vision for may
ABC National	18,664.50	0.01	0.00	0.00	0.00	18,664.51	Dues
ABC of Florida, Inc.	5,700.00	0.00	0.00	0.00	0.00	5,700.00	Dues
Academy of Construction Technologies, Inc	0.00	2,332.00	0.00	0.00	0.00	2,332.00	ACT GRANT paid
ADP, Inc.	0.00	519.44	0.00	0.00	0.00	519.44	401k fees paid
American Express	0.00	27,938.47	0.00	-4,080.77	-935.43	22,922.27	paid
Azalea Lodge Catering	0.00	0.00	-750.00	-750.00	0.00	-1,500.00	prepaid vendor fees
Bank of America	0.00	0.00	0.00	0.00	-182.52	-182.52	prepaid bill
BNP Media	0.00	0.00	-8,100.00	0.00	0.00	-8,100.00	prepaid EIC
Collis Roofing Inc.	0.00	960.00	0.00	0.00	0.00	960.00	to be reimbursed by national
Colonial Life	163.42	0.00	0.00	0.00	0.00	163.42	paid
Competitive Edge Partners	0.00	15,936.97	0.00	0.00	0.00	15,936.97	to be reimbursed by national
Conti Corporation	0.00	15,922.05	0.00	0.00	0.00	15,922.05	to be reimbursed by national
CPR & AED Foundation, Inc.	400.00	0.00	0.00	0.00	0.00	400.00	Paid CPR FA
Crown Trophy of Seminole	0.00	248.00	0.00	0.00	0.00	248.00	PAID
Energy Air-V	1,800.00	0.00	0.00	0.00	0.00	1,800.00	PAID
Eva Pardo - V	68.32	0.00	0.00	0.00	0.00	68.32	PAID
Events by John Michael, INC.	0.00	-200.00	0.00	0.00	-275.00	-475.00	Pipe graduation
Free Enterprise Alliance	1,050.00	0.00	0.00	0.00	0.00	1,050.00	dues
Freedom Fire Protection	0.00	3,762.00	0.00	0.00	0.00	3,762.00	to be reimbursed by national
Fun Planners, Inc.	0.00	0.00	-3,539.48	0.00	0.00	-3,539.48	Casino night
GreatAmerica Financial Svcs	0.00	0.00	0.00	0.00	-1,491.22	-1,491.22	Printer paid
Harry P. Leu Gardens	0.00	-496.88	0.00	0.00	0.00	-496.88	nexgen
Hudson Everly Commerical flooring	0.00	3,300.00	0.00	0.00	0.00	3,300.00	to be reimbursed by national
Ideacom Solutions Group, LLC	0.00	-380.84	0.00	0.00	0.00	-380.84	phone paid
KYOCERA Document Solutions -Vendor	1,196.69	0.00	0.00	0.00	0.00	1,196.69	paid
Laurie Richards & Associates	-2,950.00	0.00	0.00	0.00	0.00	-2,950.00	prepayment for deposit for crisis mgnt
S. I. Goldman Company Inc.	0.00	0.00	5,000.00	0.00	0.00	5,000.00	to be reimbursed by national
SAVI EHS LLC	0.00	332.00	0.00	0.00	0.00	332.00	OSHA cards
Stephanie Kress - V	88.38	0.00	0.00	0.00	0.00	88.38	paid
Sunbelt Rentals-V	0.00	2,145.00	0.00	0.00	0.00	2,145.00	to be reimbursed by national
Towers Construction	0.00	16,750.00	0.00	0.00	0.00	16,750.00	to be reimbursed by national
Tri-City Electrical-Vendor	0.00	0.00	32,000.00	0.00	0.00	32,000.00	to be reimbursed by national
Trimmer Construction Education Foundation	700.00	0.00	0.00	0.00	0.00	700.00	Dues
UCF Downtown	-3,645.76	0.00	0.00	0.00	0.00	-3,645.76	tech conference paid
TOTAL	<u>22,620.08</u>	<u>39,111.42</u>	<u>24,610.52</u>	<u>-26,004.18</u>	<u>-2,884.17</u>	<u>57,453.67</u>	

Associated Builders and Contractors, Inc.
A/R Aging Summary
As of April 30, 2024

	<u>Current</u>	<u>1 - 30</u>	<u>31 - 60</u>	<u>61 - 90</u>	<u>> 90</u>	<u>TOTAL</u>	
3MG Roofing & Solar	0.00	0.00	3,500.00	0.00	0.00	3,500.00	safety captive
ABC Insurance Trust - C	0.00	0.00	0.00	0.00	2,000.00	2,000.00	contacted did not get response sending to MD for follow up
ABC National, Inc. - C	0.00	0.00	330.00	0.00	0.00	330.00	Chapter dinner
Advanced Millwork, Inc.	0.00	0.00	0.00	63.90	0.00	63.90	Trophy
Aegis Project Controls	0.00	0.00	55.00	0.00	0.00	55.00	GC connect
Austin Commercial, LP	0.00	100.00	0.00	0.00	300.00	400.00	GC connect and state of construction
Balfour Beatty Construction(Centex)	0.00	0.00	0.00	0.00	20.00	20.00	Builder breakfast 09/23
Brookstone Construction, LLC	0.00	0.00	0.00	0.00	130.00	130.00	CPR & First Aid Class, November 29, 2023
Burr & Forman LLP	0.00	0.00	0.00	0.00	4,500.00	4,500.00	Vip
Collis Roofing, Inc.	0.00	0.00	55.00	0.00	0.00	55.00	GC connect
Competitive Edge Partners & Consulting	0.00	10.00	0.00	0.00	0.00	10.00	Hr peer group 04/2024
Comprehensive Energy Services	0.00	0.00	0.00	0.00	40.00	40.00	ABC's Builder Breakfast, January 30, 2024
Cross Enterprises of Central Florida, Inc	0.00	0.00	0.00	0.00	150.00	150.00	2023 Directory Logo & Add To Website
Daaxit, Inc.	0.00	0.00	0.00	0.00	280.00	280.00	NEXGEN payment plan
DOZR Ltd	0.00	2,200.00	0.00	0.00	0.00	2,200.00	Advertisement Monthly Mailer and Quarterly advertising E-mail Banner
Electric Services, Inc.	0.00	750.00	0.00	0.00	0.00	750.00	1/2 page color ad BCF
Finrock Construction, LLC	0.00	0.00	0.00	0.00	500.00	500.00	Cover Photo on the BCF AUG 2023
Jack Jennings & Sons, Inc.	0.00	0.00	2,000.00	0.00	0.00	2,000.00	Brick campaign
Mader Southeast	0.00	500.00	0.00	0.00	0.00	500.00	safety forum ponsor
Miller Construction Company	0.00	0.00	0.00	500.00	0.00	500.00	YP golf flag sponsor
Milwaukee Electric Tool Corp	0.00	0.00	4,500.00	1,000.00	594.00	6,094.00	hospitality suite and chapter dinner, tradeswome lunch sponsor and yp golf
Modular Building Systems International	0.00	150.00	0.00	0.00	0.00	150.00	directory
National Trench Safety, LLC	0.00	0.00	0.00	0.00	5,300.00	5,300.00	Dues and VIP
Northwestern Mutual	0.00	0.00	165.00	0.00	0.00	165.00	Chapter dinner
Oakler Interiors	0.00	0.00	55.00	0.00	0.00	55.00	GC connect
Orange Plumbing Inc	0.00	0.00	0.00	0.00	120.00	120.00	Pipe grad
Ovation Construction Company	0.00	0.00	165.00	0.00	0.00	165.00	Chapter dinner
Paramount Consulting & Engineering	0.00	0.00	165.00	0.00	0.00	165.00	Chapter dinner
Plumbing Industry Professional Ed.	0.00	0.00	0.00	0.00	120.00	120.00	Orange plumbing pipe grad
Silver Hills Construction, LLC	0.00	0.00	0.00	0.00	99.00	99.00	ABC Bluebeam Baseline Basics Virtual, October 12, 2023
Smith Fence	0.00	0.00	0.00	0.00	25.00	25.00	Builders breakfast 01/30/24
Southeast Shell, LLC	0.00	3,500.00	0.00	0.00	0.00	3,500.00	Safety captive
Spectra Contract Flooring	0.00	249.00	55.00	0.00	199.00	503.00	CF ABC's GC Connect, 03/07/20244 and ABC OSHA-30 e, 10/9/23 and Osha 30 04/2024
Speedy Concrete Cutting of Cent. Fl	0.00	0.00	0.00	0.00	180.00	180.00	Poker run
Sunbelt Rentals	0.00	0.00	0.00	0.00	21,410.00	21,410.00	VIP
Sunstate Equipment Co., LLC	0.00	900.00	0.00	0.00	0.00	900.00	1/2-Page Four-Color Ad in the Building Central Florida Newsletter.
Talent-Corps	0.00	0.00	0.00	0.00	165.00	165.00	CFC ABC Casino Night Workforce Fundraiser @ Orlando Science Center, August 18, 2023
The Collage Companies	0.00	500.00	0.00	0.00	0.00	500.00	Cover Photo for the Building Central Florida Newsletter 04/2024
Thermal Tech, Inc.	209.75	0.00	0.00	0.00	0.00	209.75	room rental
Towers Construction Company	0.00	0.00	0.00	2,500.00	0.00	2,500.00	Safety captive
Trade Management, Inc.	0.00	0.00	0.00	0.00	2,000.00	2,000.00	VIP
Tradesmen International, Inc.	0.00	0.00	165.00	0.00	0.00	165.00	Chpater dinner
Turner Construction Co.	0.00	0.00	165.00	562.63	0.00	727.63	Chapter dinner and Room rental 02/24 and 02/29
Two Way Technology Systems Corporation	0.00	0.00	0.00	0.00	695.00	695.00	Advertisement in the 2023 ABC Directory - Full Page Four Color Ad.
USI	0.00	0.00	0.00	0.00	150.00	150.00	Directory 2023
Walker & Company	0.00	400.00	0.00	0.00	0.00	400.00	Full Page Business Profile in the Building Central Florida Newslette
Waste Pro USA	0.00	0.00	0.00	0.00	2,000.00	2,000.00	VIP
Westbrook Service Corporation	0.00	2,200.00	0.00	0.00	0.00	2,200.00	CPR FA Private class
Wharton-Smith, Inc.	0.00	0.00	0.00	0.00	495.00	495.00	Advertisement in the 2023 ABC Directory - Half Page Four Color Ad.
TOTAL	<u>209.75</u>	<u>11,459.00</u>	<u>11,375.00</u>	<u>4,626.53</u>	<u>41,472.00</u>	<u>69,142.28</u>	



PAC | UCF | WEF | TRIMMER | FEA
Financial Status Report
As of April 31, 2024

Total PAC Funds

\$74,149.36

Pac Fundraiser Net \$16,973.67 approx. (not included above)

UCF Student Chapter Funds

\$41,423.19

Workforce Enhancement Funds

\$271,023.17 (\$101,434.87 in CD Maturing in May 2024)

\$60,000 ABC CF Lab Expansion

\$4,000 ACE National Craft High School Visit

\$1,085.69 ACT Trades Day

\$205,937.48 Available

Trimmer Construction Education Foundation Funds

\$16,300.00

Free Enterprise Alliance Funds

\$24,262.33

ABC Central Florida Membership Report April 30, 2024



New Members - April 2024

	CONTACT	CTG	TRADE	BOARD SPONSOR
Claro Enterprise Solutions	Jeremy Berghold	1	Tech Services: Cyber & physical security, asset mgmt	NA
Gervais Ventures LLC	Nik Gervais	7	General Contractor	NA
Contractors Health Coalition	Jay Remington	1	Health & benefits ins. Consult, safety/work comp app	NA
M.A.S. Drywall and Construction Services LLC	Mark A. Swanson Jr	8	Drywall, metal frame, insulation, acoustic, exterior	NA
Middleburg Construction, LLC	Sharon Collins	8	General Contractor	NA
NowCFO	Basil Cornell	1	Consulting firm providing CFO, controller & accounting	NA
Premier Press	Kyle Gibson	2	Branded co. merch. Specializing in safety PPE	NA
Rehmann	Ricardo Villamil	1	Accounting firm	Wert
Rexel	Gib Lundquist	2	Electrical materials supplier	Luebbert
River Craft, LLC	Jorge Balza	7	Millwork contractor	NA
Tierra, Inc.	Emily Begovich	1	Geo-tech engineering firm	NA
ZIO	Avery Donaudy	7	Design build integrated tech integrator contractor (A/V)	Holmes

2024 Recruitment (as of 4/30/2024)

<i>New Member Companies</i>	
This Month:	12
EOM,YTD:	39
Goal:	90
Percentage of Goal	43.3%

\$26,239.00 Current Month New Members
\$90,866.00 YTD New Members
41.0% Percentage of Budget

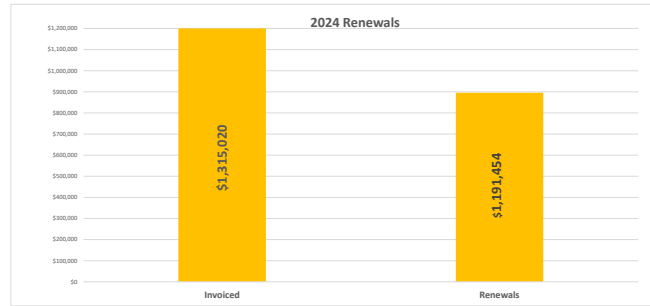


2024 Retention (as of 4/30/2024)

Renewed Member Companies		
As of Year End 2023:	519	
2024 Renewed:	405	78.03%
Dropped:	38	
Unpaid:	76	

Renewal Invoices: \$1,315,020.00
 Paid as of Month End: \$1,191,454.07
 Percentage of Invoiced: 90.6%

Non Renewed: \$123,566.00



2024 Paid Member Contractor Percentage: 60%

ABC Central Florida Chapter Ranking (reflected in ABC National reporting as of end of March 2024)

Comparison to all other ABC chapters:	Comparison to all ABC SE region chapters:
Member Size - 18 of 67 (16 of 67 in 2/24)	Member Size - 5 of 12 (3 of 12 in 2/24)
Contractor Numbers - 20 of 67 (same in 2/24)	Contractor Numbers - 5 of 12 (same in 2/24)
Overall Renewals - 18 of 67 (same in 2/24)	Overall Renewals - 5 of 12 (same in 2/24)
Contractor Renewal - 21 of 67 (same in 2/24)	Contractor Renewal - 11 of 12 (6 of 12 in 2/24)
Growth - 59 of 67 (42 of 67 in 2/24)	Growth - 12 of 12 (6 of 12 in 2/24)
% of Contractors - 41 of 67 (43 of 68 in 2/24)	% of Contractors - 6 of 12 (5 of 12 in 2/24)

Board of Directors Membership GoogleSheet Documents/Resources:

- 2024 Dropped Memb <https://docs.google.com/spreadsheets/d/1U1aM0KHGa57wpCVG8lP9LNHpO3q1anqvoBUT6VxJu9l/edit#gid=0>
- 2024 Still to Renew: https://docs.google.com/spreadsheets/d/1E8CcEAJ0XhOEH4USRcixVSn8Uj_ENk0_KvCPEHxE/edit#gid=0
- 2024 Active Member <https://docs.google.com/spreadsheets/d/13uYaNlIARNAaI9VCCz54UpGgHKHwfwazilXVfUvS8V8/edit#gid=0>
- 2024 New Member <https://docs.google.com/spreadsheets/d/1gRgz44EFMCxU3iD7bbWnJK9laXqCFuega5L-iSTo/edit#gid=0>
- 2024 Future Member <https://docs.google.com/spreadsheets/d/1w1nMrqwp4lwDj-FWfUWXHqfopFc42BwwMTK1yypOmU/edit#gid=0>



Catherine Wert, Membership Director
 cwert@abccf.org
 D: 407.398.1278
 C: 407.209.5604
www.abccf.org

UPCOMING *Classes*

JANUARY

- 8-12 Project Management Institute
- 9 Construction Estimating Principles & Application (V)
- 11 Bluebeam Baseline Basics (V)
- 16 Basic Blueprint Reading begins
- 17 Bluebeam Basics Materials Takeoffs & Estimates (V)
- 18 Bluebeam Advanced Materials Takeoffs & Estimates (V)
- 23 Bluebeam for Administrative Professionals (V)
- 24-25 Reading Construction Documents (V)
- 25 Construction Law: Construction Insurance Coverage Disputes

FEBRUARY

- 5 Stepping Up to Supervisor begins
- 12 ADEPT: Foundations of Leadership begins (V)
- 15 CPR/First Aid Certification
- 22 Construction 101 (V)
- 23 YP/Collegiate Golf Tournament
- 29 STEP Workshop

MARCH

- 5 WIC Week Panel: Keys to the Future

ABC National Convention - March 11-15 - Kissimmee, FL

- 27 Working On Your Profits 3-Part Series -
Session #1: Keeping your People & Profits Safe (V)
- 28 Time & Task Management

APRIL

- 1 Stepping Up to Supervisor begins
- 2 Construction Estimating Principles & Application (V)
- 4 Bluebeam Baseline Basics (V)
- 8 Construction 201 (V)
- 9 OSHA 30-hour Outreach begins
- 10 Bluebeam Basics Materials Takeoffs & Estimates (V)
- 11 Bluebeam Advanced Materials Takeoffs & Estimates (V)
- 16 Bluebeam for Administrative Professionals (V)
- 16 Working On Your Profits: Building a Legacy Beyond Profits &
Growing Your Business Top Down
- 17-18 Reading Construction Documents (V)
- 29 Intro to Construction Estimating I
- 29 Stress Relieving Demonstrations (THH Week)
- 30 Total Human Health Workshop (THH Week)

MAY

- 1-2 Safety Training Academy
- 2-3 Common Sense Construction Law (14-Hr CEU)
- 7 Construction Technology & Innovation Conference
- 14 Basic Claims Management
- 14 Basic Blueprint Reading begins
- 21 CPR/First Aid
- 22 Lien Law Level One
- 23 Crisis Management Workshop for C-Suite Leaders
- 30 Hurricane Preparedness

JUNE

- 3 Intro to Construction Estimating II begins
- 3 ADEPT: Foundations of Leadership begins (V)
- 4 NEXGEN Graduation
- 5 Lien Law Level Two
- 11 OSHA 10-Hour Outreach in Spanish begins
- 26 Frontline Supervisor

JULY

- 9 Construction Estimating Principles & Application (V)
- 11 Bluebeam Baseline Basics (V)
- 16-17 OSHA 10-hour Outreach begins
- 17 Bluebeam Basics Materials Takeoffs & Estimates (V)
- 18 Bluebeam Advanced Materials Takeoffs & Estimates (V)
- 23 Bluebeam for Administrative Professionals (V)
- 24-25 Reading Construction Documents (V)

AUGUST

- 15 CPR/First Aid
- 22 "Win Work" with your Financial Statements

SEPTEMBER

- 9 Stepping Up to Supervisor begins
- 10 OSHA 30-hour Outreach begins
- 10 Contract Negotiations, Review & Revision
- 16 ADEPT: Foundations of Leadership begins (V)
- 24 Basic Blueprint Reading begins
- 27 Lean Builder Workshop

OCTOBER

- 2 Lien Law Level One
- 9 Frontline Supervisor
- 15 Construction Estimating Principles & Application (V)
- 15 OSHA 30-Hour Outreach in Spanish begins
- 16 Lien Law Level Two
- 17 Union Awareness
- 17 Bluebeam Baseline Basics (V)
- 23 Bluebeam Basics Materials Takeoffs & Estimates (V)
- 24 Bluebeam Advanced Materials Takeoffs & Estimates (V)
- 29 Bluebeam for Administrative Professionals (V)
- 29-30 OSHA 10-hour Outreach begins
- 30-31 Reading Construction Documents (V)

NOVEMBER

- 14 CPR/First Aid

UPCOMING *Events*

MAY



Leu Gardens, 5:30 pm
Legislative Hobnob

Ideal forum to meet and get to know your elected leaders in a relaxed and social environment. Get involved with how issues, policy changes, etc. are impacting your business.

23



ABC Office, 7:30 am
Builders' Breakfast

Join ABC and Miller Construction Company at this Builders' Breakfast and hear about their upcoming projects and how you can be involved.

29



Mt. Dora, 5:00 pm
Member Meet Up: Lake County

ABC Central Florida Member Meetup in North Lake County – this after hours event is for ABC Members in our northern territory to network and learn about future events in your area!

30

JUNE



ABC Office, 7:30 am
EIC Award Judging

Make sure to get your entries in for the EIC Awards program by April 30, 2024 to have them processed & scheduled for judging in June!

All
Month



ABC Office, 7:30 am
Builders' Breakfast

Join ABC Central Florida, Barton Malow, and the University of Central Florida for updates on the football stadium expansion and renovations projects.

06



ABC Office, 7:30 am
Builders' Breakfast

Orange County Public Schools.
More information coming soon!

13

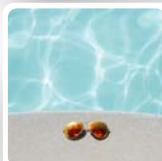
JULY



ABC Office, 11:00 am
Red, White, & Blue ABC BBQ

NEW EVENT! Brining back the annual BBQ competition PLUS a family day full of face painting and games! Don't miss this new event and inclusive of the whole family.

13



TradeWinds Island Resorts
ABC of FL State Convention

State Convention gives members an opportunity to make connections & develop relationships with peers from 5 FL chapters while enjoying FL Gulf Coast.

18-20

AUGUST



Orlando Science Center, 7:00 pm
Casino Night Fundraiser

Proceeds will support the efforts of the Workforce Enhancement Fund which supports construction education programs and promotes careers in construction in the Central Florida area.

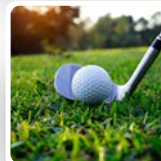
16



RockPit Brewing, 5:30 pm
ABC on Tap

Join ABC members and prospective members for an after hours networking event! Typically 250+ in attendance for a laid back setting while conducting business and making relationships.

22

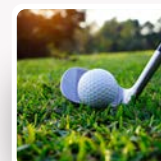


Celebration Golf Club, 7:30 am
Fall Golf Tournament #1

Entertain your clients, work on your team building, and enjoy a day or two at one or both of ABC's Fall tournaments that are more laid back than the Spring tournaments.

30

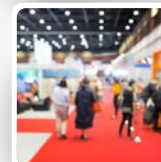
SEPTEMBER



Celebration Golf Club, 7:30 am
Fall Golf Tournament #1

Entertain your clients, work on your team building, and enjoy a day or two at one or both of ABC's Fall tournaments that are more laid back than the Spring tournaments.

13



Central FL Fairgrounds, 4:00 pm
Construction Expo

LARGEST EVENT OF THE YEAR! A must attend industry event with 1,550+ in attendance, over 125 exhibitors, and where all the whose who in construction will be!

19

OCTOBER



8:00 am
Poker Run

Join in on a unique networking opportunity to cruise the streets of outlying areas outside of Orlando to visit members offices and play poker!

05



TBD, 5:30 pm
ABC on Tap

Join ABC members and prospective members for an after hours networking event! Typically 250+ in attendance for a laid back setting while conducting business and making relationships.

17



Hilton Orlando, 5:00 pm
EIC Awards Banquet

Join ABC members and prospective members for an after hours networking event! Typically 250+ in attendance for a laid back setting while conducting business and making relationships.

26

UPCOMING *Events*

NOVEMBER



ABC Office, 7:30 am

Committee Open House

Want to get more involved with ABC but not sure which committee is the right fit? Come out and meet every ABC CF committee leadership in small group sessions to learn more about each committee in depth.

07



TBD, 5:00 pm

Chili Cook Off

Join in on the fun to team build or show off your best chili recipe! Compete for Best Chili, Best Booth or attend for some chili and networking!

20

DECEMBER



TBD, 5:30 pm

Holiday Party & Toy Drive

Celebrate the holidays with ABC members - gather Toys for annual toy drive and help ABC support a local cause an organization for the holiday season.

Stay
Tuned

JANUARY 2025



Polk County Sporting Clays, 8:00 am

Sporting Clays Shoot

First big event o the year! Get out with some fresh air morning of shooting clays with your team! Prizes for best shooter and team!

10

Interested in sponsoring one of these events?



Legislative Hobnob

The annual Legislative Hobnob is an opportunity for members of the construction industry to meet local and state representatives, school board members, and commissioners to voice their opinion on the policies and regulations that impact their businesses.



Thursday, May 23, 2024 | 5:30 - 7:30 p.m.

Harry P. Leu Gardens, 1920 N Forest Ave, Orlando, FL 32803

***Indoor event space, not outside in the gardens
\$50/person**

PARTNERING ASSOCIATIONS



Register





CRISIS MANAGEMENT WORKSHOP for C-Suite Leaders

May 23, 2024 | 8:00 am-4:00 pm

Location:
651 Danville Drive
Orlando, FL 32825

It's not "If ..." it's "WHEN your construction business faces a crisis..."

Are you ready? Do you have a plan to handle how to handle communication with your primary audiences: Employees? Their families? Subcontractors? Customers? Community leaders? Law enforcement? Regulators? Local media? Social media?

Whether you're faced with a natural disaster, personnel ethics violations, violence in the workplace, an accident on a jobsite, or another crisis that puts your organization in a bad light, you need to be ready.

Get into crisis communication planning – or you'll be out of business



Presented by:
Laurie Richards, CEO, LR&A
Best-Selling Author
Accomplished International Speaker
www.laurierichards.com

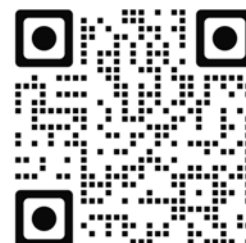
TOPICS COVERED:

- **What to prepare**
 - Prepare to inform your staff and their families before news spreads informally. Know precisely what to say, in which order, and when, to present your company as compassionate and professional. Also, learn what to avoid saying to protect your company's reputation.
- **Preparing the right people for the right roles**
 - Train yourself and key personnel like VPs, HR, CFO, and COO as company spokespeople, as no one represents your company better than its own people. Prepare now for crisis communication – it's crucial to have the right relationships and training in place beforehand, not during an emergency.
- **Response -- not Reaction**
 - Develop a communication plan for crisis readiness, just as you would plan a construction project. Understand and use powerful words that enhance trust and credibility, and learn which words to avoid. Remember, your facial expressions are important too – know when to smile and when not to.

WHO SHOULD ATTEND:

- Owners
- CEO, COO, CFO
- Managers and Supervisors
- HR Professionals
- Safety Professionals

QUESTIONS?
Email training@abccf.org





Maximize your Membership

This **FREE**, informative event is designed to help new, existing, and future ABC Central Florida members learn how to utilize their membership for **Maximum effectiveness and Return On Investment!**

- Business Development
- Education and Training
- Legislative Affairs
- Committee Overview
- Awards and Recognition Programs
- Member Discounts

Space is Limited

Start your journey toward Maximizing your ABC membership by registering today!

Scan the QR code or select your preferred event date:
abccentralflorida.com/maximize-your-membership/

For questions please contact: Catherine Wert,
Membership Director at 407.398.1278
or membership@abccf.org

2024 Dates

February 22

May 16

August 14

November 13

Online Registration closes
at 12:00 p.m. the day before event.

8:00 - 9:30 AM

ABC CF Office:

651 Danville Drive, Suite 200 Orlando, FL
32825

8:00 AM - Light Breakfast & Networking
8:30 - 9:30 AM - Maximize





HURRICANE PREPAREDNESS CLASS

May 30, 2024
8:00 am - 9:30 am

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

Hurricanes, with peak wind speeds exceeding 186 mph, have the potential to cause devastating damage to structures under construction. Proper planning is essential to safeguard your construction site and minimize the risks posed by these powerful storms.

The hurricane season starts on June 1. This year, researchers predict an active season with 23 named storms, of which 11 could escalate to hurricanes, including five reaching category 3 strength or higher. This represents about 170% more storm activity compared to an average year, underscoring the critical need for preparedness.

Who should attend?

- Project managers
- Project Superintendents
- Safety Managers
- Crew Managers
- Front Line Managers

Topics:

- The 5 phases of a Hurricane Action Plan
- 5 Checklists for each Phase
- Preparing Your Response and Recovery Teams
- Preparation Materials and Equipment
- Communications
- Recovery Operations
- Worker Safety

\$50/ Members

\$75/ Non-members



SCAN QR CODE TO REGISTER TODAY

For additional information call 407.628.2070 or email training@abccf.org.

Includes a Construction Site Hurricane Protection Manual, Hurricane Toolkit for construction, and a Hurricane Preparedness Checklist.

Presenters:

Mark Kozloski, Director of Safety/Training, Tri-City Electrical Contractors, Inc.
Josiha Schuh, Director of Safety/Training, Tri-City Electrical Contractors, Inc.




MEMBER MEETUP

North Lake, Volusia and Seminole Counties

- ✔ Network with ABC members
- ✔ Learn about future ABC Events in your area
- ✔ Bring a prospective member and get a prize!

 May 30, 2024, 5pm - 7pm

 Pisces Rising
239 W. 4th Avenue
Mt. Dora, FL 32747

REGISTER NOW



Sponsored by:

LassiterWare
Serving You First





Bowling Tournament

WHEN



June 5, 2024
4:30 PM - 7:30 PM

WHERE



Boardwalk Bowl
Entertainment Center
10749 E Colonial Dr.,
Orlando, FL 32817

RSVP HERE



Earn major bragging rights and show off your bowling skills at the first ever ABC CF YP Bowling Tournament!

Bring your colleagues, supervisors, and mentors for an afternoon of fun with drinks, food, team building and networking.

Bring out the whole team at a discounted rate!

**Sponsorships
Available!**



Builders' BREAKFAST



Zach Beiler

Project Manager, Barton Malow

Join ABC Central Florida Chapter General Contractor Member, Barton Malow, and the University of Central Florida for a discussion on opportunities for partnership with the University's facilities team. The panel will discuss processes, future work, and best practices for engaging with the University. Additionally, the team will provide valuable insight into the upcoming Football Campus and Tower project, and how firms can prequalify, engage, and work with Barton Malow and the UCF facilities team on this monumental project.



Jon Varnell

Vice President for Administrative Operations, UCF



Len Moser

Vice President Sports, Barton Malow



Ben Davis

Assistant Vice President, UCF



**June 6,
2024**



**ABC Office
651 Danville Dr.,
Suite 200, Orlando,
FL 32825**



**7:30 - 9:00
AM**



**Members - \$25
Future Members - \$35**

CHOICE VIP SPONSORS

- Albu & Associates, Inc.
- Andrew General Contractors, Inc.
- Certified Slings & Supply
- Competitive Edge Partners & Consulting, LLC
- Daaxit
- Dean Mead Attorneys At Law
- EquipmentShare, Inc.
- Hartford South, LLC
- LRA Insurance
- MMR Group, Inc.
- Shutts & Bowen, LLP
- Southeastern Surveying & Mapping Corp.
- Tavistock Development Company
- Towers Construction Company
- Turner Construction Company
- Winter Park National Bank
- Withum





Builders' BREAKFAST



Dr. Maria Vasquez

Superintendent, Orange County Public Schools



Rory Salimbene

Chief Facilities Officer, Orange County Public Schools



Edward Ames

Director, Facilities & Construction Contracting with Procurement Services, Orange County Public Schools



Orange County Public Schools

What's Next for Orange County Public Schools

Join ABC Central Florida Chapter and Orange County Public Schools to hear about their upcoming projects, new schools and capital improvements projects, and how you can get involved and do business with them.



June 13, 2024



**ABC Office
651 Danville Dr.,
Suite 200, Orlando,
FL 32825**



**7:30 - 9:00
AM**



**Members - \$25
Future Members - \$35**

CHOICE VIP SPONSORS

- Albu & Associates, Inc.
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- Certified Slings & Supply
- Competitive Edge Partners & Consulting, LLC
- Daaxit
- Dean Mead Attorneys At Law
- EquipmentShare, Inc.
- Hartford South, LLC
- LRA Insurance
- MMR Group, Inc.
- Shutts & Bowen, LLP
- Southeastern Surveying & Mapping Corp.
- Tavistock Development Company
- Towers Construction Company
- Turner Construction Company
- Winter Park National Bank
- Withum

Scan QR code to learn more



ABC's Contractors HR Peer Group

Exclusive For Contractors!

June 21, 2024

Session 2:

Cultivating a High-Performance Culture

Objective: Enable participants to enhance employee engagement and foster a positive workplace culture within their construction companies.

Talking Points:

- Understanding Employee Motivation in Construction
- Leadership Development for Construction Managers
- Promoting Diversity and Inclusion

Cost:

\$10 per session for ABC members

\$20 for non-ABC members



Scan to Register

Location:

651 Danville Dr, Suite 200

Orlando, FL 32825

Breakfast provided, courtesy of:



Contractors HR Peer Group

Breakfast will be provided.

For Additional Questions:

407.628.2070 or RSVP@abccf.org



Arhaus Store Site Tour

J. Raymond Construction is hosting the ABC Young Professionals group to tour the Arhaus Store in Winter Park Village featuring live demonstration on metal and fiber cement panels, and planter wall installations. This 28,000 square foot furniture store will hold an open sales & show room, design center, mock-up space and a covered patio.

WHEN



June 20, 2024
Begins at 3:00 PM

WHERE



**610 N Orlando Ave,
Winter Park, FL
32789**

**Parking Available in
Surrounding
Shopping Centers**

DETAILS



PPE REQUIRED



Free with RSVP



FRONTLINE SUPERVISOR TRAINING



EMPOWER YOUR FIELD CREWS

Give your Upcoming and Current 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.

TRAINING TOPICS

- Work Breakdown Structure (WBS)
- Production "Pull" Planning
- Short Interval Scheduling (SIS - Involving a group activity and work with others to create a realistic schedule)
- Constraint Removal
- Creating Work Packages
- Measuring Cost/Productivity
- Continuous Improvement
- Leadership Development
- Lean Implementation
- Planning and Scheduling
- Labor Management
- Communicating with the workforce

DATE & LOCATION:

June 26 & 27, 2024

8:00 AM – 4:30 PM

lunch will be provided

**ABC, 651 Danville Drive,
Orlando, FL 32825**

WHO SHOULD ATTEND

- Frontline Supervisors
- Foreman
- Assistant Project Managers
- Field Engineers
- Project Control Managers
- Project Engineers
- Superintendents
- Project Managers
- Construction Managers

COST & CANCELLATION POLICY

ABC Member - \$750

Future member - \$850

A cancellation number will be issued for requests that are received by 5 p.m. 5 business days prior to the class. Any requests for a refund made after this date will not be processed.

For additional information call us or email classes@abccf.org.

ABOUT THE INSTRUCTOR

Instructed by Ken McKenzie, Director of Talent Development Services at Trestles

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.



**Scan QR code to
register today**

“Frontline had a large impact on the way I approached work and communicated with the workforce. The topics were well covered, easy to digest and relateable to most day to day activities on the job. Showing me how to breakdown complex activities and schedules into simpler and more manageable tasks as well as how to be a responsible leader made the class invaluable.”

—Michael Nelson, Field Operations Manager - Tri-City Electric



Casino Night

HELP THE INDUSTRY GROW ONE HIGH ROLL AT A TIME

The annual Casino Night will begin with light hors d'oeuvres, followed by dinner, music, and a variety of gaming to include blackjack, roulette, craps, and poker. Proceeds will support the efforts of the Workforce Enhancement Fund which supports construction education programs and promotes careers in construction in the Central Florida area.

August 16, 2024

7:00 - 10:30 p.m.

Orlando Science Center
777 East Princeton Street
Orlando, FL 32803



Sponsorships available!