



Central Florida Chapter
Associated Builders and Contractors, Inc.
Board of Directors Meeting
August 19, 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 June 2024 Minutes – **Action Item**.....Burkett
2. May/June 2024 Final & July 2024 Draft for review– **Action Item (pg. 5-22)**.....Bastin

Leadership Reports

- ChairHolmes
- Congratulations to Model Members of the 3rd Quarter! **(pg. 25)**
- Past ChairEvans
- July 31st – Foundation Foster Children Event

Committee Liaison Reports

- o Membership DevelopmentKurtz / C. Wert
 - 2025 – 15 for 12
 - Retention for 2024
 - Approval of New Members – **Action Item** (separate attachment- **pg. 23-24**)
 - Aug 14th – **Maximize Your Membership** (40 registered)
- o Outreach.....Orr/Daugherty
 - May 30th **Member Meetup** – Lake County (Pisces Rising): 72 attended
 - Aug 8th **Building Connections** - Lake County (The Venetian Center): 137 attended
 - TBD – **Building Connections** – Volusia County (being finalized for September)
- o Government AffairsT. Wert
 - General Election Endorsement List (separate attachment- **pg. 30**)
 - July 18 – July 20th **State Convention Recap**.....Wray
- o Collegiate OutreachDaugherty
 - Need to raise money for GBM’s
 - Seminole State planning 2 meetings & 1 site tour in Fall 2024
 - Jan 31st – **Golf Tournament** at Eagle Creek
- o Excellence in ConstructionTorres
 - Judging has completed. Members are being notified.
 - Project of the Year nominees are being notified.
 - Oct 26th – **EIC Banquet**- 115 registered. Goal is 900 attendees.
- o ProgramsOrr
 - TBD – **Builders Luncheon** at Camping World Stadium
- o SafetyHernandez

Central Florida Chapter Associated Builders and Contractors, Inc.

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

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Key Contacts

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- STEP Completions YTD – **109** completed (**37%** of contractors. *Chapter goal is 40%, National's goal for us is 35%*)
- ABC partnering with ACFS for Annual Safety Day event – **October 15th**
- Special EventsWray
 - July 13th **Red White & Blue BBQ** - Success!
 - Aug 22nd **ABC On Tap – New Location: RockPit Brewing** – downtown Orlando
 - Aug 30th **Fall Golf Tournament 1** (76 registered)
 - Sept 13th **Fall Golf Tournament 2** (112 registered)
 - Sept 19th – **Construction Expo** (115 booths sold, goal is 120. LY final: 108)
 - Oct 5th – **Poker Run** (start at Energy Air) (**pg. 45**)
- Training & Development.....Garcia
 - New Classes Added:
 - Sept 5th – **Milwaukee Innovation Training** (**pg. 36**)
 - Sept 10th – **Contract Negotiation, Review, & Revision** (**pg. 40**)
 - Oct 17th – **Union Organizing & Awareness Training**
 - Nov 19th – **Year End Tax Planning & the Changing Tax Landscape**
 - Dec 3rd – **Medical Gas Installer 6010**
- Workforce CouncilGarcia
 - Aug 16th – **Casino Night: SOLD OUT!**
- Workforce Outreach.....Rodriguez
 - Summer Camps *Recap*:
 - **iBuild/Junior Achievement**: 6/3 – 7/19 (Osceola Technical/ABC Office)
 - 15 middle school students. Sponsoring companies: Hensel Phelps, Competitive Edge Partners, Balfour Beatty, Skanska & Mack Contracting
 - Students engaged in hands-on activities: plumbing, carpentry, concrete work, and heavy equipment trades. They also designed a city park with **Skanska** and visited an active job site, thanks to **Andrews General Contracting**, where they learned about construction drawings and the electrical trade. Special thanks to **Mr. Paul Allen** for his leadership and **Mr. Koi Slaughter** from the City of Orlando for being such an amazing partner.
 - **ACT**: 6/3 – 6/6 (Sumter County)
 - 12 students participated.
 - Companies involved: **RoMac Building Supply, PCEA, WELBRO**
 - Students made a chicken coup that was donated to a local elementary school
 - **Lake County School/Habitat for Humanity**: 6/4 – 6/6 (Leesburg HS)
 - **20+** middle schoolers participated.
 - **ACT/ABC**: 6/10 – 6/14 (ABC Office)
 - **20+** students participated. Companies involved: **Tri-City Electrical, The Amphibious Group/SAVI EHS, Brasfield & Gorrie, FINFROCK, Milwaukee, KENPAT, Hubbard Construction, SI Goldman, White Cap.**
 - The student were tasked with building a mini golf course and a working robot-shaped lamp with an outlet and switches
 - **NAWIC**: 6/17 – 6/21 (Lyman HS)
 - **38** young ladies participated. Companies involved: **Garney Construction, HJ High Construction, Mader Southeast, Ring Power Cat, LP Video Productions, ABC Supply Company, DPR Construction, C&B Piping,**

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WELBRO Building Corporation, PVF Industrial, Competitive Edge, QLM,
ABC Central Florida, AppleOne Employment Services, KMS Engineering,
L7 Construction

- Completed DPR Chopper Challenge, Dog Houses and Concrete Pavers
 - Sept 27th – I Bowl for iBuild at AMF Altamonte Lanes (pg. 44)
- Young ProfessionalsBracco/Jordan
 - Aug 8th – YP Trivia Night (40 registered)
 - Aug 15th – YP Site Tour: P1X by Hensel Phelps (36 registered)
 - Nov 20th – Chili Cookoff
- Old Business
 - 2025 Dues Changes – 1st review. To be voted on in September.....Daugherty
- New Business
 - 2025 Board Member Slate.....Garcia

- President & CEODaugherty
 - Construction Legal Rights Application (*see board resources on website*)
 - Oct 22nd – **Hard Hats for Heart** event at the Varsity Club (pg. 47-48)
 - Change 4 Kids presentation – Dick Batchelor
 - Presentation – Adam & Phil Grisafi, **ABC Insurance Trust** (pg. 31-32)
 - New Member Mixer following this meeting
 - Aug 20th – **Freedom Formula** event (hosted by Withum) (pg. 35)
 - Sept 25th – **CareerSource High School Express** event
 - Sept 26th –**Captive Insurance Seminar Breakfast** (pg. 38)

Next Board Meeting is September 16, 2024 @ 3:30 p.m.
Board documents can be found at: abccentralflorida.com/bod/

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



Location:

651 Danville Drive, Suite 200, Orlando, FL 32825

June 17, 2024

PRESIDING: Julie Holmes, Brasfield & Gorrie, LLC

BOARD MEMBERS PRESENT

Ray Bastin	Treasurer	Withum
Roy Burkett	Vice Chair	S. I. Goldman Company, Inc.
Michelle Delaney	Director	LRA Insurance
Neal Ernest	Director	Balfour Beatty
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
John Kurtz	Director	Gilbane Building Company
Scott Luebbert	Director	Tri-City Electrical Contractors
Debbie Rodriguez	Director	Competitive Edge Partners
David Schultz	Vice Chair	CEMEX
Scott Scruby	Director	Sunbelt Rentals
Chad Tinetti	Director	Tavistock Development
Oskar Torres	Director	Towers Construction Company
Matt Walton	Director	MiGre Engineers, LLC
Mark Woehrle	Director	Comprehensive Energy Services, Inc.

BOARD MEMBERS ABSENT

Charles Bracco	Director	Modern Plumbing Industries, Inc
Steven Lockhart	Director	Finrock Construction, LLC
Jonathan Sheppard	Director	Austin Commercial, LP
Derrick Valkenburg	Director	Shutts & Bowen

BOARD MEMBERS ON ZOOM

Jason Albu	Director	Albu & Associates, Inc.
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GENERAL COUNSEL

Michael C. Sasso	General Counsel	Sasso & Sasso, P.A.
Thomas P. Wert	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

CALL TO ORDER

- **HOLMES** called the board meeting to order at 3:33PM 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 May 20, 2024, meeting. The motion passed.**

2. FINANCIALS

- **BASTIN** reviewed the draft financials for May 2024.
- **A motion was made and seconded to approve the April 2024 financials. The motion passed.**
- **MOSIER** gave a review of the 2023 audit.
- **A motion was made and seconded to accept the 2023 audit as presented. The motion passed.**

LEADERSHIP REPORTS

- **HOLMES** moved to Committee Liaison Reports.

NEW MEMBER COMPANIES

C&S Supply of Orlando	Category 9
CT Mechanical	Category 8
East Coast Metal Structures Corp.	Category 8
G.C. Contracting, LLC	Category 8
Heyden Supply	Category 2
Hudson Lambert Parrott, LLC	Category 1
L7 Construction, Inc.	Category 10.1
Luxury Floor Depot	Category 2
RLH Construction, LL	Category 13
Southmost Drywall, Inc.	Category 10.2
The Orlando Law Group	Category 1

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

COMMITTEE LIAISON REPORTS

- **KURTZ and WERT** gave a membership development update.
 - 53 new members in 2024 to date, goal for 2024 is 90. That goal is going to need to be raised to offset the large number of drops this year.
 - The contractor percentage is at 60%, the lowest it has been in 3 years.
 - Drops currently at 98 members.
 - Dropped and new member lists were handed out to the board, loop **WERT** in on completed retention calls.
 - Complete new member welcome call assignments.
- **DAUGHERTY** gave an update on outreach to members in outer counties.
 - Events have been held in Lake and Osceola counties.
 - Events are being planned in Seminole County with the school district and the Lake County Government.
- **WALTON** gave a government affairs update.
 - The National Legislative Conference is June 25-26 in D.C.
 - July 2 is scheduled for candidate interviews.
 - Reminder to take the survey about priorities before the State Convention, July 18-20. Register and get your room now before they run out.
 - Rubio is going to back Scott to be the GOP leader.

- Lawsuit on PLAs filed through Florida First Coast.
- **DAUGHERTY** gave an update on Collegiate Outreach.
 - Continuing to work with UCF and Seminole State Chapters.
 - The golf tournament has been moved up to January, will need to raise money for two teams to go to Vegas for the CMC Competition in 2025.
- **TORRES** gave an Excellence in Construction Awards Committee update.
 - 199 total entries this year, record number of entries.
 - Still need architects and engineers for judging.
- **DAUGHERTY** gave a Programs Committee update.
 - Good turnout for both June Builders' Breakfasts with UCF/Barton Malow and OCPS.
 - OCPS created a way for ABC members to give direct feedback on construction contract issues.
- **HERNANDEZ** gave an update from the Safety Committee.
 - The chapter goal for STEP is 40% by the end of July.
 - Only 1 contractor board member has not completed STEP.
- **WRAY** gave an update on special events.
 - July 13 is the family BBQ and will be a ribbon cutting for the downstairs lab.
 - Encourage employees to sign up to attend along with their families.
 - Need sponsors still.
 - Need board volunteers to go in the dunk tank.
- **GARCIA** gave an update on the Training & Development Committee.
 - Request for board to help promote upcoming training courses.
 - Workforce Council updates on Casino Night, August 16.
 - Up to 93 people registered so far.
 - There will be a silent auction this year.
 - There is a party pack available to get 10 people for the price of 9.
 - The second round of workforce applications are about to open up to take submissions.
- **RODRIGUEZ** gave an update on Workforce Outreach and summer camps scheduled.
 - iBuild/Junior Achievement Summer Camp is going on with 15 participants.
 - 20 Students attended the ACT/ABC Summer Camp, successful first year.
 - NAWIC camp is going on with Lyman High School this week.
- **JORDAN** gave an update on the YP committee.
 - The first YP bowling tournament sold out, want to make it an annual event.
 - There is a site tour coming up hosted by J. Raymond and CEP at the Arhaus store, as well as one in August for P1X, and a trivia night.

PRESIDENT'S REPORT

- **DAUGHERTY** Board applications are due by July 31.
 - If you know people that would be good board members, encourage them to apply.
 - August 19 board meeting the list of candidates for approval will be out.
 - Ballots will be due by September 30 to vote.
 - There will not be a board meeting in July. The board is encouraged to use the money off from a meeting to get new members and follow up on dropped members.
 - Still have slots available for the brick campaign.
- **OLD BUSINESS**
 - Tyson Smith is advising not to move the \$194k out of the Western Asset Core fund and that it is about to bottom

out. Looking to move the Money Market \$240K, Tyson is also making money off this account, looking to drop it into a CD.

- **BASTIN** is having an asset manager investigate the accounts and make a recommendation.
- **Motion made and seconded to stop buying and trading until a recommendation is made. The motion passed.**

NEW BUSINESS

NEXT MEETING

- August 19, 2024, at 3:30 PM.

ADJOURNMENT

- **HOLMES** adjourned the meeting at 4:33 PM.

TD 6/17/2024

	<u>May 31, 24</u>	<u>May 31, 23</u>
ASSETS		
Current Assets		
Checking/Savings		
11001 - Operating Accounts		
11000 - Petty Cash	500.00	2,582.09
11026 - Winter Park Bank Operating	4,677.56	77,636.17
11027 - Winter Park Bank Operating New	453,843.73	-200.00
11030 - WPNB -Money Market 4.49%	447,589.40	938,247.50
Total 11001 - Operating Accounts	<u>906,610.69</u>	<u>1,018,265.76</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	566,853.30	722,023.40
Total 11010 - Raymond James Investment Acct	<u>1,066,853.30</u>	<u>722,023.40</u>
Total 11002 - Reserve Funds	1,066,853.30	722,023.40
11003 - Workforce Funds		
11031-1 - WEF Raymond James Investment	103,155.78	0.00
11031 - Winter Park Bank- Workforce	168,409.74	245,284.76
Total 11003 - Workforce Funds	<u>271,565.52</u>	<u>245,284.76</u>
Total Checking/Savings	2,245,029.51	1,985,573.92
Accounts Receivable		
11100 - Accounts Receivable	-195,975.17	-101,757.09
Prepaid Events		
Total Accounts Receivable	-195,975.17	-101,757.09
Other Current Assets		
1120 - Inventory Asset	6,650.00	0.00
11200 - Prepaid National Dues	200,390.35	189,979.53
11210 - Prepaid State Dues	49,903.25	48,068.99
11220 - Prepaid Insurance	12,919.09	12,403.15
11230 - Prepaid Expenses	165,509.32	31,822.94
11240 - Inventory	9,432.29	3,116.73
1499 - Undeposited Funds	0.00	4,537.69
Total Other Current Assets	<u>444,804.30</u>	<u>289,929.03</u>
Total Current Assets	<u>2,493,858.64</u>	<u>2,173,745.86</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	-1,439,712.35	-1,367,737.41
Total Fixed Assets	<u>1,325,168.13</u>	<u>1,397,143.07</u>

Other Assets		
11600 · Refundable Deposit	618.30	618.30
Total Other Assets	<u>618.30</u>	<u>618.30</u>
TOTAL ASSETS	<u>3,819,645.07</u>	<u>3,571,507.23</u>
LIABILITIES & EQUITY		
Liabilities		
Current Liabilities		
Accounts Payable		
22000 · Accounts Payable	7,296.90	-41,672.08
Total Accounts Payable	<u>7,296.90</u>	<u>-41,672.08</u>
Other Current Liabilities		
22100 · Sales Tax Payable	281.49	284.30
22110 · Accrued Property Taxes	22,567.10	20,839.88
22112 · Equipment Lease - ST	5,177.94	5,008.36
22201 · Tenant Security Deposits	6,426.80	6,776.80
22202 · Future Events Income	25,297.47	16,970.59
22203 · Member & Training Services	14,661.90	8,354.92
22204 · Renewing Member Dues- 2024	740,456.66	0.00
22205 · Partial Pays Renew/New Members	1,365.00	1,000.00
22206 · Renewing Member Dues- 2023	0.00	745,503.60
22207 · New Member Dues- 2023	0.00	65,550.26
22208 · New Member Dues-2024	136,887.39	0.00
22209 · VIP Sponsorship	197,631.00	199,897.92
22210 · 2022 New Member Credit to 2023	0.00	50,987.40
22211 · PAC Funds	2,147.67	3,900.00
22300 · Trimmer Constr. Ed. Payable	0.00	250.00
22301 · Free Enterprise All. Payable	0.00	300.00
22305 · Workforce Enhancement Fund	2,606.67	255.00
Total Other Current Liabilities	<u>1,155,507.09</u>	<u>1,125,879.03</u>
Total Current Liabilities	<u>1,162,803.99</u>	<u>1,084,206.95</u>
Long Term Liabilities	<u>747.71</u>	<u>9,563.09</u>
Total Liabilities	<u>1,163,551.70</u>	<u>1,093,770.04</u>
Equity		
30000 · Opening Bal Equity	6,650.00	604,557.55
31100 · Retained Earnings	2,642,306.10	1,832,428.14
Net Income	<u>7,137.27</u>	<u>40,751.50</u>
Total Equity	<u>2,656,093.37</u>	<u>2,477,737.19</u>
TOTAL LIABILITIES & EQUITY	<u>3,819,645.07</u>	<u>3,571,507.23</u>

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

	<u>May 24</u>	<u>Budget</u>	<u>Jan - May 24</u>	<u>YTD Budget</u>	<u>Annual Budget</u>
Ordinary Income/Expense					
Income					
40000 · Membership Income					
41000 · New Member Dues	19,611.05	23,599.25	67,571.61	84,885.15	286,837.03
41010 · Renewing Member Dues	106,028.38	112,250.79	477,399.40	514,114.45	1,315,020.00
41020 · Enrollment Fee	1,130.00	900.00	4,830.00	5,500.00	10,000.00
41030 · Membership Promotion	0.00	0.00	0.00	200.00	500.00
46030 · Job Site Signs Sales	284.25	291.67	3,754.06	1,458.31	3,500.00
Total 40000 · Membership Income	<u>127,053.68</u>	<u>137,041.71</u>	<u>553,555.07</u>	<u>606,157.91</u>	<u>1,615,857.03</u>
40100 · Events Income	15,280.00	19,750.00	278,452.57	262,225.00	918,440.00
40200 · Training and Development Income	75,456.36	69,118.40	185,704.28	198,380.60	291,770.00
40300 · Advertising & Marketing Income	52,461.00	53,902.50	88,899.00	85,010.82	142,365.00
Total Income	<u>270,251.04</u>	<u>279,812.61</u>	<u>1,106,610.92</u>	<u>1,151,774.33</u>	<u>2,968,432.03</u>
Gross Profit	270,251.04	279,812.61	1,106,610.92	1,151,774.33	2,968,432.03
Expense					
60000 · Membership Expenses	2,258.73	3,125.00	17,907.41	15,625.00	37,500.00
60100 · Events Expense					
610402 · Regional Outreach Expense	853.53		2,137.80		
64000 · Meetings (Ticket Event) Expense	6,080.43	5,850.00	29,343.05	29,650.00	48,550.00
64010 · Golf Tournaments Expense	564.04	0.00	106,431.87	102,000.00	146,440.00
64030 · Construction Expo Expense	652.93	0.00	1,184.96	0.00	48,211.00
64040 · GC Connect Expense	0.00	0.00	9,024.57	8,275.00	8,275.00
64050 · EIC Construction Awards Expense	708.37	0.00	2,588.47	0.00	257,405.00
64100 · Sponsored Events Exp	0.00	0.00	4,757.74	6,000.00	21,975.00
64105 · Young Professionals Expense	170.89	2,500.00	1,012.76	3,500.00	5,750.00
64107 · VIP Expenses	263.59	800.00	4,242.75	6,500.00	9,400.00
64112 · Meetings & Events General Exps.	93.49	333.33	507.64	1,666.69	4,000.00
60100 · Events Expense - Other	70.34		70.34		
Total 60100 · Events Expense	<u>9,457.61</u>	<u>9,483.33</u>	<u>161,301.95</u>	<u>157,591.69</u>	<u>550,006.00</u>
60200 · Training and Develoment Expense	28,716.70	32,019.65	70,049.53	82,441.30	133,552.95
60300 · Advertising & Marketing Expense	10,123.14	10,950.00	22,944.12	23,615.00	47,995.00
60400 · General and Administrative					
65030 · Website	80.00	334.00	2,805.64	1,670.00	4,008.00
66050 · Personnel Expenses	100,194.13	105,540.83	501,465.61	527,704.19	1,324,738.58
66060 · Insurances	1,739.35	1,875.00	8,621.11	9,375.00	22,500.00
67050 · Staff & Team Development	417.04	541.67	2,667.20	2,708.31	6,500.00
68000 · Auto Expense	1,743.23	1,500.00	7,767.22	7,500.00	18,000.00
68200 · President's Expense	90.27	210.00	1,296.36	1,030.00	2,500.00
68210 · Board of Directors Meetings	216.98	416.67	2,195.72	2,083.31	5,000.00
68220 · Committee Meetings	153.84	300.00	856.95	1,400.00	3,500.00
69000 · Utilities	2,328.37	4,200.00	11,413.95	21,000.00	50,400.00
69020 · Property Taxes	4,513.42	4,600.00	23,003.97	23,000.00	55,200.00
69030 · Janitorial & Cleaning	895.86	1,175.00	5,155.86	5,775.00	14,000.00
69040 · Building Supplies/Maintenance	3,998.71	5,000.00	21,472.46	25,300.00	61,350.00
69100 · Administrative - Postage	40.93	25.00	131.52	125.00	300.00
69120 · Telephone & Data Expense	938.70	1,130.00	5,474.92	5,650.00	13,560.00
69190 · Computer Software	804.19	1,450.00	9,036.05	7,250.00	17,400.00
69200 · Leased Office Equipment	304.35	500.00	2,099.86	2,500.00	6,000.00
69210 · Office Supplies	438.05	375.00	2,242.24	1,875.00	4,500.00
69220 · Equipment R&M, Supplies	328.10	1,800.00	3,647.79	9,000.00	21,600.00
69300 · Advertising expense	251.07	500.00	251.07	2,500.00	6,000.00
69315 · Bank Charges	208.30	40.00	339.20	200.00	480.00
69325 · Interest Expense	18.47	18.47	112.56	109.56	181.73
69340 · Professional Services	20,000.00	22,500.00	20,171.81	27,220.00	41,440.00
69350 · Taxes & Licenses	0.00	60.00	61.25	280.00	700.00
69370 · Dues, Subscript., Sponsorships	0.00	100.00	168.00	500.00	1,200.00
69400 · Depreciation	6,620.75	6,000.00	34,544.75	30,000.00	72,000.00
Total 60400 · General and Administrative	<u>146,324.11</u>	<u>160,191.64</u>	<u>667,003.07</u>	<u>715,755.37</u>	<u>1,753,058.31</u>
61000 · National Dues	28,104.06	28,000.00	122,318.31	140,000.00	336,000.00
61020 · State Dues	6,996.44	7,263.00	29,624.89	36,315.00	87,156.00

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

	<u>May 24</u>	<u>Budget</u>	<u>Jan - May 24</u>	<u>YTD Budget</u>	<u>Annual Budget</u>
61100 · National Meetings	2,102.73	3,000.00	7,360.88	16,500.00	28,500.00
68110 · State Meetings	0.00	500.00	3,462.41	3,000.00	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	300.00	1,000.00
69391 · Community Enrichment	266.98	2,000.00	6,799.39	10,000.00	24,000.00
Total Expense	<u>234,350.50</u>	<u>256,632.62</u>	<u>1,108,771.96</u>	<u>1,201,143.36</u>	<u>3,012,768.26</u>
Net Ordinary Income	35,900.54	23,179.99	-2,161.04	-49,369.03	-44,336.23
Other Income/Expense					
Other Income					
Student Chapter, net	0.00		0.00		
Workforce Fund, net	-363.58		-38,121.45		
44021 · Apprenticeship Mgmt. Income	4,053.40		4,053.40		
46511 · Building Fundraising	0.00	0.00	6,120.00	0.00	250,000.00
47000 · Interest Income	3,884.40	1,500.00	13,445.93	7,500.00	18,000.00
47010 · General Income	9.96	0.00	45.71	0.00	0.00
47012 · Rental Income					
470122 · Lease Space					
470125 · Astronaut Lease Ste101-1,685	1,685.00	1,685.00	8,225.00	8,425.00	20,220.00
470126 · Empire Elect ste102 - 1,666.25	1,666.25	1,666.25	8,131.25	8,331.25	19,995.00
470127 · United Form ste103-1,535	1,535.00	1,535.00	7,475.00	7,675.00	18,420.00
470128 · Second Floor Lease Space	0.00	385.00	1,050.00	1,820.00	4,515.00
Total 470122 · Lease Space	<u>4,886.25</u>	<u>5,271.25</u>	<u>24,881.25</u>	<u>26,251.25</u>	<u>63,150.00</u>
470123 · Classroom rental	1,029.70	481.00	3,593.53	2,405.00	5,772.00
470124 · Rental Supplies	410.00		1,310.00		
69392 · Rental Expense	0.00	0.00	-41.66	0.00	0.00
Total 47012 · Rental Income	<u>6,325.95</u>	<u>5,752.25</u>	<u>29,743.12</u>	<u>28,656.25</u>	<u>68,922.00</u>
47020 · Gain (Loss) on Investment/Asset	8,221.15		-1,308.60		
Total Other Income	<u>22,131.28</u>	<u>7,252.25</u>	<u>13,978.11</u>	<u>36,156.25</u>	<u>336,922.00</u>
Other Expense					
64021 · Apprenticeship Mgmt. Expense	4,053.40		4,053.40		
66511 · Building Fundraising Expense	86.27	0.00	626.40	0.00	250,000.00
Total Other Expense	<u>4,139.67</u>	<u>0.00</u>	<u>4,679.80</u>	<u>0.00</u>	<u>250,000.00</u>
Net Other Income	<u>17,991.61</u>	<u>7,252.25</u>	<u>9,298.31</u>	<u>36,156.25</u>	<u>86,922.00</u>
Net Income	<u><u>53,892.15</u></u>	<u><u>30,432.24</u></u>	<u><u>7,137.27</u></u>	<u><u>-13,212.78</u></u>	<u><u>42,585.77</u></u>

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

	<u>Jun 30, 24</u>	<u>Jun 30, 23</u>
ASSETS		
Current Assets		
Checking/Savings		
11001 · Operating Accounts		
11000 · Petty Cash	500.00	2,582.09
11026 · Winter Park Bank Operating	23,373.56	37,321.77
11027 · Winter Park Bank Operating New	370,913.19	-200.00
11030 · WPNB -Money Market 4.49%	448,554.40	939,597.04
Total 11001 · Operating Accounts	<u>843,341.15</u>	<u>979,300.90</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	571,471.86	730,254.02
Total 11010 · Raymond James Investment Acct	<u>1,071,471.86</u>	<u>730,254.02</u>
Total 11002 · Reserve Funds	<u>1,071,471.86</u>	<u>730,254.02</u>
11003 · Workforce Funds		
11031-1 · WEF Raymond James Investment	103,198.18	0.00
11031 · Winter Park Bank- Workforce	168,306.34	245,284.76
Total 11003 · Workforce Funds	<u>271,504.52</u>	<u>245,284.76</u>
Total Checking/Savings	<u>2,186,317.53</u>	<u>1,954,839.68</u>
Accounts Receivable		
11100 · Accounts Receivable	-263,473.72	-163,129.93
Total Accounts Receivable	<u>-263,473.72</u>	<u>-163,129.93</u>
Other Current Assets		
1120 · Inventory Asset	6,650.00	0.00
11200 · Prepaid National Dues	176,236.86	165,062.38
11210 · Prepaid State Dues	44,063.95	42,363.15
11220 · Prepaid Insurance	11,179.74	10,721.61
11230 · Prepaid Expenses	135,847.72	26,007.69
11240 · Inventory	9,170.16	2,946.09
Total Other Current Assets	<u>383,148.43</u>	<u>247,100.92</u>
Total Current Assets	<u>2,305,992.24</u>	<u>2,038,810.67</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	-1,446,333.10	-1,374,560.58
Total Fixed Assets	<u>1,318,547.38</u>	<u>1,390,319.90</u>
Other Assets		
11600 · Refundable Deposit	618.30	618.30

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

	Jun 30, 24	Jun 30, 23
Total Other Assets	618.30	618.30
TOTAL ASSETS	3,625,157.92	3,429,748.87
LIABILITIES & EQUITY		
Liabilities		
Current Liabilities		
Accounts Payable		
22000 · Accounts Payable	-32,211.38	-38,108.57
Total Accounts Payable	-32,211.38	-38,108.57
Credit Cards	-187.26	0.00
Other Current Liabilities		
2100 · Payroll Liabilities	17,031.05	0.00
22100 · Sales Tax Payable	233.68	257.35
22110 · Accrued Property Taxes	27,080.52	25,366.32
22112 · Equipment Lease - ST	4,444.38	4,298.80
22201 · Tenant Security Deposits	6,426.80	6,776.80
22202 · Future Events Income	2,878.32	2,314.07
22203 · Member & Training Services	9,617.90	2,538.25
22204 · Renewing Member Dues- 2024	636,567.71	0.00
22205 · Partial Pays Renew/New Members	1,365.00	1,000.00
22206 · Renewing Member Dues- 2023	0.00	640,413.09
22207 · New Member Dues- 2023	0.00	67,019.36
22208 · New Member Dues-2024	132,190.62	0.00
22209 · VIP Sponsorship	185,152.50	153,757.20
22210 · 2022 New Member Credit to 2023	0.00	43,703.48
22211 · PAC Funds	1,044.88	750.00
22300 · Trimmer Constr. Ed. Payable	0.00	150.00
22301 · Free Enterprise All. Payable	0.00	150.00
22305 · Workforce Enhancement Fund	2,971.67	545.00
Total Other Current Liabilities	1,027,005.03	949,039.72
Total Current Liabilities	994,606.39	910,931.15
Long Term Liabilities	747.71	9,563.09
Total Liabilities	995,354.10	920,494.24
Equity		
30000 · Opening Bal Equity	6,650.00	604,557.55
31100 · Retained Earnings	2,642,306.10	1,832,428.14
Net Income	-19,152.28	72,268.94
Total Equity	2,629,803.82	2,509,254.63
TOTAL LIABILITIES & EQUITY	3,625,157.92	3,429,748.87

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

	<u>Jun 24</u>	<u>Budget</u>	<u>Jan - Jun 24</u>	<u>YTD Budget</u>	<u>Annual Budget</u>
Ordinary Income/Expense					
Income					
40000 - Membership Income					
41000 - New Member Dues	22,096.77	25,799.25	89,668.38	110,684.40	286,837.03
41010 - Renewing Member Dues	106,384.95	112,683.65	583,784.35	626,798.10	1,315,020.00
41020 - Enrollment Fee	700.00	600.00	5,530.00	6,100.00	10,000.00
41030 - Membership Promotion	0.00	0.00	0.00	200.00	500.00
46030 - Job Site Signs Sales	448.75	291.67	4,202.81	1,749.98	3,500.00
Total 40000 - Membership Income	<u>129,630.47</u>	<u>139,374.57</u>	<u>683,185.54</u>	<u>745,532.48</u>	<u>1,615,857.03</u>
40100 - Events Income					
41040 - Regional Outreach Income	0.00		3,720.00		
44000 - Meetings (Ticket Event)	8,304.90	0.00	70,409.90	43,950.00	81,425.00
44010 - Golf Tournaments	2,830.00	0.00	153,168.14	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	0.00	0.00	19,700.00	20,800.00	57,090.00
44105 - Young Professionals Events	4,150.00	0.00	5,210.00	9,250.00	11,750.00
Total 40100 - Events Income	<u>15,284.90</u>	<u>0.00</u>	<u>293,737.47</u>	<u>262,225.00</u>	<u>918,440.00</u>
40200 - Training and Development Income	26,549.43	12,093.00	212,253.71	210,473.60	291,770.00
40300 - Advertising & Marketing Income	11,039.50	13,241.67	99,938.50	98,252.49	142,365.00
Total Income	<u>182,504.30</u>	<u>164,709.24</u>	<u>1,289,115.22</u>	<u>1,316,483.57</u>	<u>2,968,432.03</u>
Gross Profit	182,504.30	164,709.24	1,289,115.22	1,316,483.57	2,968,432.03
Expense					
60000 - Membership Expenses					
61040 - Member Fees & Promotion	1,551.82	3,125.00	19,459.23	18,750.00	37,500.00
Total 60000 - Membership Expenses	<u>1,551.82</u>	<u>3,125.00</u>	<u>19,459.23</u>	<u>18,750.00</u>	<u>37,500.00</u>
60100 - Events Expense					
610402 - Regional Outreach Expense	0.00		2,137.80		
64000 - Meetings (Ticket Event) Expense	7,270.42	0.00	36,613.47	29,650.00	48,550.00
64010 - Golf Tournaments Expense	191.80	0.00	106,623.67	102,000.00	146,440.00
64030 - Construction Expo Expense	404.60	0.00	1,589.56	0.00	48,211.00
64040 - GC Connect Expense	0.00	0.00	9,024.57	8,275.00	8,275.00
64050 - EIC Construction Awards Expense	412.63	0.00	3,001.10	0.00	257,405.00
64100 - Sponsored Events Exp	0.00	0.00	4,757.74	6,000.00	21,975.00
64105 - Young Professionals Expense	2,519.54	0.00	3,532.30	3,500.00	5,750.00
64107 - VIP Expenses	76.91	0.00	4,319.66	6,500.00	9,400.00
64112 - Meetings & Events General Exps.	96.63	333.33	604.27	2,000.02	4,000.00
60100 - Events Expense - Other	0.00		70.34		
Total 60100 - Events Expense	<u>10,972.53</u>	<u>333.33</u>	<u>172,274.48</u>	<u>157,925.02</u>	<u>550,006.00</u>
60200 - Training and Development Expense	15,355.70	7,369.00	85,405.23	89,810.30	133,552.95
60300 - Advertising & Marketing Expense	6,959.03	5,382.50	29,903.15	28,997.50	47,995.00
60400 - General and Administrative					
65030 - Website	80.00	334.00	2,885.64	2,004.00	4,008.00
66050 - Personnel Expenses	115,154.38	105,540.83	616,619.99	633,245.02	1,324,738.58
66060 - Insurances	1,739.35	1,875.00	10,360.46	11,250.00	22,500.00
67050 - Staff & Team Development	144.48	541.67	2,811.68	3,249.98	6,500.00
68000 - Auto Expense	1,751.56	1,500.00	9,518.78	9,000.00	18,000.00
68200 - President's Expense	113.25	210.00	1,409.61	1,240.00	2,500.00
68210 - Board of Directors Meetings	81.23	416.67	2,276.95	2,499.98	5,000.00
68220 - Committee Meetings	81.24	300.00	938.19	1,700.00	3,500.00
69000 - Utilities	2,836.99	4,200.00	14,250.94	25,200.00	50,400.00
69020 - Property Taxes	4,513.42	4,600.00	27,517.39	27,600.00	55,200.00
69030 - Janitorial & Cleaning	1,065.00	1,175.00	6,220.86	6,950.00	14,000.00
69040 - Building Supplies/Maintenance	1,853.41	5,200.00	23,325.87	30,500.00	61,350.00
69100 - Administrative - Postage	18.98	25.00	150.50	150.00	300.00
69120 - Telephone & Data Expense	938.70	1,130.00	6,413.62	6,780.00	13,560.00
69190 - Computer Software	2,164.08	1,450.00	11,200.13	8,700.00	17,400.00
69200 - Leased Office Equipment	304.35	500.00	2,404.21	3,000.00	6,000.00
69210 - Office Supplies	590.53	375.00	2,832.77	2,250.00	4,500.00

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

	<u>Jun 24</u>	<u>Budget</u>	<u>Jan - Jun 24</u>	<u>YTD Budget</u>	<u>Annual Budget</u>
69220 · Equipment R&M, Supplies	5,184.20	1,800.00	8,831.99	10,800.00	21,600.00
69300 · Advertising expense	0.00	500.00	251.07	3,000.00	6,000.00
69315 · Bank Charges	29.30	40.00	368.50	240.00	480.00
69325 · Interest Expense	16.44	16.44	129.00	126.00	181.73
69340 · Professional Services	1,500.00	1,000.00	21,671.81	28,220.00	41,440.00
69350 · Taxes & Licenses	60.27	60.00	121.52	340.00	700.00
69370 · Dues, Subscript., Sponsorships	0.00	100.00	168.00	600.00	1,200.00
69400 · Depreciation	6,620.75	6,000.00	41,165.50	36,000.00	72,000.00
Total 60400 · General and Administrative	146,841.91	138,889.61	813,844.98	854,644.98	1,753,058.31
61000 · National Dues	28,762.49	28,000.00	151,080.80	168,000.00	336,000.00
61020 · State Dues	7,189.30	7,263.00	36,814.19	43,578.00	87,156.00
61100 · National Meetings	4,060.32	3,000.00	11,421.20	19,500.00	28,500.00
68110 · State Meetings	2,105.28	0.00	5,567.69	3,000.00	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	400.00	1,000.00
69391 · Community Enrichment	390.92	2,000.00	7,190.31	12,000.00	24,000.00
Total Expense	224,189.30	195,462.44	1,332,961.26	1,396,605.80	3,012,768.26
Net Ordinary Income	-41,685.00	-30,753.20	-43,846.04	-80,122.23	-44,336.23
Other Income/Expense					
Other Income					
Student Chapter, net	0.00		0.00		
Workforce Fund, net	-206.80		-38,328.25		
44021 · Apprenticeship Mgmt. Income	0.00		4,053.40		
46511 · Building Fundraising	6,660.00	62,500.00	12,780.00	62,500.00	250,000.00
47000 · Interest Income	2,797.68	1,500.00	16,243.61	9,000.00	18,000.00
47010 · General Income	7.04	0.00	52.75	0.00	0.00
47012 · Rental Income					
470122 · Lease Space					
470125 · Astronaut Lease Ste101-1,685	1,685.00	1,685.00	9,910.00	10,110.00	20,220.00
470126 · Empire Elect ste102 - 1,666.25	1,666.25	1,666.25	9,797.50	9,997.50	19,995.00
470127 · United Form ste103-1,535	1,535.00	1,535.00	9,010.00	9,210.00	18,420.00
470128 · Second Floor Lease Space	0.00	385.00	1,050.00	2,205.00	4,515.00
Total 470122 · Lease Space	4,886.25	5,271.25	29,767.50	31,522.50	63,150.00
470123 · Classroom rental	105.47	481.00	3,699.00	2,886.00	5,772.00
470124 · Rental Supplies	705.00		2,015.00		
69392 · Rental Expense	0.00	0.00	-41.66	0.00	0.00
Total 47012 · Rental Income	5,696.72	5,752.25	35,439.84	34,408.50	68,922.00
47020 · Gain (Loss) on Investment/Asset	2,828.28		1,519.68		
Total Other Income	17,782.92	69,752.25	31,761.03	105,908.50	336,922.00
Other Expense					
64021 · Apprenticeship Mgmt. Expense	0.00		4,053.40		
66511 · Building Fundraising Expense	2,387.47	62,500.00	3,013.87	62,500.00	250,000.00
Total Other Expense	2,387.47	62,500.00	7,067.27	62,500.00	250,000.00
Net Other Income	15,395.45	7,252.25	24,693.76	43,408.50	86,922.00
Net Income	-26,289.55	-23,500.95	-19,152.28	-36,713.73	42,585.77

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

	Jul 31, 24	Jul 31, 23
ASSETS		
Current Assets		
Checking/Savings		
11001 · Operating Accounts		
11000 · Petty Cash	500.00	500.09
11026 · Winter Park Bank Operating	23,398.56	112,242.77
11027 · Winter Park Bank Operating New	567,996.33	-200.00
11030 · WPNB -Money Market 4.49%	450,229.87	840,854.52
Total 11001 · Operating Accounts	1,042,124.76	953,397.38
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	581,261.12	734,945.71
Total 11010 · Raymond James Investment Acct	1,081,261.12	734,945.71
Total 11002 · Reserve Funds	1,081,261.12	734,945.71
11003 · Workforce Funds		
11031-1 · WEF Raymond James Investment	103,242.01	0.00
11031 · Winter Park Bank- Workforce	167,351.99	245,284.76
Total 11003 · Workforce Funds	270,594.00	245,284.76
Total Checking/Savings	2,393,979.88	1,933,627.85
Accounts Receivable		
11100 · Accounts Receivable	-385,881.22	-202,238.36
Total Accounts Receivable	-385,881.22	-202,238.36
Other Current Assets		
1120 · Inventory Asset	6,650.00	0.00
11200 · Prepaid National Dues	154,632.70	140,854.04
11210 · Prepaid State Dues	38,937.15	36,322.94
11220 · Prepaid Insurance	9,440.39	9,040.07
11230 · Prepaid Expenses	141,504.81	25,679.89
11240 · Inventory	11,841.16	2,910.98
1499 · Undeposited Funds	-175.00	0.00
Total Other Current Assets	362,831.21	214,807.92
Total Current Assets	2,370,929.87	1,946,197.41
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
11340 · Automobile	32.05	0.00
11350 · Equipment - Capital Lease	41,400.00	41,400.00
11355 · Building Tenant Improvement	284,569.48	284,569.48
11400 · Accumulated Depreciation	-1,452,953.85	-1,381,383.75
Total Fixed Assets	1,311,958.68	1,383,496.73

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

	Jul 31, 24	Jul 31, 23
Other Assets		
11600 · Refundable Deposit	618.30	618.30
Total Other Assets	618.30	618.30
TOTAL ASSETS	3,683,506.85	3,330,312.44
LIABILITIES & EQUITY		
Liabilities		
Current Liabilities		
Accounts Payable		
22000 · Accounts Payable	-30,371.23	-46,135.39
Total Accounts Payable	-30,371.23	-46,135.39
Credit Cards	961.03	0.00
Other Current Liabilities		
2100 · Payroll Liabilities	17,031.05	0.00
22100 · Sales Tax Payable	18.28	295.96
22110 · Accrued Property Taxes	31,593.94	29,892.76
22112 · Equipment Lease - ST	3,708.79	3,587.27
22201 · Tenant Security Deposits	6,426.80	6,776.80
22202 · Future Events Income	156,511.23	45,289.63
22203 · Member & Training Services	22,614.90	-218.42
22204 · Renewing Member Dues- 2024	534,086.93	0.00
22205 · Partial Pays Renew/New Members	1,365.00	0.00
22206 · Renewing Member Dues- 2023	0.00	539,441.40
22207 · New Member Dues- 2023	0.00	64,546.13
22208 · New Member Dues-2024	130,373.85	0.00
22209 · VIP Sponsorship	182,971.50	153,507.20
22210 · 2022 New Member Credit to 2023	0.00	36,419.56
22211 · PAC Funds	1,044.88	0.00
22300 · Trimmer Constr. Ed. Payable	0.00	150.00
22301 · Free Enterprise All. Payable	-2,000.00	150.00
22305 · Workforce Enhancement Fund	0.00	855.83
Total Other Current Liabilities	1,085,747.15	880,694.12
Total Current Liabilities	1,056,336.95	834,558.73
Long Term Liabilities	747.71	9,563.09
Total Liabilities	1,057,084.66	844,121.82
Equity		
30000 · Opening Bal Equity	6,650.00	604,557.55
31100 · Retained Earnings	2,642,306.10	1,832,428.14
Net Income	-22,533.91	49,204.93
Total Equity	2,626,422.19	2,486,190.62
TOTAL LIABILITIES & EQUITY	3,683,506.85	3,330,312.44

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

	<u>Jul 24</u>	<u>Budget</u>	<u>Jan - Jul 24</u>	<u>YTD Budget</u>	<u>Annual Budget</u>
Ordinary Income/Expense					
Income					
40000 · Membership Income					
41000 · New Member Dues	26,152.77	27,724.25	115,821.15	138,408.65	286,837.03
41010 · Renewing Member Dues	107,165.78	114,198.65	690,950.13	740,996.75	1,315,020.00
41020 · Enrollment Fee	700.00	500.00	6,230.00	6,600.00	10,000.00
41030 · Membership Promotion	0.00	0.00	0.00	200.00	500.00
46030 · Job Site Signs Sales	0.00	291.67	4,202.81	2,041.65	3,500.00
Total 40000 · Membership Income	134,018.55	142,714.57	817,204.09	888,247.05	1,615,857.03
40100 · Events Income					
41040 · Regional Outreach Income	0.00		3,720.00		
44000 · Meetings (Ticket Event)	7,497.50	7,400.00	77,907.40	51,350.00	81,425.00
44010 · Golf Tournaments	-500.00	0.00	152,668.14	155,000.00	247,040.00
44030 · Construction Expo	-4,335.00	0.00	-4,550.00	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	0.00	0.00	19,700.00	20,800.00	57,090.00
44105 · Young Professionals Events	0.00	1,000.00	5,210.00	10,250.00	11,750.00
Total 40100 · Events Income	2,662.50	8,400.00	296,399.97	270,625.00	918,440.00
40200 · Training and Development Income	5,313.75	9,453.00	217,567.46	219,926.60	291,770.00
40300 · Advertising & Marketing Income	1,931.00	1,462.50	101,869.50	99,714.99	142,365.00
Total Income	143,925.80	162,030.07	1,433,041.02	1,478,513.64	2,968,432.03
Gross Profit	143,925.80	162,030.07	1,433,041.02	1,478,513.64	2,968,432.03
Expense					
60000 · Membership Expenses	1,482.63	3,125.00	20,941.86	21,875.00	37,500.00
60100 · Events Expense					
610402 · Regional Outreach Expense	54.41		2,192.21		
64000 · Meetings (Ticket Event) Expense	4,439.82	3,600.00	41,053.29	33,250.00	48,550.00
64010 · Golf Tournaments Expense	176.66	0.00	106,800.33	102,000.00	146,440.00
64030 · Construction Expo Expense	285.75	0.00	1,875.31	0.00	48,211.00
64040 · GC Connect Expense	0.00	0.00	9,024.57	8,275.00	8,275.00
64050 · EIC Construction Awards Expense	145.69	0.00	3,146.79	0.00	257,405.00
64100 · Sponsored Events Exp	23.11	0.00	4,780.85	6,000.00	21,975.00
64105 · Young Professionals Expense	29.55	750.00	3,561.85	4,250.00	5,750.00
64107 · VIP Expenses	0.00	0.00	4,319.66	6,500.00	9,400.00
64112 · Meetings & Events General Exps.	110.97	333.33	715.24	2,333.35	4,000.00
60100 · Events Expense - Other	0.00		70.34		
Total 60100 · Events Expense	5,265.96	4,683.33	177,540.44	162,608.35	550,006.00
60200 · Training and Develoment Expense	6,325.44	5,857.00	91,730.67	95,667.30	133,552.95
60300 · Advertising & Marketing Expense	3,136.22	950.00	33,039.37	29,947.50	47,995.00
60400 · General and Administrative					
65030 · Website	80.00	334.00	2,965.64	2,338.00	4,008.00
66050 · Personnel Expenses	88,717.78	105,540.83	705,337.77	738,785.85	1,324,738.58
66060 · Insurances	1,739.35	1,875.00	12,099.81	13,125.00	22,500.00
67050 · Staff & Team Development	1,697.41	541.67	4,509.09	3,791.65	6,500.00
68000 · Auto Expense	1,654.70	1,500.00	11,173.48	10,500.00	18,000.00
68200 · President's Expense	20.85	210.00	1,430.46	1,450.00	2,500.00
68210 · Board of Directors Meetings	110.41	416.67	2,387.36	2,916.65	5,000.00
68220 · Committee Meetings	110.28	300.00	1,048.47	2,000.00	3,500.00
69000 · Utilities	2,402.03	4,200.00	16,652.97	29,400.00	50,400.00
69020 · Property Taxes	4,513.42	4,600.00	32,030.81	32,200.00	55,200.00
69030 · Janitorial & Cleaning	1,065.00	1,175.00	7,285.86	8,125.00	14,000.00
69040 · Building Supplies/Maintenance	4,691.37	5,200.00	28,017.24	35,700.00	61,350.00
69100 · Administrative - Postage	67.02	25.00	217.52	175.00	300.00
69120 · Telephone & Data Expense	939.03	1,130.00	7,352.65	7,910.00	13,560.00
69190 · Computer Software	644.90	1,450.00	11,845.03	10,150.00	17,400.00
69200 · Leased Office Equipment	304.35	500.00	2,708.56	3,500.00	6,000.00
69210 · Office Supplies	604.72	375.00	3,437.49	2,625.00	4,500.00
69220 · Equipment R&M, Supplies	530.44	1,800.00	9,362.43	12,600.00	21,600.00
69300 · Advertising expense	0.00	500.00	251.07	3,500.00	6,000.00

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

	<u>Jul 24</u>	<u>Budget</u>	<u>Jan - Jul 24</u>	<u>YTD Budget</u>	<u>Annual Budget</u>
69315 · Bank Charges	22.40	40.00	390.90	280.00	480.00
69325 · Interest Expense	14.41	14.41	143.41	140.41	181.73
69340 · Professional Services	0.00	1,000.00	21,671.81	29,220.00	41,440.00
69350 · Taxes & Licenses	75.00	60.00	196.52	400.00	700.00
69370 · Dues, Subscript., Sponsorships	0.00	100.00	168.00	700.00	1,200.00
69400 · Depreciation	6,620.75	6,000.00	47,786.25	42,000.00	72,000.00
Total 60400 · General and Administrative	116,625.62	138,887.58	930,470.60	993,532.56	1,753,058.31
61000 · National Dues	30,226.16	28,000.00	181,306.96	196,000.00	336,000.00
61020 · State Dues	7,601.80	7,263.00	44,415.99	50,841.00	87,156.00
61100 · National Meetings	965.35	3,000.00	12,386.55	22,500.00	28,500.00
68110 · State Meetings	0.00	2,500.00	5,567.69	5,500.00	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	500.00	1,000.00
69391 · Community Enrichment	355.89	2,000.00	7,546.20	14,000.00	24,000.00
Total Expense	171,985.07	196,365.91	1,504,946.33	1,592,971.71	3,012,768.26
Net Ordinary Income	-28,059.27	-34,335.84	-71,905.31	-114,458.07	-44,336.23
Other Income/Expense					
Other Income					
Student Chapter, net	0.00		0.00		
Workforce Fund, net	-1,908.70		-40,236.95		
44021 · Apprenticeship Mgmt. Income	41,556.42		45,609.82		
46511 · Building Fundraising	10,300.00	62,500.00	23,080.00	125,000.00	250,000.00
47000 · Interest Income	3,644.96	1,500.00	19,888.57	10,500.00	18,000.00
47010 · General Income	7.06	0.00	59.81	0.00	0.00
47012 · Rental Income					
470122 · Lease Space					
470125 · Astronaut Lease Ste101-1,685	1,685.00	1,685.00	11,595.00	11,795.00	20,220.00
470126 · Empire Elect ste102 - 1,666.25	1,666.25	1,666.25	11,463.75	11,663.75	19,995.00
470127 · United Form ste103-1,535	1,535.00	1,535.00	10,545.00	10,745.00	18,420.00
470128 · Second Floor Lease Space	0.00	385.00	1,050.00	2,590.00	4,515.00
Total 470122 · Lease Space	4,886.25	5,271.25	34,653.75	36,793.75	63,150.00
470123 · Classroom rental	142.42	481.00	3,841.42	3,367.00	5,772.00
470124 · Rental Supplies	55.00		2,070.00		
69392 · Rental Expense	0.00	0.00	-41.66	0.00	0.00
Total 47012 · Rental Income	5,083.67	5,752.25	40,523.51	40,160.75	68,922.00
47020 · Gain (Loss) on Investment/Asset	7,863.60		9,383.28		
Total Other Income	66,547.01	69,752.25	98,308.04	175,660.75	336,922.00
Other Expense					
64021 · Apprenticeship Mgmt. Expense	41,556.42		45,609.82		
66511 · Building Fundraising Expense	312.95	62,500.00	3,326.82	125,000.00	250,000.00
Total Other Expense	41,869.37	62,500.00	48,936.64	125,000.00	250,000.00
Net Other Income	24,677.64	7,252.25	49,371.40	50,660.75	86,922.00
Net Income	-3,381.63	-27,083.59	-22,533.91	-63,797.32	42,585.77

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	\$103,198.18	\$101,400.26
\$103,242.01	Deposits	\$0.00	\$0.00
	Income	\$43.83	\$1,841.75
	Withdrawals	\$0.00	\$0.00
	Expenses	\$0.00	\$0.00
	Change in Value	\$0.00	\$0.00
	Ending Balance	\$103,242.01	\$103,242.01
Last Statement	Prior Year-End		
\$103,198.18	\$101,400.26		
Dollar-Weighted Performance*			
YTD	2023		
1.82%	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](https://www.raymondjames.com/clientaccess)

	Quantity	Price	Value	Gain or (Loss) ^o	Estimated Annual Income
Cash & Cash Alternatives					
Raymond James Bank Deposit Program ‡ 0.5% - Selected Sweep Option			\$103,242.01		\$516.21
Raymond James Bank			\$103,242.01		
Your bank priority state: FL					
‡ Please see the Raymond James Bank Deposit Program on the Understanding Your Statement page.					
Estimated Income Yield for RJB DP was calculated as of 07/29/2024.					
Cash & Cash Alternatives Total			\$103,242.01		\$516.21
Portfolio Total			\$103,242.01		\$516.21

^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				
07/31/2024	Interest at RJ Bank Deposit Program	Raymond James Bank Deposit Program		\$43.83
Income Total				\$43.83



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		\$1,071,471.86	\$1,058,155.72
\$1,081,261.12			
Last Statement	Prior Year-End		
\$1,071,471.86	\$1,058,155.72		
Dollar-Weighted Performance*			
YTD	2023		
3.48%	5.77%		
		Beginning Balance	
		Deposits	\$0.00
		Income	\$1,925.66
		Withdrawals	\$0.00
		Expenses	\$0.00
		Change in Value	\$7,863.60
		Ending Balance	\$1,081,261.12

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 ‡ 0.5% - Selected Sweep Option			\$11,635.44		\$58.17
Tristate Capital Bank			\$10,469.32		
Raymond James Bank			\$1,135.34		
First Foundation Bank			\$28.55		
Citibank NA			\$2.23		
Your bank priority state: FL					
‡ Please see the Raymond James Bank Deposit Program on the Understanding Your Statement page.					
Estimated Income Yield for RJB DP was calculated as of 07/29/2024.					
FIMM GOVERNMENT PORTFOLIO MONEY MARKET INSTL CL M/M (FRGXX) 5.16%	231,527.960	\$1.000	\$231,527.96		\$11,946.84
Cash & Cash Alternatives Total			\$243,163.40		\$12,005.01



Your Portfolio (continued)

	Quantity	Price	Value	Gain or (Loss) ^o	Estimated Annual Income
Mutual Funds					
WESTERN ASSET CORE PLUS BOND FUND CL C M/F (WAPCX)	21,369.874	\$9.370	\$200,235.72	\$(35,956.55) ^B	\$6,987.95
Mutual Funds Total			\$200,235.72	\$(35,956.55)	\$6,987.95
Exchange-Traded Products (ETPs)					
INVESCO QQQ TR (QQQ)	29.000	\$471.070	\$13,661.03	\$4,007.73	\$77.69
INVESCO S&P 500 EQUAL WEIGHT ETF (RSP)	186.000	\$171.600	\$31,917.60	\$9,709.37	\$481.74
SPDR S&P 500 ETF (SPY)	78.000	\$550.810	\$42,963.18	\$20,779.44	\$533.75
VANGUARD DIVIDEND APPRECIATION ETF (VIG)	261.000	\$189.790	\$49,535.19	\$19,782.37	\$875.39
Exchange-Traded Products Total			\$138,077.00	\$54,278.91	\$1,968.57

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 08/16/24 5.2000% DUE 12/16/2024 Callable 08/16/2024 @ 100.000 (46656MA84) Accrued Interest: \$7,016.44 Ratings Information: Not Rated	\$250,000.00	\$99.979	\$249,947.50	\$(52.50)	\$13,000.00
U.S. BANK NATIONAL ASSOCIATION FDIC # 6548 CERTIFICATE OF DEPOSIT PAYS AT MATURITY CALLABLE BEGINNING 08/11/24 5.0000% DUE 10/11/2024 Callable 08/11/2024 @ 100.000 (90355UBW4) Accrued Interest: \$6,883.56 Ratings Information: Not Rated	\$250,000.00	\$99.935	\$249,837.50	\$(162.50)	\$12,500.00
Fixed Income Total			\$499,785.00	\$(215.00)	\$25,500.00

Accrued Interest Total: \$13,900.00

Please see Fixed Income Investments on the Understanding Your Statement page.



Your Portfolio (continued)

	Value	Gain or (Loss) ^o	Estimated Annual Income
Portfolio Total	\$1,081,261.12	\$18,107.36	\$46,461.53
Accrued Interest Total	\$13,900.00		
Portfolio Total with Accrued Interest	\$1,095,161.12		

^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				
07/01/2024	Dividend - Taxable	FIMM GOVERNMENT PORTFOLIO MONEY MARKET INSTL CL M/M (FRGXX) \$.00430 per share x 230,535.720 shares		\$992.24
07/01/2024	Dividend - Taxable	WESTERN ASSET CORE PLUS BOND FUND CL C M/F (WAPCX) \$.02508 per share x 21,311.703 shares		\$534.59
07/02/2024	Dividend - Taxable	VANGUARD DIVIDEND APPRECIATION ETF (VIG) \$.89920 per share x 261.000 shares		\$234.69
07/31/2024	Interest at RJ Bank Deposit Program	Raymond James Bank Deposit Program		\$4.86
07/31/2024	Dividend - Taxable	SPDR S&P 500 ETF (SPY) \$1.75897 per share x 78.000 shares		\$137.20
07/31/2024	Dividend - Taxable	INVESCO QQQ TR (QQQ) \$.76138 per share x 29.000 shares		\$22.08
Income Total				\$1,925.66

Purchases, Sales and Redemptions

07/01/2024	Reinvest	FIMM GOVERNMENT PORTFOLIO MONEY MARKET INSTL CL M/M (FRGXX) \$.00430 per share x 230,535.720 shares	992.240 \$1.000	\$(992.24)
07/01/2024	Reinvest	WESTERN ASSET CORE PLUS BOND FUND CL C M/F (WAPCX) \$.02508 per share x 21,311.703 shares	58.171 \$9.18997	\$(534.59)





Associated
Builders and
Contractors

PAC | UCF | WEF | TRIMMER | FEA

Financial Status Report

As of July 31, 2024

Total PAC Funds

\$90,078.11

UCF Student Chapter Funds

\$40,534.01

Workforce Enhancement Funds

\$270,594.00 (\$103,242.01 in CD Maturing rolled over)

Pending:

\$0 ABC CF Lab Done without needs of workforce fund, thanks to donations

\$6,800 ACT summer Camp (June 10-14, 2024)

\$263,974.00 Available

Trimmer Construction Education Foundation Funds

\$16,600.00 **Goal: \$20,000.00**

Free Enterprise Alliance Funds

\$24,712.33 **Goal: \$30,000.00**

ABC Central Florida Membership Report July 31, 2024



New Members - July 2024

COMPANY	CONTACT	CTG	TRADE	BOARD SPONSOR
Carol Bowen Strategies, LLC	Carol Bowen	1	Government relations consulting firm	NA
McCarthy Fabrication, LLC (M-Fab)	Eli Ramirez	8	Custom metal fabrication & install	NA
Outsource, LLC	Jonathan Chacon	2	Electrical trade staffing firm	NA
ProRailsUSA	Rachel de Oliveira	7	Custom aluminum fabrication & install	NA
RCM Utilities, LLC	Chris Creech	11	Utilities contractor: specialty mechanical water, sewer, electrical contractor	NA
Roman Roofing Inc.	Anthony Modico	10.1	Roofing contractor	NA
Spectrum Electric, Inc.	Richard Forthman	8	Electrical contractor	NA
Symbol Construction, Inc.	Christopher Grey	7	General Contractor	J. Holmes

Recruitment 2024

<i>New Member Companies</i>	
This Month:	8
EOM,YTD:	65
Goal:	90
Percentage of Goal	72.2%

\$24,366.00 Current Month New Members
\$170,619.00 YTD New Members
77.9% Percentage of Budget

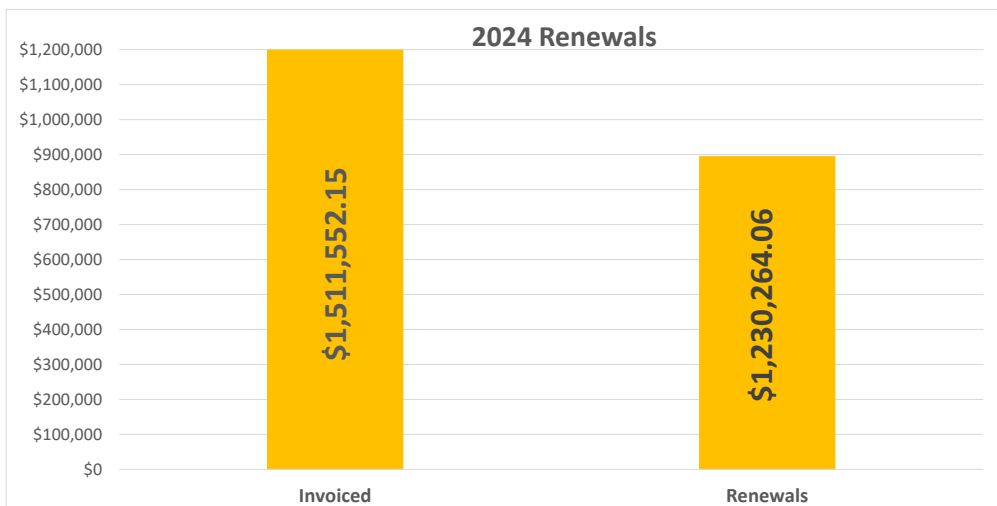


2024 Retention (as of 7/31/2024)

Renewed Member Companies		
As of Year End 2023:	519	
2024 Renewed:	426	82.08%
Dropped:	95	
Unpaid:	0	

Renewal Invoices: \$1,511,552.15
Paid as of Month End: \$1,230,264.06
Percentage of Invoiced: 81.4%

Non Renewed: \$289,889.09



2024 Paid Member Contractor Percentage: 60%

Board of Directors Membership GoogleSheet Documents/Resources:

- 2024 Dropped Members: <https://docs.google.com/spreadsheets/d/1U1qM0KHGa57wpCVG8JP9LNHpO3q1gnqvoBUT6VxJu9I/edit#gid=0>
- 2024 Still to Renew: https://docs.google.com/spreadsheets/d/1E8CcEAJ0XhOEH4USRcljxVSrv8tJ_ENk0_KvCPEHxiE/edit#gid=0
- 2024 Active Members: <https://docs.google.com/spreadsheets/d/13uYaNLIARNAAj9VCCz54UpGgHKHwfWazlIXVFUVs8V8/edit#gid=0>
- 2024 New Member Welcome Calls: <https://docs.google.com/spreadsheets/d/1gRqzr4I4EFMCxU3ijD7bbWnJK9IaXgCFuega5L-iSTo/edit#gid=0>
- 2024 Future Members List: <https://docs.google.com/spreadsheets/d/1w1nMrqwp4IwDi-FWFUWXfHqfqpFc42BvwMTK1ycpOmU/edit#gid=0>
- 2024 Low Engagement Member List: <https://docs.google.com/spreadsheets/d/159FnMJ4Hu0r-qMqELjUHSsOfAkSxWn49WtSQ-xqD2nw/edit?gid=0#gid=0>





Congratulations!

Model Members OF THE QUARTER

Recognition for Excellence
in Chapter Participation and Support!
Member Dedication at it's Best!

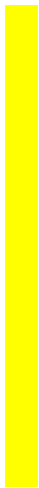


For questions about how to become a Model Member and access the maximum membership benefits please contact:
Catherine Wert, Membership Director at 407-398-1278 or membership@abccf.org

**Two Model Members are chosen each quarter, based on the range of membership category in which they belong. (Category 1-6 and Category 7-14)*

2025 pricing w/ Central Florida 2024 dues categories with staff recommended dues breakdown

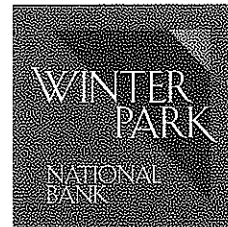
Dues Category	Dues Cat Desc	2025 National	State	offset	Chapter to	AF	Proposed	Current	Total Percentage Change	Total Dues Change	Total % Change	National Dues Change	Nat mem	Nat Total	State mem	State Total	Chap mem	Chapter Total	AFF mem	AFF total	Category Total
New Category 1	1 Assoc/Ind Prof	\$ 561.00	\$ 225.00	\$ 1,314.00		\$ 25.00	\$ 2,125.00	\$ 2,065.00	0.050%	\$ 60.00	2.91%	-43.8%	60	\$ 33,660.00	69	\$ 15,525.00	88	\$ 115,632.00	88	\$ 2,200.00	\$ 167,017.00
	2 Supplier	\$ 561.00	\$ 225.00	\$ 1,314.00		\$ 25.00	\$ 2,125.00	\$ 2,065.00	0.050%	\$ 60.00	2.91%	-43.8%	60	\$ 33,660.00	77	\$ 17,325.00	107	\$ 140,598.00	107	\$ 2,675.00	\$ 194,258.00
	6 \$50K-\$1M	\$ 408.00	\$ 225.00	\$ 1,337.00		\$ 30.00	\$ 2,000.00	\$ 1,982.00	0.051%	\$ 18.00	0.91%	16.9%	11	\$ 4,488.00	13	\$ 2,923.00	17	\$ 22,729.00	17	\$ 510.00	\$ 30,652.00
	7 \$1M-\$3M	\$ 561.00	\$ 225.00	\$ 1,714.00		\$ 50.00	\$ 2,550.00	\$ 2,546.00	0.039%	\$ 4.00	0.16%	24.9%	46	\$ 25,806.00	51	\$ 11,475.00	66	\$ 113,124.00	66	\$ 3,300.00	\$ 153,705.00
	8 \$3M-\$6M	\$ 1,183.00	\$ 225.00	\$ 2,092.00		\$ 50.00	\$ 3,550.00	\$ 3,503.00	0.029%	\$ 47.00	1.34%	-10.3%	28	\$ 33,124.00	32	\$ 7,200.00	43	\$ 89,956.00	43	\$ 2,150.00	\$ 132,430.00
	9 \$6M-\$10M	\$ 1,183.00	\$ 225.00	\$ 2,637.00		\$ 50.00	\$ 4,085.00	\$ 4,085.00	0.024%	\$ -	0.00%	11.9%	31	\$ 36,673.00	35	\$ 7,873.00	43	\$ 113,391.00	43	\$ 2,150.00	\$ 160,089.00
New Category 1	10.1 \$10M-\$15M	\$ 1,183.00	\$ 225.00	\$ 3,662.00		\$ 75.00	\$ 4,845.00	\$ 4,838.00	0.021%	\$ 7.00	0.14%	25.5%	22	\$ 26,026.00	22	\$ 4,950.00	24	\$ 80,688.00	24	\$ 1,800.00	\$ 113,464.00
New Category 1	10.2 \$15M-\$20M	\$ 1,183.00	\$ 225.00	\$ 3,642.00		\$ 75.00	\$ 5,125.00	\$ 5,123.00	0.020%	\$ 2.00	0.04%	25.5%	14	\$ 16,562.00	15	\$ 3,375.00	16	\$ 58,272.00	16	\$ 1,200.00	\$ 79,409.00
New Category 1	11 \$20M-\$50M	\$ 1,836.00	\$ 225.00	\$ 3,389.00		\$ 75.00	\$ 5,525.00	\$ 5,515.00	0.018%	\$ 10.00	0.18%	-0.1%	25	\$ 45,900.00	29	\$ 6,525.00	39	\$ 187,521.00	39	\$ 2,925.00	\$ 187,521.00
New Category 1	12 Over \$50M	\$ 3,060.00	\$ 225.00	\$ 3,545.00		\$ 100.00	\$ 6,930.00	\$ 6,812.00	0.015%	\$ 118.00	1.73%	-24.8%	10	\$ 30,600.00	13	\$ 2,925.00	17	\$ 60,265.00	17	\$ 1,700.00	\$ 95,490.00
New Category 1	13 Over \$100M	\$ 3,060.00	\$ 225.00	\$ 5,613.00		\$ 100.00	\$ 8,998.00	\$ 8,943.00	0.011%	\$ 55.00	0.62%	-1.7%	12	\$ 36,720.00	14	\$ 3,150.00	17	\$ 95,421.00	17	\$ 1,700.00	\$ 136,991.00
New Category 1	14 Over \$250M	\$ 4,590.00	\$ 225.00	\$ 6,385.00		\$ 100.00	\$ 11,300.00	\$ 11,086.00	0.009%	\$ 214.00	1.93%	-26.8%	4	\$ 18,360.00	7	\$ 1,575.00	8	\$ 51,080.00	8	\$ 800.00	\$ 71,815.00
All Category Totals:																					
		\$ 341,579.00		\$ 84,825.00		\$ 341,579.00		\$ 341,579.00		\$ 341,579.00		\$ 84,825.00		\$ 341,579.00		\$ 84,825.00		\$ 1,073,327.00		\$ 23,110.00	\$ 1,522,841.00
		\$ 336,290.00		\$ 84,825.00		\$ 336,290.00		\$ 336,290.00		\$ 336,290.00		\$ 84,825.00		\$ 336,290.00		\$ 84,825.00		\$ 1,072,048.00		\$ 25,210.00	\$ 1,518,373.00
		\$ 5,289.00		\$ 1,279.00		\$ 5,289.00		\$ 5,289.00		\$ 5,289.00		\$ 1,279.00		\$ 5,289.00		\$ 1,279.00		\$ 1,279.00		\$ (2,100.00)	\$ 4,468.00
88	Chapter	\$ 1,420.00	\$ (171.00)	\$ 1,249.00		\$ (15,048.00)		\$ (15,048.00)		\$ (15,048.00)		\$ (15,048.00)		\$ (15,048.00)		\$ (15,048.00)		\$ (15,048.00)		\$ (15,048.00)	\$ (15,048.00)
107	Chapter	\$ 1,420.00	\$ (171.00)	\$ 1,249.00		\$ (18,297.00)		\$ (18,297.00)		\$ (18,297.00)		\$ (18,297.00)		\$ (18,297.00)		\$ (18,297.00)		\$ (18,297.00)		\$ (18,297.00)	\$ (18,297.00)
17	Chapter	\$ 1,226.00	\$ 83.00	\$ 1,309.00		\$ 1,411.00		\$ 1,411.00		\$ 1,411.00		\$ 1,411.00		\$ 1,411.00		\$ 1,411.00		\$ 1,411.00		\$ 1,411.00	\$ 1,411.00
66	Chapter	\$ 1,524.00	\$ 186.00	\$ 1,710.00		\$ 12,276.00		\$ 12,276.00		\$ 12,276.00		\$ 12,276.00		\$ 12,276.00		\$ 12,276.00		\$ 12,276.00		\$ 12,276.00	\$ 12,276.00
43	Chapter	\$ 2,155.00	\$ (110.00)	\$ 2,045.00		\$ (4,730.00)		\$ (4,730.00)		\$ (4,730.00)		\$ (4,730.00)		\$ (4,730.00)		\$ (4,730.00)		\$ (4,730.00)		\$ (4,730.00)	\$ (4,730.00)
24	Chapter	\$ 2,477.00	\$ (974.00)	\$ 1,503.00		\$ (41,882.00)		\$ (41,882.00)		\$ (41,882.00)		\$ (41,882.00)		\$ (41,882.00)		\$ (41,882.00)		\$ (41,882.00)		\$ (41,882.00)	\$ (41,882.00)
39	Chapter	\$ 2,950.00	\$ 405.00	\$ 3,355.00		\$ 9,720.00		\$ 9,720.00		\$ 9,720.00		\$ 9,720.00		\$ 9,720.00		\$ 9,720.00		\$ 9,720.00		\$ 9,720.00	\$ 9,720.00
16	Chapter	\$ 3,235.00	\$ 405.00	\$ 3,640.00		\$ 6,480.00		\$ 6,480.00		\$ 6,480.00		\$ 6,480.00		\$ 6,480.00		\$ 6,480.00		\$ 6,480.00		\$ 6,480.00	\$ 6,480.00
17	Chapter	\$ 4,036.00	\$ (609.00)	\$ 3,427.00		\$ (10,353.00)		\$ (10,353.00)		\$ (10,353.00)		\$ (10,353.00)		\$ (10,353.00)		\$ (10,353.00)		\$ (10,353.00)		\$ (10,353.00)	\$ (10,353.00)
17	Chapter	\$ 5,610.00	\$ (52.00)	\$ 5,558.00		\$ (884.00)		\$ (884.00)		\$ (884.00)		\$ (884.00)		\$ (884.00)		\$ (884.00)		\$ (884.00)		\$ (884.00)	\$ (884.00)
8	Chapter	\$ 7,140.00	\$ (989.00)	\$ 6,171.00		\$ (7,752.00)		\$ (7,752.00)		\$ (7,752.00)		\$ (7,752.00)		\$ (7,752.00)		\$ (7,752.00)		\$ (7,752.00)		\$ (7,752.00)	\$ (7,752.00)
		\$ 7,140.00	\$ (989.00)	\$ 6,171.00		\$ (69,137.00)		\$ (69,137.00)		\$ (69,137.00)		\$ (69,137.00)		\$ (69,137.00)		\$ (69,137.00)		\$ (69,137.00)		\$ (69,137.00)	\$ (69,137.00)
		\$ 1,420.00	\$ (106.00)	\$ 1,314.00		\$ (9,328.00)		\$ (9,328.00)		\$ (9,328.00)		\$ (9,328.00)		\$ (9,328.00)		\$ (9,328.00)		\$ (9,328.00)		\$ (9,328.00)	\$ (9,328.00)
		\$ 1,420.00	\$ (106.00)	\$ 1,314.00		\$ (11,342.00)		\$ (11,342.00)		\$ (11,342.00)		\$ (11,342.00)		\$ (11,342.00)		\$ (11,342.00)		\$ (11,342.00)		\$ (11,342.00)	\$ (11,342.00)
		\$ 1,226.00	\$ 111.00	\$ 1,337.00		\$ 1,887.00		\$ 1,887.00		\$ 1,887.00		\$ 1,887.00		\$ 1,887.00		\$ 1,887.00		\$ 1,887.00		\$ 1,887.00	\$ 1,887.00
		\$ 1,524.00	\$ 190.00	\$ 1,714.00		\$ 12,540.00		\$ 12,540.00		\$ 12,540.00		\$ 12,540.00		\$ 12,540.00		\$ 12,540.00		\$ 12,540.00		\$ 12,540.00	\$ 12,540.00
		\$ 2,155.00	\$ (63.00)	\$ 2,092.00		\$ (2,709.00)		\$ (2,709.00)		\$ (2,709.00)		\$ (2,709.00)		\$ (2,709.00)		\$ (2,709.00)		\$ (2,709.00)		\$ (2,709.00)	\$ (2,709.00)
		\$ 2,477.00	\$ 160.00	\$ 2,637.00		\$ 6,880.00		\$ 6,880.00		\$ 6,880.00		\$ 6,880.00		\$ 6,880.00		\$ 6,880.00		\$ 6,880.00		\$ 6,880.00	\$ 6,880.00
		\$ 2,950.00	\$ 412.00	\$ 3,362.00		\$ 9,888.00		\$ 9,888.00		\$ 9,888.00		\$ 9,888.00		\$ 9,888.00		\$ 9,888.00		\$ 9,888.00		\$ 9,888.00	\$ 9,888.00
		\$ 3,235.00	\$ 407.00	\$ 3,642.00		\$ 6,512.00		\$ 6,512.00		\$ 6,512.00		\$ 6,512.00		\$ 6,512.00		\$ 6,512.00		\$ 6,512.00		\$ 6,512.00	\$ 6,512.00
		\$ 3,356.00	\$ 33.00	\$ 3,389.00		\$ 1,287.00		\$ 1,287.00		\$ 1,287.00		\$ 1,287.00		\$ 1,287.00		\$ 1,287.00		\$ 1,287.00		\$ 1,287.00	\$ 1,287.00
		\$ 4,036.00	\$ (491.00)	\$ 3,545.00		\$ (8,347.00)		\$ (8,347.00)		\$ (8,347.00)		\$ (8,347.00)		\$ (8,347.00)		\$ (8,347.00)		\$ (8,347.00)		\$ (8,347.00)	\$ (8,347.00)
		\$ 5,610.00	\$ 3.00	\$ 5,613.00		\$ 51.00		\$ 51.00		\$ 51.00		\$ 51.00		\$ 51.00		\$ 51.00		\$ 51.00		\$ 51.00	\$ 51.00
		\$ 7,140.00	\$ (755.00)	\$ 6,385.00		\$ (6,040.00)		\$ (6,040.00)		\$ (6,040.00)		\$ (6,040.00)		\$ (6,040.00)		\$ (6,040.00)		\$ (6,040.00)		\$ (6,040.00)	\$ (6,040.00)
		\$ 7,140.00	\$ (755.00)	\$ 6,385.00		\$ 1,279.00		\$ 1,279.00		\$ 1,279.00		\$ 1,279.00		\$ 1,279.00		\$ 1,279.00		\$ 1,279.00		\$ 1,279.00	\$ 1,279.00



*Categories merge in 2025

*Categories merge in 2025

Grand total



July 8, 2024

Ms. Michele Daugherty
President and CEO
CFC Associated Builders and Contractors
651 Danville Drive # 200
Orlando, FL 32825

p. 407-853-7100
f. 407-853-7101

201 N. New York Ave
Suite 100
Winter Park, FL 32789

wpnb.bank

Regarding: Bank performance

Dear Michele:

Attached please find our audited financial statements for the years ended December 31, 2023 and 2022. The results represent the ongoing financial strength and stability of your Bank through what has, and continues to be, a challenging economic environment.

As you know, the Bank opened for business in August of 2017. For the majority of de novo banks, it can take years before the institution is able to generate a monthly profit, yet alone an annual profit. Winter Park National Bank was first profitable on an annual basis in 2018, its first full year in business, and it has been profitable ever since. On a tax-affected basis, the bank has generated a return on average equity to our shareholders of over 19% the past two years. We have been able to achieve these results with solid balance sheet growth, with a watchful eye on operating expenses.

Loan growth, and the credit quality of the loan portfolio, are critical to any banks success. For Winter Park National Bank, our loan growth has been robust for an institution our size, and it has been achieved while being true to our conservative credit culture. The Bank's credit quality is very strong, as evidenced in the loan footnotes in our audited financial statements. The Bank also maintains a conservative loan to deposit ratio, keeping ample liquidity on the balance sheet.

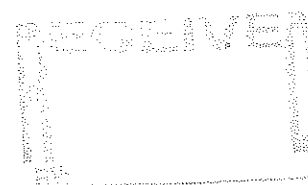
An important measure of a bank's financial strength is the sufficiency of its capital. Winter Park National Bank continues to meet all regulatory requirements for a "well-capitalized" bank, levels we have exceeded since our inception.

We greatly appreciate your business and continued trust in the Bank. After you have had the opportunity to review our financial statements, please let me know if you have any questions.

Sincerely,

A handwritten signature in black ink, appearing to read "David R. Dotherow", with a long horizontal flourish extending to the right.

David R. Dotherow
Chief Executive Officer



General Election

Endorsements

YOUR VOTE IS YOUR VOICE



#VOTE 2024

Election Day November 5, 2024

(Early Voting October 26 - November 2)

Every vote counts!

The ABC Government Affairs Committee had worked diligently on behalf of members this election cycle to select candidates to endorse with platforms best aligned with those of the merit shop construction industry and ABC members. Make sure you're registered to vote by October 7 and locate your polling place (Mail-in-ballots must be requested by October 23). Make sure your voice is heard during the 2024 election.

U.S. Congress

- Senator - Rick Scott
- House District 6 - Michael Waltz
- House District 7 - Cory Mills
- House District 11 - Daniel Webster
- House District 15 - Laurel Lee

Florida House of Representatives

- House District 25 - Taylor Yarkosky
- House District 29 - Webster Barnaby
- House District 30 - Chase Tramont
- House District 35 - Erika Booth
- House District 36 - Rachel Plakon
- House District 37 - Susan Plasencia
- House District 38 - David Smith
- House District 39 - Doug Bankson
- House District 45 - Carolina Amesty
- House District 47 - Paula Stark
- House District 50 - Jennifer Canady
- House District 51 - Josie Tomkow



Florida Senate

- Senate District 7 - Tom Leek
- Senate District 9 - Stan McClain
- Senate District 13 - Keith Truenow
- Senate District 27 - Ben Albritton

Local Races

- Orange County Commission
- District 1 - Austin Arthur
- Orange County Commissioner
- District 5 - Steve Leary

Check back for more endorsements as election season continues...

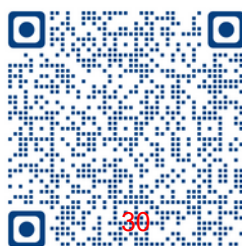
Find Your Central Florida Polling Location



Lake County



Orange County



Osceola County



Seminole County



Volusia County



Construction Healthcare Alliance

Businesses in the construction industry have long grappled with the challenge of accessing affordable & comprehensive healthcare for themselves and their employees.

Rising healthcare costs, limited coverage options and the unique needs of contractors have created a significant gap in healthcare services within our industry.

We Have the Solution:

The ABC Insurance Trust has teamed up with industry leading innovators to create the only healthcare-based insurance entity 100% focused on the construction industry: The Construction Healthcare Alliance.

This is the first national healthcare captive designed specifically for contractors, by contractors. This innovative healthcare solution will significantly help with the challenge contractors face when accessing affordable and comprehensive healthcare for themselves and their employees.

Empowering ABC and Enhancing Member Well-Being

The Construction Healthcare Alliance is exclusively available to companies who are members of the Associated Builders and Contractors (ABC). Our goal is to revolutionize healthcare for your organization and employees.

By creating an ABC based healthcare solution, the ABC Insurance Trust is proactively addressing and meeting the needs of ABC members and positioning the ABC Insurance Trust as a leader in providing exceptional healthcare solutions. The Construction Healthcare Alliance will also serve as a valuable recruitment and retention tool, allowing you to provide your employees with richer benefits, in addition to helping ABC grow as an association.

This is a step towards creating a healthier construction workforce together!

The Benefits of the Alliance

- **Reduced Healthcare Costs:** The Alliance has the potential to reduce healthcare costs by 15-30%. The aim is to stabilize and maintain low costs, and potentially decrease them in future years.
- **Flexibility & Customization:** Each member can keep their current plan design or create a personalized healthcare plan that meets their unique needs and those of their workforce.
- **Risk Management:** Each member can establish their own individual and aggregate stop loss attachment points. By defining the levels of risk, you can manage your healthcare expenses more effectively.
- **Cost Containment & Evaluation:** The Alliance is hyper-focused on all available avenues for containing costs and managing risk. We continuously evaluate our processes to ensure we deliver the best possible solution to our members.
- **Member Advisory Group:** The Alliance will have a dedicated steering committee composed of members who guide the future of the captive through their input and experience. Together, we build the Alliance to serve the needs of our members.

The Mechanics: How the Alliance Works

- **Membership Eligibility:** Initially available to employers with 75 or more enrolled employees. Over time, we will have a smaller employer option available to those with 25 or more enrolled employees.
- **Collateral Requirement:** The collateral requirement ensures the stability and financial security of the captive. Unlike other captives, the collateral payment for the Alliance is paid monthly along with all other fixed and variable health plan costs.
- **Defined Risk & Cost:** The Alliance claims fund and the stop loss insurance carrier absorb high-cost claims, clearly defining the members' risk upfront and capping it each year. This provides certainty and transparency.
- **Experienced Benefit Advisors:** The Alliance has a national team of experienced benefit advisors who are passionate about serving the construction industry.
- **Enrollment and Timeline:** New members can join as early as 10/1/2023.
- **Care Access:** Members are granted entry to a state-of-the-art open access program, allowing individuals to select their preferred healthcare providers. Additionally, CIGNA offers a nationwide network alternative. Both plan options are supported by industry-leading innovators.

Contact Us Today!

With the Construction Healthcare Alliance, you can offer your employees enhanced benefits at a reduced cost. To further explore how the Construction Healthcare Alliance can transform your company's healthcare landscape, contact Phil Grisafi at grisafi@abc.org or [click here](#).



**Central Florida Chapter
Associated Builders and Contractors, Inc.
2025 Board Slate for Approval
Officers and Board of Directors**

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

Slate of Officers

Chair	Juan Garcia , PCL Construction Services, Inc.
Chair-elect	Debbie Rodriguez , Competitive Edge Partners & Consulting, LLC
Vice-Chair	Roy Burkett , S. I. Goldman Company, Inc.
Secretary	David Schultz , CEMEX
Treasurer	Ray Bastin , Withum
Immediate Past Chair	Julie Holmes , JK2 Scenic

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

Owner Director **Chad Tinetti**, Tavistock Development Company

Each ABC Central Florida Chapter member company has one vote in the annual electronic election and the ballot is addressed to the primary contact validated by their email. For 2025, members will be asked to approve the slate of officers, vote for up four At Large Directors and one Associate/Supplier Director. Below is the list of candidates approved and recommended by the Nominating Committee.

2025 Ballot for the Election of ABC Directors

At Large open seats – 3 seats with 3-year terms, 1 seat with 1-year term

- Charles Bracco**, Modern Plumbing Industries, Inc.
- Jeff Carter**, WELBRO Building Corporation
- Matt Krstolic**, Hensel Phelps
- John Kurtz**, Gilbane Construction
- Mike Mealor**, Skanska USA Building

Associate/Supplier open seat – 1 seat with 3-year terms

- Terence A. Curran, Jr.**, The Amphibious Group
- Derrick M. Valkenburg**, Shutts & Bowen LLP

Schedule

August 19	Board meeting - the list of candidates is submitted to the board for approval.
After Board mtg	Candidates are notified of Board meeting results. The electronic ballot will be created and emailed to membership before September 15.
September 30	Ballots must be cast by end of day on September 30.
October 2- 6	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 16	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.

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
- 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
- 11 OSHA 10-Hour Outreach in Spanish begins
- 26 Frontline Supervisor
- 28 Lien Law Level Two

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
- 12 Pivoting to Seller-Doer (A 2-part BD Workshop) - Part 1
- 16 ADEPT: Foundations of Leadership begins (V)
- 19 Pivoting to Seller-Doer (A 2-part BD Workshop) - Part 2
- 24 Reasonable Suspicion
- 26 Basic Blueprint Reading begins
- 27 Lean Builder Workshop

OCTOBER

- 15 Construction Estimating Principles & Application (V)
- 15 OSHA 30-Hour Outreach in Spanish begins
- 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

- 5 Construction 101 (V)
- 5 Basic Claims Management
- 12 Year End Tax Planning & the Changing Tax Landscape
- 14 CPR/First Aid
- 19 Construction 201 (V)

DECEMBER

- 3-6 Medical Gas Installer 6010 Class & Brazing



Join fellow **C-suite leaders and business owners** for an exclusive afternoon dedicated to exploring strategic growth planning and execution strategies that can unlock multiple pathways to success, preserve your business legacy, and enhance personal wealth and freedom.

Distinguish Growth From Value | Identify Top Value Catalysts | Practical Framework for Ownership

Expert Panel Discussion - Engage with business strategy and tax experts who will provide insights and answer questions to refine your transition and growth plans.

Tuesday | **20** | **August**
4 - 7 PM EST | **2024**

Location: ABC Central Florida
651 Danville Dr. Orlando, FL 32825

RSVP

We look forward to seeing you there!

withum



INNOVATION TRAINING

Milwaukee Tool is providing a unique opportunity for C-Suite Leaders to learn about the newest technology tools from manufacturing representatives.

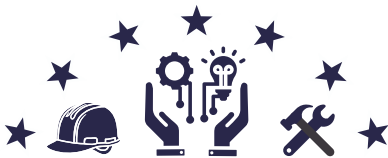
This event aims to provide leaders with cutting-edge insights that can be directly applied to enhance their operations. Attendees will have the chance to engage in hands-on demonstrations, detailed presentations, and interactive Q&A sessions with the Milwaukee team.



Open to members and non members

LOCATION

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



SEPTEMBER 5TH

4 P M - 6 P M



Bourbon & Beer Tasting



Activities

Raffle Prizes, Demos, and MORE



The Lean Builder Workshop

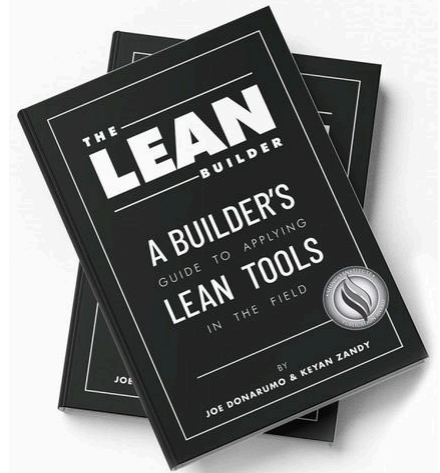
September 27, 2024 | 8:00 AM – 2:30 PM

Starting with WHY and ending with HOW, we provide a holistic understanding of Lean's benefits. Then we simplify and clearly articulate the benefits of seven primary Lean concepts, and teach them in a highly-relatable, immediately-applicable, and field-friendly manner. You'll walk away with an easy-to-follow blueprint and implementation plan to lead your team and dramatically improve your project delivery process through:

1. Huddles
2. Visual Communication
3. The Eight Wastes (through the lens of a construction project)
4. Constraint Management
5. Pull Planning
6. Last Planner System and Look-Ahead
7. Root Cause Analysis through Percent Plan Complete (PPC)

The Lean Builder Workshops provide relevancy, fill in the blanks, and offer the help you'll need to make Lean implementation easier to understand and accomplish. The content is based on, and follows the outline, of our book, [The Lean Builder: A Builder's Guide to Applying Lean Tools in the Field](#).

Because we are builders as well as operations-based Lean practitioners, we understand what you're up against. We have created The Lean Builder Workshop with you in mind: the "boots on the ground."



Keyan Zandy
Co-author

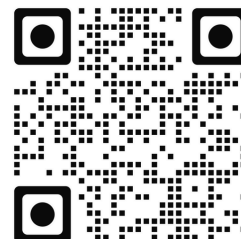


Joe Donarumo
Co-author

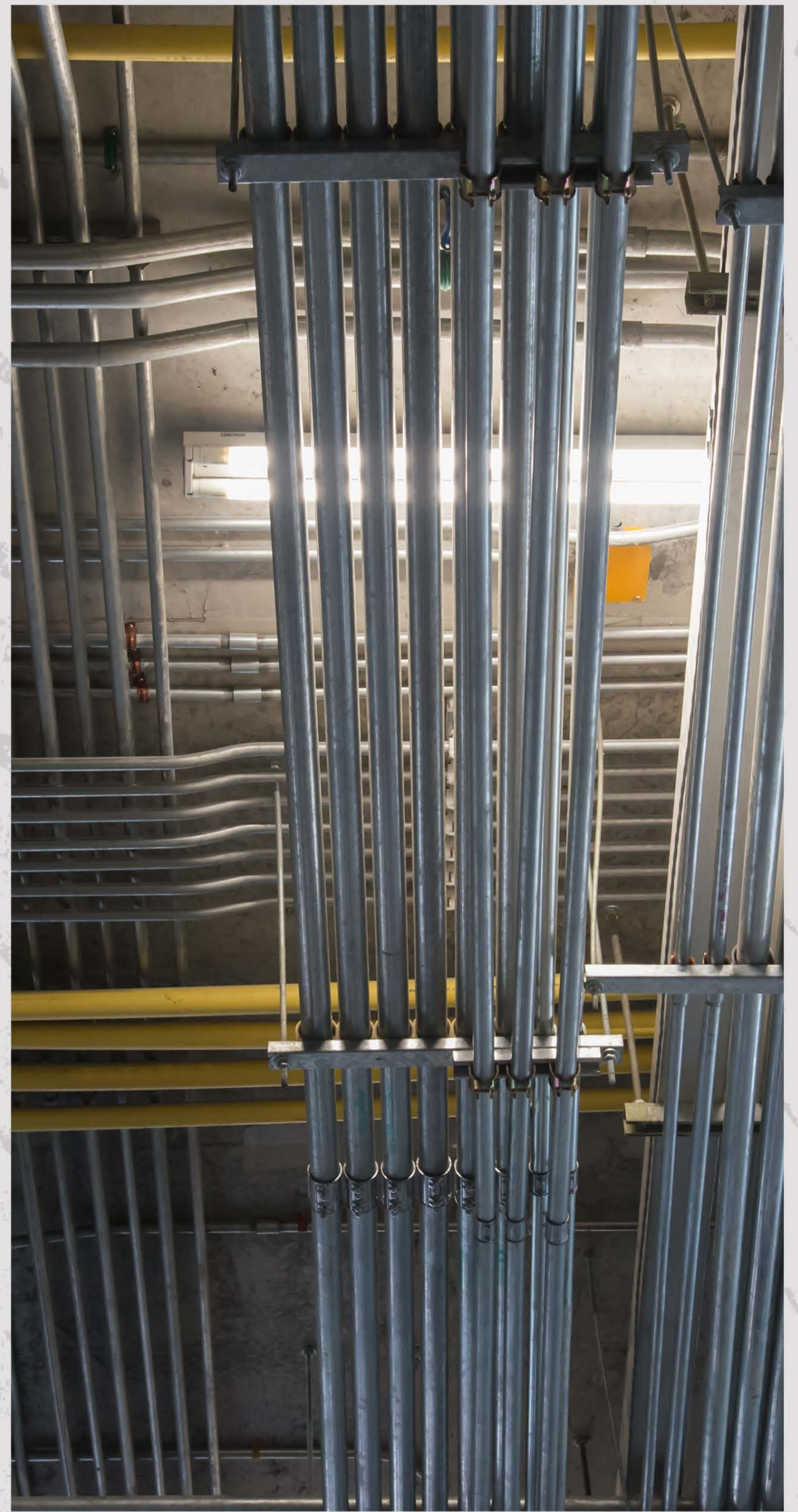
Location: 651 Danville Drive,
Orlando, FL 32825

Cost: \$699 ABC CF Members;
\$749 Prospective Members

SCAN QR CODE TO
REGISTER



QUESTIONS? Email training@abccf.org



CAPTIVE INSURANCE SEMINAR

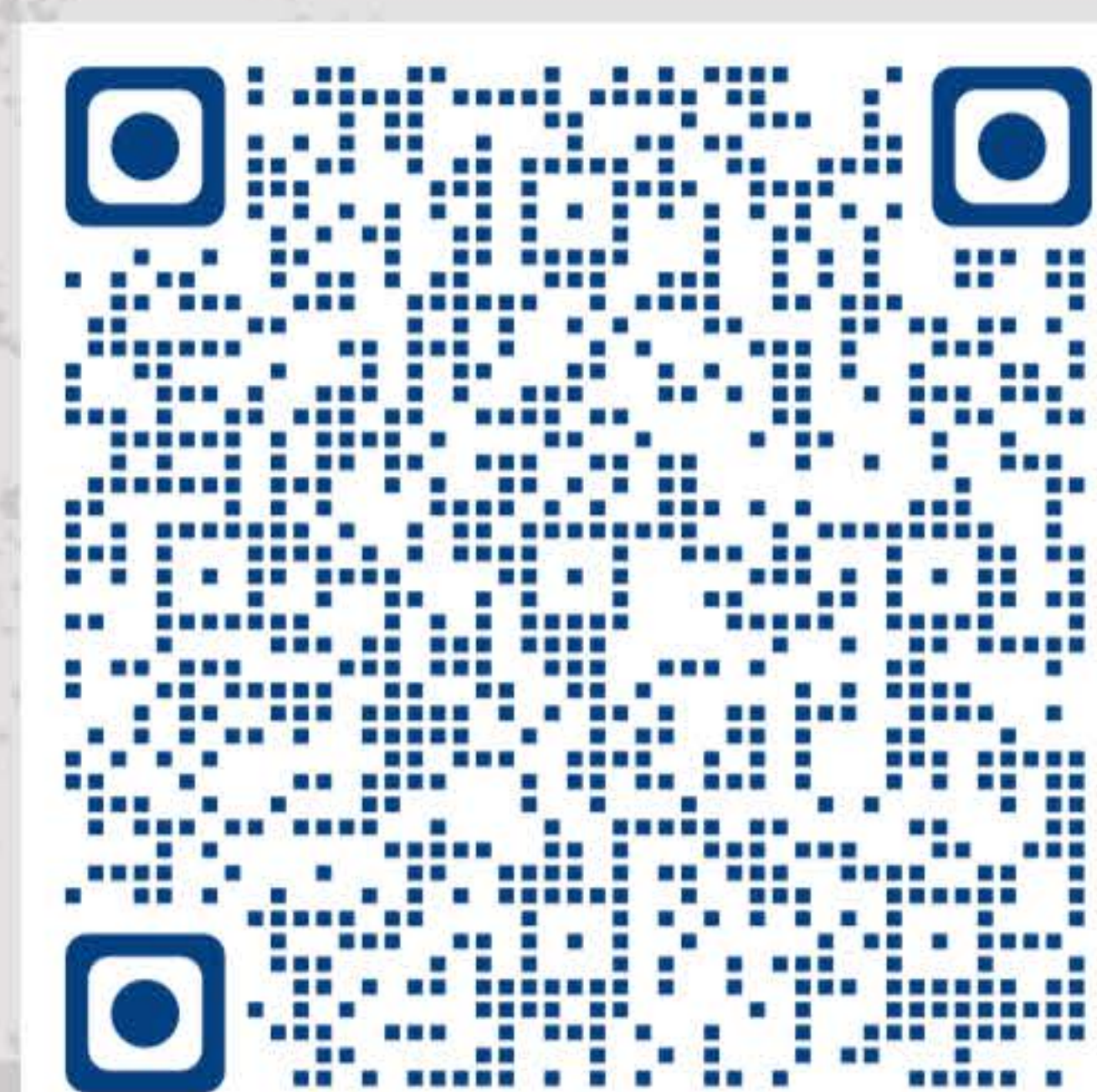
PRESENTED BY

CYPRESS RISK PARTNERS & ABC OF CENTRAL FLORIDA

WHERE: 651 DANVILLE DR., ORLANDO, FL 32825

WHEN: 8:30 A.M. - 10:30 A.M., THURSDAY, SEPTEMBER 26TH, 2024

PLEASE REGISTER USING THE BELOW QR CODE



CYPRESS
RISK PARTNERS, LLC



Associated
Builders and
Contractors

Central Florida



Pivoting to Seller-Doer

A 2-Session Business Development Training Class

SESSION 1

Foundation

September 12, 2024
7:30-11:30 AM

What you will learn:

- Why your company needs salespeople.
- What makes someone an effective seller.
- How to balance selling and doing.
- Identifying business opportunities and leads.

Includes the Find-A-Rainmaker assessment - an individualized analysis of your sales behavior.

SESSION 2

Application

September 19, 2024
7:30-11:30 AM

What you will learn:

- How to win your company more work.
- Turning a network into business.
- Making anyone into a presenter.
- Changes you can make to improve your selling.



WHO SHOULD ATTEND

- Seller-Doers
- Executives
- Managers
- Business Developers
- Marketing Professionals

LOCATION

651 Danville Drive
Orlando, FL 32825

PRICING & REGISTRATION

ABC Members:
\$599 per person

Prospective Members:
\$699 per person

***Class Materials and Continental Breakfast Included**

YOUR INSTRUCTORS



Tom Ennis, Sr.



Dale Haupt



Tom Ennis, Jr.

Pivot Professional Services is a national sales consulting company within the AEC industry that specializes in Seller-Doer and Business Development training.

Scan QR Code to register



QUESTIONS?
Email training@abccf.org



Construction Contract Review and Negotiation MASTERCLASS

Unlike any Lunch n' Learns or webinars, this workshop is designed using Wagonheim's "Learn today, use tomorrow" format. Everything taught is real-world tested in a way that enables you to solve current challenges with more confidence, better results, and immediate effect.

In just 1 day, you will understand contracts and negotiation strategy better than 99% of your peers.

In this one-day workshop, you will learn how to:

- Translate the legalese (even indemnification!)
- Understand the traps and terms that put their companies at risk.
- Modify contracts in a way that the other side will accept.
- Ensure payment, even for unsigned change orders.
- Discover negotiation techniques and strategies you can employ for immediate impact.

COURSE DATE & REGISTRATION

September 10, 2024

8:30am Registration, breakfast, networking

9:00am-5:00 pm Workshop

651 Danville Drive, Suite 200, Orlando, FL 32825

\$499 (CFC ABC Members) | \$699 (Prospective Members)

Includes workshop materials, breakfast and lunch

CANCELLATION POLICY

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

WHO SHOULD ATTEND

- CEOs, CFOs, and COOs
- Project Managers and Superintendents
- Contract Analysts
- Risk Managers
- And any construction professional for whom knowledge of contracts is an integral part of their job.

Construction is a tough business.
Margins can be tight.
Standards are exacting.
Risks can be incredibly high.

PRESENTER:

ELIOT WAGONHEIM

Founder of Wagonheim Law, and First Rule Contract Training, an educational platform dedicated to commercial and construction woners and entrepreneurs. Maryland business and construction law firm.



**SCAN QR CODE TO
REGISTER**

**QUESTIONS?
Email training@abccf.org**

REASONABLE SUSPICION

TOPICS COVERED:

- **When can an employer lawfully drug test employees and under what circumstances**
- **Types of drug testing**
- **Identifying when reasonable suspicion exists**
- **Privacy and other legal concerns regarding drug testing**
- **The role of the supervisor in identifying drug use in the workplace**
- **Signs, symptoms, and behavioral indicators of drug use**
- **Medical marijuana and evolving marijuana law**
- **Drug and alcohol use and the ADA**



This class is intended to help members navigate issues concerning the identification and prevention of drug use on the worksite in light of changing drug laws, the opioid crisis and mental health crisis. Employers will be presented with the legal framework regarding these issues, including the impact of Florida's Drug Free Workplace Act, the Americans with Disabilities Act and DOT regulations. Employers will become comfortable identifying and applying the concept of reasonable suspicion and engaging in the interactive process regarding accommodations in the workplace.



Presenter: Shannon L. Kelly, Attorney at Law

Shannon regularly provides preventative advice on employment decisions, employee benefits, policy development and revision, internal and agency audits, and harassment and discrimination investigations. When litigation is unavoidable, Shannon draws on her significant experience litigating claims under various federal and state employment laws.

Presented by

FORDHARRISON



September 24, 2024

8:00-9:30 am

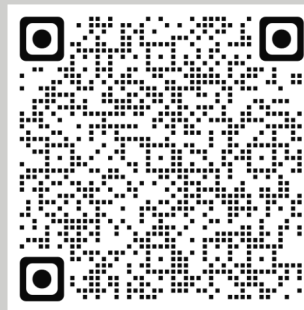
**651 Danville Drive
Orlando, FL 32825**

ABC Member - \$49

Future member - \$79

WHO SHOULD ATTEND:

- Owners & CEO's
- Managers and Supervisors
- HR Professionals



**SCAN QR CODE TO
REGISTER**

**QUESTIONS?
Email training@abccf.org**

UPCOMING *Events*

AUGUST



Leesburg, 8:00 am

Building Connections - Lake County

Hear from experts from local developers, brokers, experts on growth management, and local education leaders about the future of Lake and how you can get connected.

8

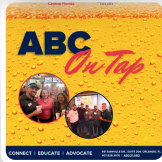


Orlando Science Center, 7:00 pm

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



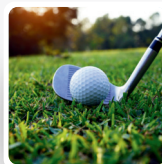
Celebration Golf Club, 7:30 am

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 #2

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

OCTOBER (cont'd)



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

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



Apopka Amphitheater, 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



ABC

On Tap



Gather for an evening of networking! Join Central Florida ABC members for an opportunity to meet key leadership of the chapter and get acquainted with new and existing members

AUGUST 22, 2024 | 5:30 - 7:00 PM

ROCKPIT BREWING

10 W ILLIANA ST., ORLANDO, FL 32806



Thanks to the event sponsors, this event is
FREE to attend for **ABC's Central Florida members!**

CONNECT | EDUCATE | ADVOCATE

651 DANVILLE DR., SUITE 200, ORLANDO, FL 32825
407.628.2070 | ABCCF.ORG

I BOWL FOR iBUILD

Supporting the Frank Bracco
Memorial Trades Scholarship Program

SEPTEMBER 27, 2024 • 6-9 PM

AMF ALTAMONTE LANES
280 DOUGLAS AVE
ALTAMONTE SPRINGS, FL 32714



**REGISTER YOUR
TEAM TODAY!**



**SILENT AUCTION
and
50/50 JACKPOT**



PLEASE CONTACT CAFFEE:
CBELLAMY@IBUILD CFL.COM
407-761-3705

Poker Run



Connect with industry leaders while cruising the roads of Central Florida, for a thrilling networking opportunity with CF ABC members.

October 5, 2024

8:00 AM - Registration
8:30 AM - First Bike Out
8:45 AM - Last Bike Out
12:00 PM - Lunch & Awards
(approx. time determined by route)

REGISTRATION/START
Energy Air, Inc.
5401 Energy Air Court
Orlando



ENERGY AIR, INC.
Nobody Works Harder



Scan to Register

REGISTRATION

\$35/Rider
\$20/Passenger
\$5 Extra Hand

Registration includes coffee & breakfast items, snacks, lunch, 1 poker hand and 1 door prize ticket

Raffle Prizes: Donate items to be given away at final stop luncheon & awards, with company name announced during awards program. Must be delivered to CF ABC offices by 5:00 p.m. 9/30/24 to be on tent cards at event.

Register online: abccentralflorida.com/event/abc-poker-run/ or scan the QR code.

For more information: rsvp@abccf.com or call (407) 628-2070.

SAFETY CAPTIVE PROGRAM



SAVI
EHS

COMPREHENSIVE EHS SYSTEM

CAN'T AFFORD A FULL-TIME SAFETY DIRECTOR?

NEED MORE SAFETY DEPARTMENT SUPPORT?

SPLIT THE COST OF THIS SHARED SERVICE!

WHY CHOOSE US?

Find the Best Talent in a Stretched Market
SMALL COMPANY, BIG EHS PROGRAM
Save Costs While Increasing Safety!

BENEFITS

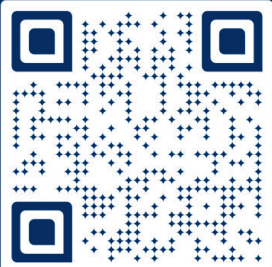
- Improves employee safety
- Reduces Risk
- Increases productivity
- Decreases insurance premiums
- Creates high employee morale and retention rates
- Drives management engagement
- Leads continual improvement
- Focuses on proactive, not reactive

**YOU COULD SAVE UP
TO \$42K PER YEAR**

SERVICES

- An experienced/credentialed EHS director & EHS manager to support the organization Initial gap analysis of the current state of EHS within the organization
- A written EHS program tailored to the organizations scope of work
- A web-based platform to manage inspections, incident reporting, & tracking leading and lagging indicators
- EHS related training modules Incident investigations
- Toolbox Talks
- Act as a liaison between the organization & the client

- Ziprecruiter has 8,600+ postings for safety positions
- Indeed has 687 postings
- LinkedIn has 278
- All positions pay \$50 - 75 an hour



SCAN ME

CONTACT



cdeater@saviehs.com



www.abccentralflorida.com/captive-solution/



American Heart Association.
Hard Hats with Heart™

TOGETHER WE CAN MAKE A DIFFERENCE

Hard Hats with Heart is an industry-specific initiative from the American Heart Association to improve the cardiovascular health of those working within Central Florida's construction industry.

2024 ORLANDO HARD HATS WITH HEART OCTOBER 2024



An average of 2,300 AMERICANS die from cardiovascular diseases every day.

OUR MISSION

The driving mission of the American Heart Association is to be a relentless force for a world of longer, healthier lives.



About HALF of all Central Floridians has high blood pressure.

OUR FOCUS

The campaign's focus is to integrate health, well-being and prevention solutions into the culture of the industry. Hard Hats brings professionals together from across the construction and health care industries for an evening of networking and celebration.



Approximately 211,000 construction workers (1 in 25) have been diagnosed with heart disease.

OUR IMPACT

Fund groundbreaking research, improve patient care, and help people lower their risks of cardiovascular diseases.



\$363 BILLION is spent every year on direct and indirect expenses on cardiovascular diseases.

KEY RISK FACTORS INCLUDE...



1 out of 4 construction workers are obese

Obesity
Defined as having a body mass index of 30 or greater



1 out of 4 construction workers use tobacco

Tobacco Use
Smoking is the leading preventable cause of death in the U.S.



Nearly half of all construction workers don't get enough exercise

Lack of Activity
A key risk factor for both heart disease and stroke.



1 out of 25 construction workers have diabetes

Diabetes
Increases a person's risk of cardiovascular diseases.



American Heart Association®

Hard Hats with Heart™

GIVING OPPORTUNITIES

Presenting Sponsor

\$25,000 Investment

- Opportunity for Company representative to speak during main session
- You will have the right to use the American Heart Association Hard Hats with Heart logo for 60 days during the campaign period with use of a proclaimer statement: "Proud local sponsor of", etc. (must be approved by the AHA)
- Company logo featured as Presenting Sponsor on all Hard Hats with Heart collateral (website, event signage, invitations & printed materials)
- On-screen recognition as Presenting Sponsor at the Hard Hats with Heart event
- Fifteen (15) tickets to Hard Hats with Heart event
- Day of event sponsor asset (i.e. cups, napkins, VIP credentials, etc.)
- Opportunity to work with AHA to host CPR or educational training for your employees.
- Hard Hats Company Sponsor Yard Sign

Gold Sponsor

\$10,000 Investment

- You will have the right to use the American Heart Association Hard Hats with Heart logo for 30 days during the campaign period with the use of a proclaimer statement: "Proud local sponsor of", etc. (must be approved by the AHA)
- Company logo featured as Gold Sponsor on all Hard Hats with Heart collateral (website, event signage, invitations & printed materials)
- On-screen recognition as Gold Sponsor at the Hard Hats with Heart event
- Ten (10) tickets to Hard Hats with Heart event
- Mission Impact/Employee Engagement Opportunity through a job site Lunch and Learn to educate and inspire your team.
- Hard Hats Company Sponsor Yard Sign



Silver Sponsor

\$5,000 Investment

- Company logo featured as Silver Sponsor on all Hard Hats with Heart collateral (website, event signage, invitations & printed materials)
- On-screen recognition as Silver Sponsor at the Hard Hats with Heart event
- Five (5) Hard Hats with Heart event tickets
- Opportunity to work 1:1 with the AHA team to implement/improve your company's workplace health program using AHA tools and resources

Bronze Sponsor

\$3,000 Investment

- Company name featured as Bronze Sponsor on all Hard Hats with Heart collateral (website, event signage, invitations & printed materials)
- Five (5) tickets to Hard Hats with Heart event
- Opportunity to work 1:1 with the AHA team to implement/improve your company's workplace health program using AHA tools and resources

Individual Gift

You can make a 100% tax deductible gift in any denomination to support the mission of the American Heart Association.