



**Central Florida Chapter
 Associated Builders and Contractors, Inc.
 Board of Directors Meeting
 January 20, 2025
 Connect | Educate | Advocate**

Location: ABC, 651 Danville Drive, Suite 200, Orlando, FL 32825 – Juan Garcia, Chair, presiding

** ABC National Leadership Briefing 2:00 pm to 3:15 pm **

Welcome and Pledge of Allegiance	Holmes
Invocation	Garcia
Oath of Office – 2025 Board of Directors	Evans
Passing of the Gavel from Holmes to Garcia	Holmes
Call to Order	Garcia
Consent Agenda	
o Approval Minutes – Action Item (pg 3)	Schulz
o Approval of the Draft 2024 Yearend Financial– Action Item (pg 7)	Bastin
o Committee Chair Appointments for Ratification	Garcia
o Approval of New 2024 Members – Action Item (pg 28)	Torres
New Business	
Chair.....	Garcia
o 2025 Budget Ratification - Action Item	
o 2025 Session Recap	
o 2025 Goals Review -	
▪ Membership Recruitment	
▪ Membership Retention	
▪ National PAC	
▪ FEA	
▪ Trimmer	
o Board Commitment Pledge for 2025 - Action Item (pg 30)	
o Board Liaison for Committees (pg 25)	
Past Chair	Holmes
o Annual review of policies and approval by the board of directors (pg 32) :	
▪ anti-trust policy	
▪ conflict of interest policy	
▪ non-discrimination policy	
▪ sexual-harassment policy	
▪ whistle-blower policy	
▪ document retention policy	
Chair- Elect	Rodriguez
• Feb 25 – 27, 2025 – National Convention – 75 th Anniversary	
o National EIC Gala – (3) Member firms are being recognized	
Committee Liaison Reports	
o Membership Development	Torres
▪ Retention for 2025 as of 1/15/2024	
▪ 2024 New Members November & December	
▪ 2025 New Members as of 1/15/2024	
o Regional Outreach	Delaney
▪ Feb 4, 2025 – ABC & LEAD Event at JamesCo in Mt. Dora	
o Government Affairs	Lockhart
▪ Feb 6, 2025 – Bourbon Bash PAC Fundraiser	
▪ ABC of Florida Board Update	Lockhart
• 2025 Legislative Priorities	

- **Mar 5 – 6, 2025** - Tallahassee Legislative Conference.....Lockhart/T.Wert
 - ABC of Florida Legislative Conference, Tallahassee
 - **Jul 17 – 19, 2025** - State Convention – Naples Grand
 - Excellence in ConstructionTorres
 - **Mar 11, 2025** – EIC Workshop (pg 44)
 - Intent to compete - January -February. Begin evaluating 2025 entries to enter and support EIC program.
 - **Apr 30, 2025** – Deadline to enter
 - Young ProfessionalsBracco/Jordan
 - **Jan 16, 2025** – BIM Industry Workshop – Hensel Phelps
 - **Feb 7, 2025** – Camp Boggy Creek – Volunteer Opportunity
 - ProgramsSawyer
 - **Jan 16, 2025** - Builders Breakfast - 2025 Forecast Panel
 - SafetyHernandez
 - **May 29, 2025** – 1st Annual Safety Conference
 - Special EventsScruby
 - **Jan 23, 2025** – Kick Off Party @ Rock Pit Brewing
 - **Feb 13, 2025** – ABC On Tap – The Porch
 - **Mar 13, 2025** – GC Connect
 - Schedule of Events
 - Training DevelopmentMealor
 - Schedule of Seminars and Trainings
 - PMI almost sold out for March
 - New Superintendent Training Program for apprenticeship programs (10 Session – 3 hours/per session)
 - New Training partnership program with Sunbelt and JLG (pg 46)
 - MEWP Certifications
 - Forklift Certifications
 - Workforce OutreachCarter
 - **Feb 5, 2025** - OCPS Career Express - 100 High Schoolers
 - **Feb 12, 2025** - OCPS Middle School – 50 Career Exploration
 - Collegiate OutreachKrstolic
 - **Jan 31, 2025** - Golf Tournament
 - CMC Sponsorships from Seminole and UCF
 - National Construction Management Competition both teams are competing
 - President & CEODaugherty
 - Calendar of Meetings (pg 49)
 - 2026 Planning Session – November 17th
 - CAT Simulators Delivered
 - Update on downstairs expansion
 - Old Business
 - By-laws

Next Board Meeting is February 17, 2025 @ 3:30 p.m.

Central Florida Chapter Associated Builders and Contractors, Inc.

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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

October 21, 2024

PRESIDING: Julie Holmes, JK2 Scenic

BOARD MEMBERS PRESENT

Ray Bastin	Treasurer	Withum
Charles Bracco	Director	Modern Plumbing Industries, Inc
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
Debbie Rodriguez	Director	Competitive Edge Partners
David Schultz	Vice Chair	CEMEX
Chad Tinetti	Director	Tavistock Development
Oskar Torres	Director	Towers Construction Company
Derrick Valkenburg	Director	Shutts & Bowen
Mark Woehrle	Director	Comprehensive Energy Services, Inc.

BOARD MEMBERS ABSENT

Jason Albu	Director	Albu & Associates, Inc.
Jonathan Sheppard	Director	Austin Commercial, LP

BOARD MEMBERS ON ZOOM

Steven Lockhart	Director	Finrock Construction, LLC
Scott Luebbert	Director	Tri-City Electrical Contractors
Scott Scruby	Director	Sunbelt Rentals
Matt Walton	Director	MiGre Engineers, LLC

GENERAL COUNSEL

Michael C. Sasso (Zoom)	General Counsel	Sasso & Sasso, P.A.
Thomas P. Wert (Absent)	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 3:36PM 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 September 16 meeting. The motion passed.**

2. FINANCIALS

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

LEADERSHIP REPORTS

- **HOLMES** Committee Open House is on November 7, send people from company to get involved in committees for 2025.
- **A motion was made and seconded to approve to give \$5,100 from the operating account to the FEA to promote Merit Shop policies countrywide. The motion passed.**
- **EVANS** The ABC Leadership Institute is coming up, Juan, Julie, and Chris are going.
- **GARCIA** gave an update on the Annual Strategic Planning Session scheduled for November 18, there will be a new member reception following the board meeting portion.
- ABC Plumbing Apprenticeship Grant requested to get them up to date and back under the ABC umbrella to meet accreditations to execute the program successfully.
 - **A motion was made and seconded to approve to take \$60,00 from the Workforce Enhancement Fund to fulfill the grant request for the ABC PIPE apprenticeship program.**

NEW MEMBER COMPANIES

American Blue Star Reinforcing	\$3M-\$6M
Build Ventures Construction	\$3M-\$6M
Diligent Welding & Fabrication LLC	\$1M-\$3M
GD Pro Services	\$1M-\$3M
Heritage Roofing & Gutters, Inc.	\$1M-\$3M
Insyte Security, LLC	\$1M-\$3M
Kustom Restoration	\$1M-\$3M
Monta Consulting & Design	Associate
Sky Limit Crane	Supplier
Souder Masonry & Concrete	\$10M-\$15M
Titan Building Supply	Supplier
Wilmar, Incorporated	Supplier

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

COMMITTEE LIAISON REPORTS

- **WERT** gave a membership development update.
 - September closed 2024 with 90 new members.
 - Currently 96 new members, but 15 for 12 will go into 2025 now.
 - Two new members were finalized during the Membership Blitz in October.
 - 2025 retention is underway, 517 companies were invoiced.
- **DAUGHERTY** gave an update on Outreach.
 - Oktoberfest Member Meetup was cancelled due to the hurricane.
 - Corey Schoenfelder appointed to the ACT board.
 - DAUGHERTY serving on the iBuild Board.
- **WERT** gave a government affairs update.

- ABC Endorsements, Dos/Donts, etc. have gone out to all membership.
- March 5-6 is LegCon in Tallahassee, registration is open.
- PAC Fundraiser is scheduled for February 6, 2025.
- List of campaign contributions and PAC balance distributed.
- **DAUGHERTY** gave an update on Collegiate Outreach.
 - Collegiate & YP Golf Tournament Fundraiser is January 31, need funds to send two teams to Vegas for the CMC in February 2025.
 - Now servicing on the Orange Technical College advisory board and Seminole State Industry board.
- **TORRES** gave an Excellence in Construction Awards Committee update.
 - The banquet is this Saturday, an almost sold-out event! The theme of the banquet is Country Western. The event is at the Hilton Orlando, VIP reception starts at 5:00PM.
- **DAUGHERTY** gave a Programs Committee update.
 - Good attendance at the two Builders' Breakfast, 122 and 123 attendees.
 - Working on Brevard Zoo for the next one.
- **HERNANDEZ** gave an update on Safety.
 - Sent another push in October using AQC to encourage more STEP applications.
 - Stephanie Kress manned ABC table at the ACFS Safety Day. Debbie Rodriguez was recognized at the event as an Inaugural Champion of Safety.
 - Safety Captive Program got one new client in October, a total of four new sign-ups for the year, and a total of five in the program through ABC.
- **WRAY** gave an update on special events.
 - Largest expo yet, SOLD OUT!
 - Chili Cook Off goal is 30 teams; a few spots are left.
 - The holiday party will be at Johnny's Otherside with a toy drive led by Amphibious on December 12.
- **GARCIA** gave an update on the Training & Development Committee.
 - We will be hosting a session at the Project Management Institute again. Two full weeks, one in March and one in May. Great revenue generating opportunity.
 - NEXGEN is in full swing, this group will do two community services projects as part of the program.
 - There is a big need for instructors in 2025 to teach courses, Blueprint Reading, Estimating, etc. If you know anyone that would be a good instructor, please reach out to Corey and Juan.
- **RODRIGUEZ** gave an update on Workforce Outreach.
 - The CareerSource Express Highschool event has been rescheduled for November 12.
 - iBowl & Frank Bracco Memorial event was sold out.
- **BRACCO/JORDAN** gave an update on the YP committee.
 - YP's will have a booth at the Chili Cook Off.
 - The YP Winter Olympics event will be on December 5 at the Northwestern Mutual office.

PRESIDENT'S REPORT

- **DAUGHERTY** worked with Florida Citrus Sports to put together discounted rates for ABC members.
- October 22 is the Hard Hats with Hearts event at the Varsity, thank you to Gilbane, Baker, and FINFROCK for their support of the event.
- Dave's House is looking to expand their board to have a larger construction presence. Supportive housing for those with mental health issues. Links will be sent out with information.
- Membership Development Committee Gives Back event will be cooking for families of children that are patients at the Nemours Children's Hospital as part of Ronald McDonald house on November 6.

OLD BUSINESS

- **DAUGHERTY** Following up with all legacy members to make sure they have an opportunity to get a brick as

part of the Brick Campaign Fundraiser for the exterior of the new tech lab downstairs.

NEW BUSINESS

- **GARCIA** introduced the 2025 Board Member Slate.
 - New board members elected include: Jeff Carter, WELBRO Building Corporation; Matt Krstolic, Hensel Phelps; Mike Meador, Skanska USA Building.
 - Retaining their positions: Charles Bracco, John Kurtz, Derrick Valkenburg.
 - Appointed as new Owner Director seat: Steve Sawyer, Universal Orlando
 - Debbie Rodriguez is moving onto the Executive Committee.
- **A motion was made and seconded to approve the 2025 board member slate. The motion passed.**

NEXT MEETING

- November 18, 2024, at 3:30 PM.

ADJOURNMENT

- **HOLMES** adjourned the meeting at 4:38 PM.

TD 10/21/2024

ABC of Central Florida
Financial Statement Summary

	November 2024	November 2023	\$ Change	% Change
Cash	889,252.63	870,314.11	18,938.52	2.18%
Raymond James Investments	1,117,985.15	1,037,278.45	80,706.70	7.78%
Workforce Funds	251,387.06	310,297.13	(58,910.07)	-18.99%
Total Cash/Savings	<u>2,258,624.84</u>	<u>2,217,889.69</u>	<u>40,735.15</u>	<u>1.84%</u>
Total Current Assets	2,049,177.33	2,490,141.87	(440,964.54)	-17.71%
Total Fixed Assets	1,285,443.63	1,356,204.05	(70,760.42)	-5.22%
Total Assets	3,335,239.26	3,846,964.22	(511,724.96)	-13.30%
Total Liabilities	361,637.08	1,122,244.47	(760,607.39)	-67.78%
Total Equity	2,973,602.18	2,724,719.75	248,882.43	9.13%
	November 2024 YTD	November Budget YTD	\$ Change	% Change
Total Income	2,970,309.00	2,804,970.33	165,338.67	5.89%
Total Expenses	2,621,780.54	2,758,572.53	(136,791.99)	-4.96%
Other Income (loss)	(11,550.13)	79,669.75	(91,219.88)	-114.50%
Net Income	336,978.33	126,067.55	210,910.78	167.30%

**ABC of Central Florida
Financial Statements Summary**

	Dec 2024	Dec 2023	\$ Change	% Change
Cash	1,449,492.40	805,678.86	643,813.54	79.91%
Raymond James Investments	1,109,058.72	1,059,494.90	49,563.82	4.68%
Workforce Funds	252,035.29	310,297.13	(58,261.84)	-18.78%
Total Cash/Savings	<u>2,810,586.41</u>	<u>2,175,470.89</u>	<u>635,115.52</u>	<u>29.19%</u>
Total Current Assets	2,090,290.36	2,542,538.78	(452,248.42)	-17.79%
Total Fixed Assets	1,540,354.95	1,359,712.88	180,642.07	13.29%
Total Assets	3,631,263.61	3,902,869.96	(271,606.35)	-6.96%
Total Liabilities	425,469.64	1,259,596.11	(834,126.47)	-66.22%
Total Equity	3,205,793.97	2,643,273.85	562,520.12	21.28%
	Dec 2024 YTD	Dec Budget YTD	\$ Change	% Change
Total Income	3,156,519.87	2,968,432.03	188,087.84	6.34%
Total Expenses	2,940,026.63	3,012,768.26	(72,741.63)	-2.41%
Other Income	352,676.88	86,922.00	265,754.88	305.74%
Net Income	569,170.12	42,585.77	526,584.35	1236.53%

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

	Nov 30, 24	Nov 30, 23
ASSETS		
Current Assets		
Checking/Savings		
11001 - Operating Accounts		
11000 - Petty Cash	500.00	1,124.00
11026 - Winter Park Bank Operating	0.00	7,506.23
11027 - Winter Park Bank Operating New	432,149.11	417,660.19
11030 - WPNB -Money Market 4.49%	456,603.52	444,023.69
Total 11001 - Operating Accounts	889,252.63	870,314.11
11002 - Reserve Funds		
11010 - Raymond James Investment Acct		
1101.01 - CD 5.0% MA	250,000.00	150,000.00
1101.02 - CD2 5.2% MA	250,000.00	150,000.00
11010 - Raymond James Investment Acct - Other	617,985.15	737,278.45
Total 11010 - Raymond James Investment Acct	1,117,985.15	1,037,278.45
Total 11002 - Reserve Funds	1,117,985.15	1,037,278.45
11003 - Workforce Funds		
11031-1 - WEF Investment		
1101.03 - WEF CD Ameris Bank	150,000.00	100,000.00
11031-1 - WEF Investment - Other	1.41	0.00
Total 11031-1 - WEF Investment	150,001.41	100,000.00
11031 - Winter Park Bank- Workforce	101,385.65	210,297.13
Total 11003 - Workforce Funds	251,387.06	310,297.13
Total Checking/Savings	2,258,624.84	2,217,889.69
Accounts Receivable	-298,318.58	-61,645.97
Other Current Assets	88,871.07	333,898.15
Total Current Assets	2,049,177.33	2,490,141.87
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	-1,479,436.85	-1,408,676.43
Total Fixed Assets	1,285,443.63	1,356,204.05
Other Assets	618.30	618.30
TOTAL ASSETS	3,335,239.26	3,846,964.22
LIABILITIES & EQUITY		
Liabilities		
Current Liabilities		
Accounts Payable	-46,450.37	111,158.63
Credit Cards	33,392.05	0.00
Other Current Liabilities		

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

	Nov 30, 24	Nov 30, 23
2100 · Payroll Liabilities	17,031.05	0.00
22100 · Sales Tax Payable	311.63	349.25
22110 · Accrued Property Taxes	49,647.62	0.00
22112 · Equipment Lease - ST	745.96	721.34
22201 · Tenant Security Deposits	3,764.30	6,776.80
22202 · Future Events Income	101,483.77	2,650.08
22203 · Member & Training Services	28,497.16	31,977.76
22204 · Renewing Member Dues- 2024	109,582.51	793,394.24
22205 · Partial Pays Renew/New Members	1,365.00	0.00
22206 · Renewing Member Dues- 2023	0.00	108,009.68
22207 · New Member Dues- 2023	0.00	15,393.96
22208 · New Member Dues-2024	39,766.66	0.00
22209 · VIP Sponsorship	17,562.86	13,325.76
22210 · 2022 New Member Credit to 2023	0.00	7,283.88
22211 · PAC Funds	0.00	14,860.00
22213 · New Member Dues- 2025	9,057.58	0.00
22300 · Trimmer Constr. Ed. Payable	-700.00	2,700.00
22301 · Free Enterprise All. Payable	-1,050.00	4,050.00
22305 · Workforce Enhancement Fund	-3,118.41	30.00
Total Other Current Liabilities	373,947.69	1,001,522.75
Total Current Liabilities	360,889.37	1,112,681.38
Long Term Liabilities	747.71	9,563.09
Total Liabilities	361,637.08	1,122,244.47
Equity		
31100 · Retained Earnings	2,636,623.85	2,436,985.69
Net Income	336,978.33	287,734.06
Total Equity	2,973,602.18	2,724,719.75
TOTAL LIABILITIES & EQUITY	3,335,239.26	3,846,964.22

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

	<u>Nov 24</u>	<u>Budget</u>	<u>Jan - Nov 24</u>	<u>YTD Budget</u>	<u>Annual Budget</u>
Ordinary Income/Expense					
Income					
40000 · Membership Income					
41000 · New Member Dues	41,231.38	28,073.71	271,727.34	258,763.32	286,837.03
41010 · Renewing Member Dues	109,679.48	114,804.65	1,129,895.55	1,200,215.35	1,315,020.00
41020 · Enrollment Fee	300.00	700.00	8,310.00	9,200.00	10,000.00
41030 · Membership Promotion	0.00	0.00	225.00	500.00	500.00
46030 · Job Site Signs Sales	219.47	291.67	5,924.37	3,208.33	3,500.00
Total 40000 · Membership Income	<u>151,430.33</u>	<u>143,870.03</u>	<u>1,416,082.26</u>	<u>1,471,887.00</u>	<u>1,615,857.03</u>
40100 · Events Income					
41040 · Regional Outreach Income	2,416.66		35,594.94		
44000 · Meetings (Ticket Event)	2,420.00	0.00	93,745.87	81,425.00	81,425.00
44010 · Golf Tournaments	-305.00	0.00	255,036.07	247,040.00	247,040.00
44030 · Construction Expo	0.00	0.00	125,185.00	122,410.00	122,410.00
44040 · GC Connect	0.00	0.00	40,575.42	33,225.00	33,225.00
44050 · EIC Construction Awards Banquet	2,264.07	0.00	476,437.79	365,500.00	365,500.00
44100 · Sponsored Events	20,935.00	19,790.00	50,635.00	52,590.00	57,090.00
44105 · Young Professionals Events	0.00	0.00	6,660.00	10,250.00	11,750.00
Total 40100 · Events Income	<u>27,730.73</u>	<u>19,790.00</u>	<u>1,083,870.09</u>	<u>912,440.00</u>	<u>918,440.00</u>
40200 · Training and Development Income					
43000 · Seminars Registration	8,521.20	3,678.00	126,745.71	149,020.00	149,270.00
43035 · NEXGEN	5,496.66	5,000.00	52,467.94	50,000.00	50,000.00
43040 · Technology Conference	0.00	0.00	44,068.00	44,500.00	44,500.00
43041 · Project Mgmt. Institute	0.00	0.00	51,000.00	48,000.00	48,000.00
44021 · Apprenticeship Mgmt. Income	3,019.86		61,193.20		
40200 · Training and Development Income - Other	177.21		434.66		
Total 40200 · Training and Development Income	<u>17,214.93</u>	<u>8,678.00</u>	<u>335,909.51</u>	<u>291,520.00</u>	<u>291,770.00</u>
40300 · Advertising & Marketing Income					
45000 · BCF Magazine Advertising	0.00	0.00	65,026.50	58,895.83	70,675.00
45010 · Membership Directory	0.00	0.00	46,985.00	52,440.00	52,440.00
45012 · Monthly Mailing Advertising	218.00	0.00	2,785.00	1,700.00	1,700.00
45015 · Website Advertising	786.36	1,062.50	11,163.64	11,687.50	12,750.00
45020 · Weekly Email Advertising	517.00	400.00	8,487.00	4,400.00	4,800.00
Total 40300 · Advertising & Marketing Income	<u>1,521.36</u>	<u>1,462.50</u>	<u>134,447.14</u>	<u>129,123.33</u>	<u>142,365.00</u>
Total Income	<u>197,897.35</u>	<u>173,800.53</u>	<u>2,970,309.00</u>	<u>2,804,970.33</u>	<u>2,968,432.03</u>
Gross Profit	<u>197,897.35</u>	<u>173,800.53</u>	<u>2,970,309.00</u>	<u>2,804,970.33</u>	<u>2,968,432.03</u>
Expense					
60000 · Membership Expenses	9,709.27	3,125.00	37,020.34	34,375.00	37,500.00
60100 · Events Expense					
610402 · Regional Outreach Expense	17.80		5,086.41		
64000 · Meetings (Ticket Event) Expense	723.20	0.00	45,508.47	48,550.00	48,550.00
64010 · Golf Tournaments Expense	175.60	0.00	149,963.48	146,440.00	146,440.00
64030 · Construction Expo Expense	0.00	0.00	45,512.00	48,211.00	48,211.00
64040 · GC Connect Expense	0.00	0.00	9,274.57	8,275.00	8,275.00
64050 · EIC Construction Awards Expense	10,413.77	0.00	280,868.91	257,405.00	257,405.00
64100 · Sponsored Events Exp	10,504.18	9,275.00	17,311.87	19,275.00	21,975.00
64105 · Young Professionals Expense	313.81	500.00	5,158.16	5,000.00	5,750.00
64107 · VIP Expenses	52.80	1,800.00	6,216.59	8,300.00	9,400.00
64112 · Meetings & Events General Exps.	0.00	333.33	2,290.44	3,666.67	4,000.00
60100 · Events Expense - Other	0.00		70.34		
Total 60100 · Events Expense	<u>22,201.16</u>	<u>11,908.33</u>	<u>567,261.24</u>	<u>545,122.67</u>	<u>550,006.00</u>
60200 · Training and Development Expense					
63000 · Seminar Expense	319.25	930.00	61,826.63	74,941.95	76,007.95
63035 · NEXGEN Expense	0.00	3,050.00	14,385.77	13,545.00	13,545.00
63040 · Technology Conference Expense	0.00	0.00	17,208.01	25,000.00	25,000.00
63041 · Project Mgmt. Institute Expense	0.00	0.00	15,880.69	19,000.00	19,000.00
60200 · Training and Development Expense - Other	297.71		1,699.17		
Total 60200 · Training and Development Expense	<u>616.96</u>	<u>3,980.00</u>	<u>111,000.27</u>	<u>132,486.95</u>	<u>133,552.95</u>
60300 · Advertising & Marketing Expense					
65000 · BCF Magazine Expense	168.30	50.00	28,379.81	22,712.50	27,195.00

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

	<u>Nov 24</u>	<u>Budget</u>	<u>Jan - Nov 24</u>	<u>YTD Budget</u>	<u>Annual Budget</u>
65010 · Membership Directory Expense	5.55	0.00	10,422.90	10,000.00	10,000.00
65012 · Monthly Mailing Expense	1,254.44	900.00	10,985.26	9,900.00	10,800.00
60300 · Advertising & Marketing Expense - Other	0.00		2,122.27		
Total 60300 · Advertising & Marketing Expense	1,428.29	950.00	51,910.24	42,612.50	47,995.00
60400 · General and Administrative					
65030 · Website	80.00	334.00	3,525.52	3,674.00	4,008.00
66050 · Personnel Expenses	85,975.68	105,540.83	1,059,549.18	1,160,949.17	1,324,738.58
66060 · Insurances	1,737.40	1,875.00	19,055.26	20,625.00	22,500.00
67050 · Staff & Team Development	382.92	541.67	5,927.41	5,958.33	6,500.00
68000 · Auto Expense	1,189.25	1,500.00	16,785.23	16,500.00	18,000.00
68200 · President's Expense	218.70	210.00	1,634.63	2,290.00	2,500.00
68210 · Board of Directors Meetings	3,111.47	416.67	5,123.75	4,583.33	5,000.00
68220 · Committee Meetings	69.74	300.00	1,618.46	3,200.00	3,500.00
69000 · Utilities	2,235.00	4,200.00	26,660.57	46,200.00	50,400.00
69020 · Property Taxes	4,513.42	4,600.00	50,084.49	50,600.00	55,200.00
69030 · Janitorial & Cleaning	1,153.40	1,175.00	12,077.47	12,825.00	14,000.00
69040 · Building Supplies/Maintenance	3,068.71	5,000.00	41,373.42	55,900.00	61,350.00
69100 · Administrative - Postage	20.50	25.00	549.99	275.00	300.00
69120 · Telephone & Data Expense	947.96	1,130.00	12,474.87	12,430.00	13,560.00
69190 · Computer Software	596.50	1,450.00	16,783.70	15,950.00	17,400.00
69200 · Leased Office Equipment	304.35	500.00	4,311.37	5,500.00	6,000.00
69210 · Office Supplies	879.98	375.00	5,116.85	4,125.00	4,500.00
69220 · Equipment R&M, Supplies	1,060.52	1,800.00	15,401.81	19,800.00	21,600.00
69300 · Advertising expense	0.00	500.00	251.07	5,500.00	6,000.00
69315 · Bank Charges	27.80	40.00	595.90	440.00	480.00
69325 · Interest Expense	6.21	6.21	180.58	177.58	181.73
69340 · Professional Services	5,500.00	1,000.00	44,903.27	40,440.00	41,440.00
69350 · Taxes & Licenses	0.00	60.00	228.52	640.00	700.00
69370 · Dues, Subscript., Sponsorships	426.50	100.00	1,178.20	1,100.00	1,200.00
69400 · Depreciation	6,620.75	6,000.00	74,269.25	66,000.00	72,000.00
Total 60400 · General and Administrative	120,126.76	138,679.38	1,419,660.77	1,555,682.41	1,753,058.31
61000 · National Dues	35,076.53	28,000.00	314,938.67	308,000.00	336,000.00
61020 · State Dues	8,996.80	7,263.00	78,828.79	79,893.00	87,156.00
61100 · National Meetings	6,472.46	0.00	19,427.86	28,500.00	28,500.00
68110 · State Meetings	480.36	3,000.00	6,105.45	9,000.00	9,000.00
68180 · Chapter Planning Conference	1,051.01	0.00	1,051.01	0.00	5,000.00
68190 · Other Conferences	0.00	100.00	0.00	900.00	1,000.00
69391 · Community Enrichment	509.06	2,000.00	14,575.90	22,000.00	24,000.00
Total Expense	206,668.66	199,005.71	2,621,780.54	2,758,572.53	3,012,768.26
Net Ordinary Income	-8,771.31	-25,205.18	348,528.46	46,397.80	-44,336.23
Other Income/Expense					
Other Income					
Student Chapter, net	0.00		0.00		
Workforce Fund, net	-60,000.00		-53,605.86		
46511 · Building Fundraising	0.00	0.00	36,000.00	250,000.00	250,000.00
47000 · Interest Income	3,343.97	1,500.00	51,855.17	16,500.00	18,000.00
47010 · General Income	23.81	0.00	93.42	0.00	0.00
47012 · Rental Income					
470122 · Lease Space					
470125 · Astronaut Lease Ste101-1,685	1,685.00	1,685.00	18,335.00	18,535.00	20,220.00
470126 · Empire Elect ste102 - 1,666.25	1,666.25	1,666.25	18,128.75	18,328.75	19,995.00
470127 · United Form ste103-1,535	0.00	1,535.00	15,150.00	16,885.00	18,420.00
470128 · Second Floor Lease Space	0.00	385.00	1,050.00	4,130.00	4,515.00
Total 470122 · Lease Space	3,351.25	5,271.25	52,663.75	57,878.75	63,150.00
470123 · Classroom rental	150.00	481.00	5,392.25	5,291.00	5,772.00
470124 · Rental Supplies	55.00		2,560.00		
69392 · Rental Expense	0.00	0.00	-49.07	0.00	0.00
47012 · Rental Income - Other	-7.41		-7.41		
Total 47012 · Rental Income	3,548.84	5,752.25	60,559.52	63,169.75	68,922.00
47020 · Gain (Loss) on Investment/Asset	10,404.10		20,532.74		

Associated Builders and Contractors, Inc.
Profit & Loss Budget Performance
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	<u>Nov 24</u>	<u>Budget</u>	<u>Jan - Nov 24</u>	<u>YTD Budget</u>	<u>Annual Budget</u>
Total Other Income	-42,679.28	7,252.25	115,434.99	329,669.75	336,922.00
Other Expense					
64021 - Apprenticeship Mgmt. Expense	0.00		62,950.48		
66511 - Building Fundraising Expense	0.00	0.00	64,034.64	250,000.00	250,000.00
Total Other Expense	<u>0.00</u>	<u>0.00</u>	<u>126,985.12</u>	<u>250,000.00</u>	<u>250,000.00</u>
Net Other Income	-42,679.28	7,252.25	-11,550.13	79,669.75	86,922.00
Net Income	<u>-51,450.59</u>	<u>-17,952.93</u>	<u>336,978.33</u>	<u>126,067.55</u>	<u>42,585.77</u>

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

	Dec 31, 24	Dec 31, 23
ASSETS		
Current Assets		
Checking/Savings		
11001 - Operating Accounts		
11000 - Petty Cash	500.00	500.00
11026 - Winter Park Bank Operating	0.00	25,088.59
11027 - Winter Park Bank Operating New	990,904.91	335,463.20
11030 - WPNB -Money Market 4.49%	458,087.49	444,627.07
Total 11001 - Operating Accounts	1,449,492.40	805,678.86
11002 - Reserve Funds		
11010 - Raymond James Investment Acct		
1101.01 - CD 5.0% MA	250,000.00	150,000.00
1101.02 - CD2 5.2% MA	250,000.00	150,000.00
11010 - Raymond James Investment Acct - Other	609,058.72	759,494.90
Total 11010 - Raymond James Investment Acct	1,109,058.72	1,059,494.90
Total 11002 - Reserve Funds	1,109,058.72	1,059,494.90
11003 - Workforce Funds		
11031-1 - WEF Investment		
1101.03 - WEF CD Ameris Bank	150,649.64	0.00
11031-1 - WEF Investment - Other	0.00	101,339.18
Total 11031-1 - WEF Investment	150,649.64	101,339.18
11031 - Winter Park Bank- Workforce	101,385.65	208,957.95
Total 11003 - Workforce Funds	252,035.29	310,297.13
Total Checking/Savings	2,810,586.41	2,175,470.89
Accounts Receivable	-957,464.60	19,914.26
Other Current Assets		
11200 - Prepaid National Dues	184,594.46	228,155.66
11210 - Prepaid State Dues	37,940.05	52,621.89
11220 - Prepaid Insurance	3,027.99	4,650.59
11230 - Prepaid Expenses	6,837.99	43,766.44
11240 - Inventory	7,793.06	17,959.05
1499 - Undeposited Funds	-3,025.00	0.00
Total Other Current Assets	237,168.55	347,153.63
Total Current Assets	2,090,290.36	2,542,538.78
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		
11355.1 - Lab Build out	261,532.07	0.00
11355 - Building Tenant Improvement - Other	284,569.48	284,569.48
Total 11355 - Building Tenant Improvement	546,101.55	284,569.48

Associated Builders and Contractors, Inc.

Balance Sheet

As of December 31, 2024

	<u>Dec 31, 24</u>	<u>Dec 31, 23</u>
11400 · Accumulated Depreciation	-1,486,057.60	-1,405,167.60
Total Fixed Assets	1,540,354.95	1,359,712.88
Other Assets		
11600 · Refundable Deposit	618.30	618.30
Total Other Assets	618.30	618.30
TOTAL ASSETS	<u>3,631,263.61</u>	<u>3,902,869.96</u>
LIABILITIES & EQUITY		
Liabilities		
Current Liabilities		
Accounts Payable	191,360.53	28,426.53
Credit Cards	19,412.24	0.00
Other Current Liabilities		
2100 · Payroll Liabilities	17,456.45	0.00
22100 · Sales Tax Payable	88.42	260.48
22110 · Accrued Property Taxes	54,161.04	0.00
22112 · Equipment Lease - ST	747.82	8,815.38
22201 · Tenant Security Deposits	3,764.30	6,776.80
22202 · Future Events Income	100,648.47	202,886.30
22203 · Member & Training Services	44,680.50	30,895.91
22204 · Renewing Member Dues- 2024	-96.97	973,480.16
22205 · Partial Pays Renew/New Members	1,365.00	0.00
22208 · New Member Dues-2024	-2,887.33	0.00
22209 · VIP Sponsorship	7,250.00	0.00
22211 · PAC Funds	0.00	4,207.67
22213 · New Member Dues- 2025	13,662.58	0.00
22300 · Trimmer Constr. Ed. Payable	-9,200.00	0.00
22301 · Free Enterprise All. Payable	-13,900.00	0.00
22305 · Workforce Enhancement Fund	-3,043.41	3,099.17
Total Other Current Liabilities	<u>214,696.87</u>	<u>1,230,421.87</u>
Total Current Liabilities	425,469.64	1,258,848.40
Long Term Liabilities	0.00	747.71
Total Liabilities	425,469.64	1,259,596.11
Equity		
30000 · Opening Bal Equity	0.00	6,650.00
31100 · Retained Earnings	2,636,623.85	2,436,985.69
Net Income	569,170.12	199,638.16
Total Equity	<u>3,205,793.97</u>	<u>2,643,273.85</u>
TOTAL LIABILITIES & EQUITY	<u>3,631,263.61</u>	<u>3,902,869.96</u>

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

	<u>Dec 24</u>	<u>Budget</u>	<u>Jan - Dec 24</u>	<u>YTD Budget</u>	<u>Annual Budget</u>
Ordinary Income/Expense					
Income					
40000 - Membership Income					
41000 - New Member Dues	42,653.99	28,073.71	314,381.33	286,837.03	286,837.03
41010 - Renewing Member Dues	109,679.48	114,804.65	1,239,575.03	1,315,020.00	1,315,020.00
41020 - Enrollment Fee	200.00	800.00	8,510.00	10,000.00	10,000.00
41030 - Membership Promotion	0.00	0.00	225.00	500.00	500.00
46030 - Job Site Signs Sales	303.17	291.67	6,227.54	3,500.00	3,500.00
Total 40000 - Membership Income	<u>152,836.64</u>	<u>143,970.03</u>	<u>1,568,918.90</u>	<u>1,615,857.03</u>	<u>1,615,857.03</u>
40100 - Events Income					
41040 - Regional Outreach Income	2,916.66		38,511.60		
44000 - Meetings (Ticket Event)	-2,000.00	0.00	91,745.87	81,425.00	81,425.00
44010 - Golf Tournaments	0.00	0.00	255,036.07	247,040.00	247,040.00
44030 - Construction Expo	0.00	0.00	125,185.00	122,410.00	122,410.00
44040 - GC Connect	0.00	0.00	40,575.42	33,225.00	33,225.00
44050 - EIC Construction Awards Banquet	157.02	0.00	476,594.81	365,500.00	365,500.00
44100 - Sponsored Events					
44101 - Chili Cook-Off	2,350.00	0.00	23,285.00	19,790.00	19,790.00
44102 - ABC on Tap	207.72	4,500.00	29,907.72	37,300.00	37,300.00
44100 - Sponsored Events - Other	0.00	0.00	0.00	0.00	0.00
Total 44100 - Sponsored Events	<u>2,557.72</u>	<u>4,500.00</u>	<u>53,192.72</u>	<u>57,090.00</u>	<u>57,090.00</u>
44105 - Young Professionals Events	1,850.00	1,500.00	8,510.00	11,750.00	11,750.00
Total 40100 - Events Income	<u>5,481.40</u>	<u>6,000.00</u>	<u>1,089,351.49</u>	<u>918,440.00</u>	<u>918,440.00</u>
40200 - Training and Development Income					
43000 - Seminars Registration	10,321.42	250.00	137,067.13	149,270.00	149,270.00
43035 - NEXGEN	0.00	0.00	52,467.94	50,000.00	50,000.00
43040 - Technology Conference	0.00	0.00	44,068.00	44,500.00	44,500.00
43041 - Project Mgmt. Institute	0.00	0.00	51,000.00	48,000.00	48,000.00
44021 - Apprenticeship Mgmt. Income	6,038.55		67,231.75		
40200 - Training and Development Income - Other	0.00		434.66		
Total 40200 - Training and Development Income	<u>16,359.97</u>	<u>250.00</u>	<u>352,269.48</u>	<u>291,770.00</u>	<u>291,770.00</u>
40300 - Advertising & Marketing Income					
45000 - BCF Magazine Advertising	10,017.50	11,779.17	75,044.00	70,675.00	70,675.00
45010 - Membership Directory	0.00	0.00	46,985.00	52,440.00	52,440.00
45012 - Monthly Mailing Advertising	216.00	0.00	3,001.00	1,700.00	1,700.00
45015 - Website Advertising	786.36	1,062.50	11,950.00	12,750.00	12,750.00
45020 - Weekly Email Advertising	513.00	400.00	9,000.00	4,800.00	4,800.00
Total 40300 - Advertising & Marketing Income	<u>11,532.86</u>	<u>13,241.67</u>	<u>145,980.00</u>	<u>142,365.00</u>	<u>142,365.00</u>
Total Income	<u>186,210.87</u>	<u>163,461.70</u>	<u>3,156,519.87</u>	<u>2,968,432.03</u>	<u>2,968,432.03</u>
Gross Profit	<u>186,210.87</u>	<u>163,461.70</u>	<u>3,156,519.87</u>	<u>2,968,432.03</u>	<u>2,968,432.03</u>
Expense					
60000 - Membership Expenses					
61040 - Member Fees & Promotion	6,065.33	3,125.00	43,085.67	37,500.00	37,500.00
Total 60000 - Membership Expenses	<u>6,065.33</u>	<u>3,125.00</u>	<u>43,085.67</u>	<u>37,500.00</u>	<u>37,500.00</u>
60100 - Events Expense					
610402 - Regional Outreach Expense	12.49		5,098.90		
64000 - Meetings (Ticket Event) Expense	3.45	0.00	45,511.92	48,550.00	48,550.00
64010 - Golf Tournaments Expense	112.90	0.00	150,076.38	146,440.00	146,440.00
64030 - Construction Expo Expense	0.00	0.00	45,512.00	48,211.00	48,211.00
64040 - GC Connect Expense	0.00	0.00	9,274.57	8,275.00	8,275.00
64050 - EIC Construction Awards Expense	4,716.25	0.00	285,585.16	257,405.00	257,405.00
64100 - Sponsored Events Exp					
64101 - Chili Cook-Off Expense	1,264.28	0.00	11,776.17	9,275.00	9,275.00
64102 - ABC on Tap Expense	929.63	2,700.00	7,645.67	12,700.00	12,700.00
64100 - Sponsored Events Exp - Other	0.00	0.00	83.94	0.00	0.00
Total 64100 - Sponsored Events Exp	<u>2,193.91</u>	<u>2,700.00</u>	<u>19,505.78</u>	<u>21,975.00</u>	<u>21,975.00</u>
64105 - Young Professionals Expense	169.33	750.00	5,327.49	5,750.00	5,750.00
64107 - VIP Expenses	563.90	1,100.00	6,780.49	9,400.00	9,400.00
64112 - Meetings & Events General Exps.	716.99	333.33	3,007.43	4,000.00	4,000.00

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

	<u>Dec 24</u>	<u>Budget</u>	<u>Jan - Dec 24</u>	<u>YTD Budget</u>	<u>Annual Budget</u>
60100 · Events Expense - Other	0.00		70.34		
Total 60100 · Events Expense	8,489.22	4,883.33	575,750.46	550,006.00	550,006.00
60200 · Training and Development Expense					
63000 · Seminar Expense	9,582.91	1,066.00	71,409.54	76,007.95	76,007.95
63035 · NEXGEN Expense	0.00	0.00	14,385.77	13,545.00	13,545.00
63040 · Technology Conference Expense	0.00	0.00	17,208.01	25,000.00	25,000.00
63041 · Project Mgmt. Institute Expense	0.00	0.00	15,880.69	19,000.00	19,000.00
60200 · Training and Development Expense - Other	0.00		1,699.17		
Total 60200 · Training and Development Expense	9,582.91	1,066.00	120,583.18	133,552.95	133,552.95
60300 · Advertising & Marketing Expense					
65000 · BCF Magazine Expense	6,198.79	4,482.50	34,578.60	27,195.00	27,195.00
65010 · Membership Directory Expense	0.00	0.00	10,422.90	10,000.00	10,000.00
65012 · Monthly Mailing Expense	419.81	900.00	11,405.07	10,800.00	10,800.00
60300 · Advertising & Marketing Expense - Other	0.00		2,122.27		
Total 60300 · Advertising & Marketing Expense	6,618.60	5,382.50	58,528.84	47,995.00	47,995.00
60400 · General and Administrative					
65030 · Website	179.99	334.00	3,705.51	4,008.00	4,008.00
66050 · Personnel Expenses	183,120.16	163,789.41	1,242,669.34	1,324,738.58	1,324,738.58
66060 · Insurances	3,416.11	1,875.00	22,471.37	22,500.00	22,500.00
67050 · Staff & Team Development	1,508.79	541.67	7,436.20	6,500.00	6,500.00
68000 · Auto Expense	1,074.80	1,500.00	17,860.03	18,000.00	18,000.00
68200 · President's Expense	23.11	210.00	1,657.74	2,500.00	2,500.00
68210 · Board of Directors Meetings	3,611.40	416.67	8,735.15	5,000.00	5,000.00
68220 · Committee Meetings	3,181.07	300.00	4,799.53	3,500.00	3,500.00
69000 · Utilities	1,859.62	4,200.00	28,520.19	50,400.00	50,400.00
69020 · Property Taxes	4,828.51	4,600.00	54,913.00	55,200.00	55,200.00
69030 · Janitorial & Cleaning	1,153.40	1,175.00	13,230.87	14,000.00	14,000.00
69040 · Building Supplies/Maintenance	7,206.52	5,450.00	48,579.94	61,350.00	61,350.00
69100 · Administrative - Postage	50.08	25.00	600.07	300.00	300.00
69120 · Telephone & Data Expense	2,136.93	1,130.00	14,611.80	13,560.00	13,560.00
69190 · Computer Software	1,293.95	1,450.00	18,077.65	17,400.00	17,400.00
69200 · Leased Office Equipment	1,936.81	500.00	6,248.18	6,000.00	6,000.00
69210 · Office Supplies	1,108.07	375.00	6,224.92	4,500.00	4,500.00
69220 · Equipment R&M, Supplies	3,412.74	1,800.00	18,814.55	21,600.00	21,600.00
69300 · Advertising expense	0.00	500.00	251.07	6,000.00	6,000.00
69315 · Bank Charges	22.10	40.00	618.00	480.00	480.00
69325 · Interest Expense	4.15	4.15	184.73	181.73	181.73
69340 · Professional Services	5,500.00	1,000.00	50,403.27	41,440.00	41,440.00
69350 · Taxes & Licenses	0.00	60.00	228.52	700.00	700.00
69370 · Dues, Subscript., Sponsorships	309.79	100.00	1,487.99	1,200.00	1,200.00
69400 · Depreciation	6,620.75	6,000.00	80,890.00	72,000.00	72,000.00
Total 60400 · General and Administrative	233,558.85	197,375.90	1,653,219.62	1,753,058.31	1,753,058.31
61000 · National Dues	39,541.53	28,000.00	354,480.20	336,000.00	336,000.00
61020 · State Dues	10,346.80	7,263.00	89,175.59	87,156.00	87,156.00
61100 · National Meetings	1,540.00	0.00	20,967.86	28,500.00	28,500.00
66010 · Book Expense	1,969.12		1,969.12		
68110 · State Meetings	0.00	0.00	6,105.45	9,000.00	9,000.00
68180 · Chapter Planning Conference	0.00	5,000.00	1,051.01	5,000.00	5,000.00
68190 · Other Conferences	0.00	100.00	0.00	1,000.00	1,000.00
69391 · Community Enrichment	533.73	2,000.00	15,109.63	24,000.00	24,000.00
Total Expense	318,246.09	254,195.73	2,940,026.63	3,012,768.26	3,012,768.26
Net Ordinary Income	-132,035.22	-90,734.03	216,493.24	-44,336.23	-44,336.23
Other Income/Expense					
Other Income					
Student Chapter, net	0.00		0.00		
Workforce Fund, net	-41.43		-53,647.29		
46511 · Building Fundraising	338,713.87	0.00	374,713.87	250,000.00	250,000.00
47000 · Interest Income	4,271.14	1,500.00	56,126.31	18,000.00	18,000.00
47010 · General Income	7.79	0.00	101.21	0.00	0.00
47012 · Rental Income					

Associated Builders and Contractors, Inc.
Profit & Loss Budget Performance
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	<u>Dec 24</u>	<u>Budget</u>	<u>Jan - Dec 24</u>	<u>YTD Budget</u>	<u>Annual Budget</u>
470122 · Lease Space					
470125 · Astronaut Lease Ste101-1,685	1,685.00	1,685.00	20,020.00	20,220.00	20,220.00
470126 · Empire Elect ste102 - 1,666.25	1,700.00	1,666.25	19,828.75	19,995.00	19,995.00
470127 · United Form ste103-1,535	0.00	1,535.00	15,150.00	18,420.00	18,420.00
470128 · Second Floor Lease Space	0.00	385.00	1,050.00	4,515.00	4,515.00
Total 470122 · Lease Space	<u>3,385.00</u>	<u>5,271.25</u>	<u>56,048.75</u>	<u>63,150.00</u>	<u>63,150.00</u>
470123 · Classroom rental	1,150.00	481.00	6,542.25	5,772.00	5,772.00
470124 · Rental Supplies	395.00		2,955.00		
69392 · Rental Expense	0.00	0.00	-49.07	0.00	0.00
47012 · Rental Income - Other	0.00		-7.41		
Total 47012 · Rental Income	<u>4,930.00</u>	<u>5,752.25</u>	<u>65,489.52</u>	<u>68,922.00</u>	<u>68,922.00</u>
47020 · Gain (Loss) on Investment/Asset	-11,063.96		9,468.78		
Total Other Income	<u>336,817.41</u>	<u>7,252.25</u>	<u>452,252.40</u>	<u>336,922.00</u>	<u>336,922.00</u>
Other Expense					
64021 · Apprenticeship Mgmt. Expense	7,170.95		70,121.43		
66511 · Building Fundraising Expense	-34,580.55	0.00	29,454.09	250,000.00	250,000.00
Total Other Expense	<u>-27,409.60</u>	<u>0.00</u>	<u>99,575.52</u>	<u>250,000.00</u>	<u>250,000.00</u>
Net Other Income	<u>364,227.01</u>	<u>7,252.25</u>	<u>352,676.88</u>	<u>86,922.00</u>	<u>86,922.00</u>
Net Income	<u><u>232,191.79</u></u>	<u><u>-83,481.78</u></u>	<u><u>569,170.12</u></u>	<u><u>42,585.77</u></u>	<u><u>42,585.77</u></u>

Associated Builders and Contractors, Inc.
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	YE - Projection											
	Jan - Dec 19	Jan - Dec 20	Jan - Dec 21	Jan - Dec 22	Jan - Dec 23	Jan - Dec 24	Annual Budget	2025 Budget				
44101 · Chili Cook-Off	0.00	0.00	0.00	0.00	19,695.00	23,060.00	19,790.00	21,300.00				
44102 · ABC on Tap	0.00	0.00	0.00	0.00	24,000.00	34,243.80	37,300.00	35,000.00				
44100 · Sponsored Events - Other	37,840.00	36,250.00	39,125.00	42,600.00	8,400.00	400.00	0.00	0.00				
Total 44100 · Sponsored Events	37,840.00	36,250.00	39,125.00	42,600.00	52,095.00	57,703.80	57,090.00	56,300.00				
44030 · Construction Expo	82,365.00	56,840.00	84,075.00	96,400.00	110,900.00	125,685.00	122,410.00	136,400.00				
44000 · Meetings (Ticket Event)												
44005 · Poker Run	0.00	0.00	0.00	0.00	4,035.00	3,498.47	5,400.00	0.00				
44007 · Pop Stroke	0.00	0.00	0.00	0.00	11,460.00	0.00	0.00	0.00				
43042 · State of Construction	0.00	0.00	0.00	0.00	0.00	20,100.00	9,000.00	15,000.00				
44006 · Legislative Hobnob	0.00	0.00	0.00	0.00	9,500.00	12,750.00	13,750.00	12,750.00				
44003 · Sporting Clay Shoot	0.00	0.00	0.00	0.00	34,350.00	0.00	0.00	34,150.00				
44001 · Builders Breakfast	0.00	0.00	0.00	0.00	35,665.00	36,409.90	36,275.00	35,000.00				
44000 · Meetings (Ticket Event) - Other	87,785.00	88,894.00	151,972.00	140,780.00	12,000.00	20,987.50	17,000.00	8,425.00				
Total 44000 · Meetings (Ticket Event)	87,785.00	88,894.00	151,972.00	140,780.00	107,010.00	93,745.87	81,425.00	105,325.00				
44010 · Golf Tournaments	155,455.00	139,805.00	159,922.25	192,125.80	240,818.70	255,062.07	247,040.00	285,000.00				
44050 · EIC Construction Awards Banquet												
44056 · EIC Judging	0.00	0.00	0.00	0.00	11,000.00	12,377.02	0.00	10,000.00				
44055 · EIC Plaques	0.00	0.00	0.00	10,351.00	14,895.17	15,277.79	0.00	15,000.00				
44053 · EIC GC Entry	0.00	0.00	0.00	0.00	42,660.00	74,260.00	0.00	69,125.00				
44052 · EIC Magazine	0.00	0.00	0.00	0.00	67,465.00	79,325.00	0.00	70,000.00				
44051 · EIC Sponsorships	0.00	0.00	0.00	0.00	84,895.00	52,630.00	0.00	56,925.00				
44050 · EIC Construction Awards Banquet - Other	299,475.64	271,763.88	276,436.99	343,638.34	145,335.00	243,225.00	365,500.00	243,500.00				
Total 44050 · EIC Construction Awards Banquet	299,475.64	271,763.88	276,436.99	353,989.34	366,250.17	477,094.81	365,500.00	464,550.00				
Total 40100 · Events Income	665,390.64	594,752.88	713,031.24	833,842.59	912,538.87	1,097,013.57	958,440.03	1,138,075.00				
40000 · Membership Income												
41030 · Membership Promotion	0.00	900.00	0.00	1,125.00	1,528.75	225.00	500.00	1,000.00				
46030 · Job Site Signs Sales	5,263.40	6,302.55	7,703.20	2,779.65	4,284.66	6,227.54	3,500.00	4,000.00				
41020 · Enrollment Fee	7,889.00	4,698.00	8,301.00	8,480.00	8,555.00	9,108.17	10,000.00	8,000.00				
41000 · New Member Dues												

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	YE - Projection												
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41001 · New Member 15 for 12	38,950.51	77,280.25	46,718.41	79,905.42	0.00	0.00	0.00	73,587.00	0.00				
41000 · New Member Dues - Other	108,283.75	64,863.59	110,088.58	128,343.00	128,294.00	238,882.79	173,250.00	225,000.00					
Total 41000 · New Member Dues	147,234.26	142,143.84	156,806.99	208,248.42	128,294.00	238,882.79	246,837.00	225,000.00					
41010 · Renewing Member Dues	957,604.76	1,042,048.06	1,069,952.57	1,108,031.69	1,336,611.08	1,315,181.03	1,315,020.00	1,352,381.73					
Total 40000 · Membership Income	1,117,991.42	1,196,092.45	1,242,763.76	1,328,664.76	1,479,273.49	1,569,624.53	1,575,857.00	1,590,381.73					
Total Income	2,120,285.98	2,050,148.30	2,262,466.63	2,534,962.00	2,738,044.69	3,248,300.73	2,968,432.03	3,296,928.64					
Gross Profit	2,120,285.98	2,050,148.30	2,262,466.63	2,534,962.00	2,738,044.69	3,248,300.73	2,968,432.03	3,296,928.64					
Expense													
68190 · Other Conferences	0.00	0.00	0.00	1,893.04	0.00	0.00	0.00	1,000.00	3,000.00				
69390 · General Expenses	0.00	0.00	11,124.00	7,382.03	0.00	0.00	0.00	0.00	0.00				
68180 · Chapter Planning Conference	244.40	5,846.18	4,661.44	4,718.64	9,610.28	6,051.01	5,000.00	7,500.00					
68110 · State Meetings	2,750.16	2,790.94	3,548.22	6,374.66	6,799.91	6,105.45	9,000.00	9,000.00					
69391 · Community Enrichment	0.00	0.00	0.00	0.00	19,459.03	15,109.63	24,000.00	24,000.00					
61100 · National Meetings	0.00	0.00	0.00	0.00	7,593.95	7,500.00	7,500.00	7,500.00	0.00				
681301 · National Convention Host Exp	0.00	0.00	0.00	0.00	12,675.62	21,962.75	21,000.00	25,000.00					
61100 · National Meetings - Other	11,821.68	2,808.66	10,440.72	12,675.62	26,113.65	29,462.75	28,500.00	25,000.00					
Total 61100 · National Meetings	11,821.68	2,808.66	10,440.72	12,675.62	33,707.60	29,462.75	28,500.00	25,000.00					
60000 · Membership Expenses													
61040 · Member Fees & Promotion	2,581.57	3,004.07	3,772.02	1,624.53	2,616.94	3,541.69	2,500.00	2,000.00					
66030 · Job Site Signs expense	0.00	0.00	0.00	0.00	14,200.36	15,355.69	17,000.00	17,000.00					
610401 · Credit Card Processing Fees	23,432.54	18,201.01	19,229.32	23,897.26	7,442.76	20,261.00	18,000.00	26,210.00					
61040 · Member Fees & Promotion - Other	26,014.11	21,205.08	23,001.34	25,521.79	24,260.06	39,158.38	37,500.00	45,210.00					
Total 61040 · Member Fees & Promotion	26,014.11	21,205.08	23,001.34	25,521.79	24,260.06	39,158.38	37,500.00	45,210.00					
Total 60000 · Membership Expenses	26,014.11	21,205.08	23,001.34	25,521.79	24,260.06	39,158.38	37,500.00	45,210.00					
60300 · Advertising & Marketing Expense													
60300 · Advertising & Marketing Expense - Other	0.00	0.00	0.00	0.00	123.10	2,122.27	0.00	68,000.00					
65012 · Monthly Mailing Expense	0.00	3,849.24	5,204.33	5,906.76	9,456.24	10,985.26	10,800.00	10,800.00					
65010 · Membership Directory Expense	6,329.01	7,174.21	7,297.59	9,134.55	9,580.90	10,422.90	10,000.00	10,490.00					
65000 · BCF Magazine Expense	21,355.13	21,615.39	22,106.32	25,698.05	24,928.51	34,141.46	27,195.00	38,652.00					

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	YE - Projection											
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Total 60300 · Advertising & Marketing Expense	27,684.14	32,638.84	34,608.24	40,739.36	44,088.75	57,671.89	47,995.00	127,942.00				
61020 · State Dues												
61020 · State Dues - Other	57,099.97	55,354.18	57,654.18	76,250.03	82,465.61	87,375.02	87,156.00	87,835.31				
Total 61020 · State Dues	59,862.49	59,866.66	60,008.34	76,286.18	82,465.61	87,375.02	87,156.00	87,835.31				
60200 · Training and Development Expense												
60200 · Training and Development Expense - Other	0.00	0.00	0.00	0.00	0.00	1,520.02	0.00	5,000.00				
63041 · Project Mgmt. Institute Expense	0.00	0.00	0.00	0.00	0.00	15,880.69	19,000.00	17,650.00				
63035 · NEXGEN Expense	0.00	0.00	0.00	0.00	7,922.80	14,385.77	13,545.00	15,000.00				
63040 · Technology Conference Expense	0.00	0.00	0.00	0.00	23,296.32	23,296.32	25,000.00	0.00				
63000 · Seminar Expense												
63001 · Seminar Expense - Postage	2,292.88	11.00	1.53	35.87	1.26	58.99	0.00	0.00				
63003 · Seminar Expense-Common Exp.	6,959.55	4,533.37	3,744.57	4,266.93	5,798.88	6,230.49	6,600.00	6,600.00				
63010 · Seminars - Book expense	10,716.63	4,854.21	6,743.06	2,112.83	4,441.47	6,554.16	8,788.95	5,000.00				
63100 · Safety Seminar Expense												
63101 · Safety Seminar - Postage Exp.	596.41	16.00	45.27	0.00	11.06	7.14	0.00	0.00				
63103 · Safety Seminar - Common Expense	1,512.14	1,297.56	1,068.87	232.75	1,099.44	377.05	1,200.00	36,000.00				
63100 · Safety Seminar Expense - Other	1,250.78	299.96	322.80	481.48	2,809.80	2,263.19	2,098.00	6,482.00				
63120 · Safety Instructors	11,784.12	5,570.00	6,350.00	2,200.00	2,300.00	3,985.00	1,800.00	0.00				
Total 63100 · Safety Seminar Expense	15,143.45	7,183.52	7,786.94	2,914.23	6,220.30	6,632.38	5,098.00	42,482.00				
63000 · Seminar Expense - Other	13,401.90	11,197.19	15,900.01	52,324.68	1,454.39	10,376.39	24,199.00	1,000.00				
63020 · Seminar Instructors	47,588.80	28,892.00	49,873.00	51,416.94	24,636.48	32,455.59	31,322.00	37,299.60				
Total 63000 · Seminar Expense	96,798.44	56,671.29	84,049.11	113,071.48	42,552.78	62,308.00	76,007.95	92,381.60				
Total 60200 · Training and Development Expense	96,798.44	56,671.29	84,049.11	113,071.48	73,771.90	117,390.80	133,552.95	130,031.60				
61000 · National Dues												
61000 · National Dues - Other	237,242.00	243,539.98	255,011.92	282,130.72	321,951.68	356,033.70	336,000.00	372,952.25				
Total 61000 · National Dues	244,507.28	260,147.98	264,342.04	282,130.72	321,951.68	356,033.70	336,000.00	372,952.25				
60100 · Events Expense												
610402 · Regional Outreach Expense	0.00	0.00	0.00	0.00	0.00	5,098.90	0.00	6,000.00				
64112 · Meetings & Events General Exps.	2,100.11	2,033.43	2,511.78	2,555.85	3,568.75	3,507.43	4,000.00	4,200.00				

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64105 · Young Professionals Expense	1,696.96	408.64	1,246.24	3,913.75	4,056.53	5,285.21	5,750.00	6,250.00				
64040 · GC Connect Expense	0.00	0.00	0.00	0.00	6,500.64	9,274.57	8,275.00	12,076.20				
64107 · VIP Expenses	12,496.12	9,408.75	10,302.91	4,951.91	9,383.47	6,780.49	9,400.00	9,400.00				
64100 · Sponsored Events Exp												
64102 · ABC on Tap Expense	0.00	0.00	0.00	0.00	7,082.93	7,634.47	12,700.00	12,700.00				
64101 · Chili Cook-Off Expense	0.00	0.00	0.00	0.00	8,486.63	11,217.94	9,275.00	10,000.00				
64100 · Sponsored Events Exp - Other	22,935.95	20,982.21	24,413.54	15,386.33	2,799.20	70.34	0.00	0.00				
Total 64100 · Sponsored Events Exp	22,935.95	20,982.21	24,413.54	15,386.33	18,368.76	18,922.75	21,975.00	22,700.00				
64030 · Construction Expo Expense	33,965.55	30,215.87	37,616.99	40,445.80	46,873.15	45,512.00	48,211.00	55,000.00				
64000 · Meetings (Ticket Event) Expense												
640005 · Poker Run Expense	0.00	0.00	0.00	0.00	827.46	660.86	900.00	0.00				
640007 · Pop Stroke Expense	0.00	0.00	0.00	0.00	4,931.63	0.00	0.00	0.00				
640006 · Legislative Hobnob Expense	0.00	0.00	0.00	0.00	4,081.74	5,456.47	5,850.00	6,125.00				
63042 · State of Construction Expense	0.00	0.00	0.00	0.00	318.00	14,723.19	9,000.00	10,000.00				
640003 · Sporting Clay Shoot Expense	0.00	0.00	0.00	0.00	18,140.30	17.80	0.00	20,949.00				
640001 · Builders Breakfast Expense	0.00	0.00	0.00	0.00	22,634.42	9,197.69	17,900.00	10,000.00				
64000 · Meetings (Ticket Event) Expense - Other	43,326.92	51,037.50	77,163.14	81,708.92	13,522.34	15,453.15	14,900.00	5,000.00				
Total 64000 · Meetings (Ticket Event) Expense	43,326.92	51,037.50	77,163.14	81,708.92	64,455.89	45,509.16	48,550.00	52,074.00				
64010 · Golf Tournaments Expense	101,339.75	77,265.24	102,127.93	113,123.89	135,340.16	150,076.38	146,440.00	186,788.20				
64050 · EIC Construction Awards Expense												
64054 · EIC Judging Expense	0.00	0.00	0.00	0.00	1,063.14	3,615.17	4,000.00	3,150.00				
64052 · EIC Magazine Expense	0.00	0.00	0.00	0.00	22,444.45	25,822.77	25,000.00	26,500.00				
64053 · EIC Plaque Expense	0.00	0.00	0.00	0.00	23,965.12	32,025.77	25,000.00	28,250.00				
64050 · EIC Construction Awards Expense - Other	187,878.68	174,574.98	181,250.99	252,597.65	202,921.58	223,909.37	203,405.00	222,500.00				
Total 64050 · EIC Construction Awards Expense	187,878.68	174,574.98	181,250.99	252,597.65	250,394.29	285,373.08	257,405.00	280,400.00				
Total 60100 · Events Expense	405,740.04	365,926.62	436,633.52	514,684.10	538,941.64	575,410.31	550,006.00	634,888.40				
60400 · General and Administrative												
69350 · Taxes & Licenses	166.25	592.25	168.25	627.68	652.04	728.52	700.00	750.00				
69315 · Bank Charges												

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69315 · Bank Charges - Other	503.80	334.30	264.63	325.93	440.67	613.40	480.00	650.00				
Total 69315 · Bank Charges	503.80	334.30	264.63	325.93	440.67	613.40	480.00	650.00				
69100 · Adiministrative - Postage	909.81	699.86	689.35	246.85	134.35	552.81	300.00	450.00				
Total 69100 · Administrative - Postage	909.81	699.86	689.35	246.85	134.35	552.81	300.00	450.00				
69325 · Interest Expense	464.22	1,203.06	1,021.81	751.96	473.17	184.73	0.00	0.00				
69300 · Advertising expense	0.00	0.00	0.00	0.00	5,439.44	4,751.07	6,000.00	6,000.00				
68200 · President's Expense	0.00	0.00	0.00	1,970.06	1,805.49	2,340.58	2,500.00	2,500.00				
69370 · Dues, Subscript., Sponsorships	1,123.50	1,363.00	974.67	1,459.72	601.39	1,487.99	1,200.00	1,200.00				
68220 · Committee Meetings	3,966.72	3,236.33	3,239.85	3,266.31	3,094.75	4,695.27	3,500.00	3,500.00				
65030 · Website	2,652.36	3,312.56	4,136.66	6,979.99	3,167.73	3,705.51	4,008.00	16,400.00				
69200 · Leased Office Equipment	2,242.63	5,781.58	5,583.36	4,910.25	6,542.71	5,193.83	6,000.00	6,000.00				
69210 · Office Supplies - Other	4,225.65	2,674.99	3,345.30	3,833.78	5,122.62	6,224.92	4,500.00	6,000.00				
Total 69210 · Office Supplies	7,672.72	4,683.00	3,345.30	3,833.78	5,122.62	6,224.92	4,500.00	6,000.00				
68210 · Board of Directors Meetings	1,150.37	3,221.44	8,499.35	3,648.77	8,712.08	8,735.15	5,000.00	9,000.00				
67050 · Staff & Team Development	2,826.79	6,154.02	4,765.11	6,050.88	7,376.41	7,436.20	6,500.00	7,500.00				
69190 · Computer Software	4,459.69	7,036.88	11,553.49	12,683.22	14,800.87	17,893.65	17,400.00	22,000.00				
68000 · Auto Expense	7,297.62	6,674.27	10,397.05	12,922.40	14,238.08	17,859.14	18,000.00	20,000.00				
69030 · Janitorial & Cleaning	10,799.16	10,799.16	9,188.02	12,032.26	13,380.94	13,230.87	14,000.00	18,250.00				
69120 · Telephone & Data Expense	10,915.76	10,394.38	11,621.06	13,647.30	12,372.91	14,151.23	13,560.00	15,500.00				
69220 · Equipment R&M, Supplies	8,796.38	7,766.68	8,396.50	18,738.17	21,354.02	18,814.55	21,600.00	18,000.00				
66060 · Insurances												
69320 · Dir./Officers Insurance	3,053.04	3,053.03	3,053.04	3,064.06	4,016.70	4,310.54	5,400.00	4,250.00				
69010 · GL/Property Insurance	13,472.90	14,180.09	15,086.16	15,869.93	16,306.58	18,160.83	17,100.00	18,250.00				
Total 66060 · Insurances	20,961.52	22,811.24	23,843.12	19,897.43	20,323.28	22,471.37	22,500.00	22,500.00				
69340 · Professional Services												
69340 · Professional Services - Other	24,877.90	1,281.12	23,501.31	2,870.10	4,286.56	22,000.00	15,440.00	20,000.00				
69310 · Accounting expense	8,700.00	8,700.00	14,500.00	9,000.00	17,500.00	28,403.27	26,000.00	17,500.00				
Total 69340 · Professional Services	33,577.90	9,981.12	38,001.31	11,870.10	21,786.56	50,403.27	41,440.00	37,500.00				
69000 · Utilities	42,184.85	36,273.10	36,851.28	37,105.78	43,977.53	30,160.62	50,400.00	40,000.00				

Associated Builders and Contractors, Inc.
2025 Draft Budget
 January 2019 through December 2024 (24 Projection)

	YE - Projection											
	Jan - Dec 19	Jan - Dec 20	Jan - Dec 21	Jan - Dec 22	Jan - Dec 23	Jan - Dec 24	Annual Budget	2025 Budget				
470123 · Classroom rental	4,350.00	1,414.53	2,600.00	1,375.00	8,817.27	6,542.25	5,772.00	6,500.00				
470122 · Lease Space												
470128 · Second Floor Lease Space	0.00	0.00	0.00	0.00	3,150.00	1,050.00	4,515.00	10,000.00				
470127 · United Form ste103-1,535	0.00	0.00	0.00	18,400.00	16,570.00	15,150.00	18,420.00	0.00				
470126 · Empire Elect ste102 - 1,666.25	0.00	0.00	0.00	14,600.71	19,995.00	19,828.75	19,995.00	19,995.00				
470125 · Astronaut Lease Ste101-1,685	0.00	0.00	0.00	32,750.00	18,370.00	20,020.00	20,220.00	20,220.00				
470122 · Lease Space - Other	70,362.26	71,579.12	72,267.82	0.00	0.00	0.00	0.00	0.00				
Total 470122 · Lease Space	70,362.26	71,579.12	72,267.82	65,750.71	58,085.00	56,048.75	63,150.00	50,215.00				
Total 47012 · Rental Income	75,373.42	73,232.33	75,146.85	67,312.19	68,620.55	65,489.52	68,922.00	59,215.00				
Total Other Income	107,184.52	89,049.77	101,534.70	63,285.30	189,087.24	362,216.90	336,922.00	59,215.00				
Other Expense												
64021 · Apprenticeship Mgmt. Expense	0.00	0.00	0.00	0.00	0.00	45,609.82						
66511 · Building Fundraising Expense												
66511.3 · Brick Fundraiser Expense	0.00	0.00	0.00	0.00	0.00	2,809.79						
66511.4 · Lab Buildout Expense - Supplies	0.00	0.00	0.00	0.00	0.00	204,249.78	250,000.00	15,000.00				
Total 66511 · Building Fundraising Expense	0.00	0.00	0.00	0.00	0.00	207,059.57	250,000.00	15,000.00				
Total Other Expense	6,584.00	-1,184.04	4,249.56	0.00	0.00	252,669.39	250,000.00	15,000.00				
Net Other Income	100,600.52	90,233.81	97,285.14	63,285.30	189,087.24	109,547.51	86,922.00	44,215.00				
Net Income	107,632.69	56,517.97	13,322.01	76,327.52	204,600.41	396,785.83	42,767.50	-119,119.73				

2025 Committee Chairs

CommPosition	LastFirst	CompanyName	EmailAddress
Chair, EIC	Kahle, Carson	Balfour Beatty	ckahle@balfourbeattyus.com
Chair, Safety	Oberle, Kelton	Barton Malow	kelton.oberle@bartonmalow.com
Chair, YP	Munzberg Rodriguez, Anna	Competitive Edge Partners & Consulting, LLC	amunzberg@compedgellc.com
Chair, Government Affairs	Lockhart, Steven J.	Finfrock Construction, LLC	slockhart@finfrock.com
Chair, Programs	Orr, Joe, Jr.	Gilbane Building Company	jorr@gilbaneco.com
Chair, Special Events	Urchipia Coleman, Mariel	Guignard Company	mariel@guignardcompany.com
Chair, Workforce Outreach	Young, Sue, MHR, SHRM-CP	Hensel Phelps	syoung@henselphelps.com
Chair, Collegiate	Tata, Carson	Ovation Construction Company	carson@ovationinc.net
Chair, Membership Development	Brooks, Wade, LEED A/P	PCL Construction Services, Inc.	bwbrooks@pcl.com
Chair, Training & Development			

** Add vice chairs

2025 Board Liaison Appointments		
Membership Development	Torres, Oskar	Towers Construction Company
	Kurtz, John	Gilbane Building Company
Regional Outreach	Delaney, Michelle	LRA Insurance
Government Affairs	Lockhart, Steven J.	Finfrock Construction, LLC
	Walton, Matt	MiGre Engineers, LLC
	Wert, Thomas P., B.C.S.	Dean Mead Attorneys At Law
Safety	Hernandez, Roxana	Turner Construction Co.
Special Events	Sheppard, LEED AP, Jonathar	Austin Commercial
	Scruby, Scott	Sunbelt Rentals
EIC	Torres, Oskar	Towers Construction Company
Young Professionals	Bracco, Charles	Modern Plumbing Industries, Inc.
	Jordan, Michael	Lithko
Workforce Council	Luebbert, Scott	Tri-City Electrical Contractors, Inc.
	Bracco, Charles	Modern Plumbing Industries, Inc.
	Woehrle, Mark	Comprehensive Energy Services, Inc.
	Burkett, Roy L.	S. I. Goldman Company, Inc.
Outreach - Workforce	Burkett, Roy L.	S. I. Goldman Company, Inc.
	Carter, Jeff	Charles Perry Partners, Inc.
	Valkenburg, Derrick M.	Shutts & Bowen, LLP
Collegiate	Krstolic, Matt	Hensel Phelps
Training & Development	Mealor, Mike	Skanska USA Building Inc.
	Ernest, Neal	Balfour Beatty
NexGen	Tinetti, Chad	Tavistock Development Company
Programs Committee	Sawyer, Steve	Universal Orlando Resorts
Finance and Audit Committee	Bastin, Ray, CPA	Withum
	Garcia, Juan	PCL Construction Services, Inc.
Nominations Committee	Rodriguez, Debbie	Competitive Edge Partners & Consulting, LLC
	Holmes, Julie, P.E.	JK2 Scenic
	Garcia, Juan	PCL Construction Services, Inc.

National Goals & Outcomes for Central Florida ABC
2019-2025 (as of 01/13/2025)

Year	Goal	Outcome	
Membership Recruitment			
2019	60	81	
2020	72	51	
2021	81	83	
2022	90	88	
2023	90	87	
2024	90	102	
2025	90	16	
Membership Retention			
2019	86%, 344	86.75%, 348	
2020	84%, 360	87.18%, 374	
2021	—	87.5%, 371	
2022	90%	86.25%, 389	
2023	90%	90.6%, 433	
2024	90%	82.1%, 427	
2025	90%	47.2%, 249	
STEP (percentage based on Contractor Members)			
2019	30%	31%	69
2020	30%	35%	71
2021	30%	34%	81
2022	30%	33%	87
2023	35%	35%	110
2024	40%	37%	116
2025	40%		
Trimmer			
2019		\$11,500	
2020		\$13,600	
2021		\$13,800	
2022	\$15,000	\$16,600	
2023	\$17,000	\$18,650	
2024	\$20,000	\$16,900	
2025	\$20,000		
FEA			
2019	\$14,500	\$16,800	
2020	\$13,000	\$20,250	
2021		\$20,550	
2022	\$20,000	\$24,600	

2023	\$25,000	\$27,600
2024	\$30,000	\$29,328.35
2025	\$30,000	

National PAC

2022	\$20,000	\$21,729
2023	\$22,500	\$25,346
2024	\$35,000	\$33,412.21
2025	\$35,000	

Local PAC

2019		\$19,158+
2020		\$21,150+
2021		\$22,650+
2022	\$30,000	\$40,000+
2023	\$35,000	\$60,597+
2024	\$35,000	\$57,122.99
2025	\$35,000	

ABC Central Florida Membership Report December 31, 2024



New Members -October 2024

COMPANY	CONTACT	CTG	TRADE	BOARD SPONSOR
Align Business Advisory Services	Elizabeth Drivas McEnroe	Associate	Merger & acquisitions consulting firm	NA
Universal Orlando Resorts	Steve Sawyer	Associate	Developer/Land Owner	NA
His & Hers Roofing, LLC	Mike Scholl	\$3M-\$6M	Roofing contractor	NA

New Members -November 2024

COMPANY	CONTACT	CTG	TRADE	BOARD SPONSOR
Align Business Advisory Services	Elizabeth Drivas McEnroe	Associate	Merger & acquisitions consulting firm	NA
Universal Orlando Resorts	Steve Sawyer	Associate	Developer/Land Owner	NA
His & Hers Roofing, LLC	Mike Scholl	\$3M-\$6M	Roofing contractor	NA

New Members -December 2024

COMPANY	CONTACT	CTG	TRADE	BOARD SPONSOR
AIT Mechanical, LLC	Chris Spurlin	Under \$1M	HVAC/Mechanical contractor	NA
BrandSafway, LLC	Nicholas Rohr	\$1M-\$3M	Scaffolding, formig, shoring	NA
CCC Site Development	Mohammad Ali Aslam	\$6M-\$10M	Site development contractor	NA
CompuTECH	Troy Voght	Associate	IT support/monitoring	D. Rodriguez
JC Painting Contractors of Orlando	Jose Otero	\$1M-\$3M	Painting contractor	NA
Konchan Polishing	Eric Breiding	\$1M-\$3M	Concrete polishing, overlay, urethane cement, epoxy	NA
Modern Containment Systems	Melanie Fernandez	Supplier	Temporary wall system rental and supply	NA
TruTeam Commercial Services	Lizandro Nunez	\$1M-\$3M	Insulation & fierproofing contractor	NA

Recruitment 2024

<i>New Member Companies</i>	
EOM, YTD:	101
Goal:	90
Percentage of Goal	112.2%

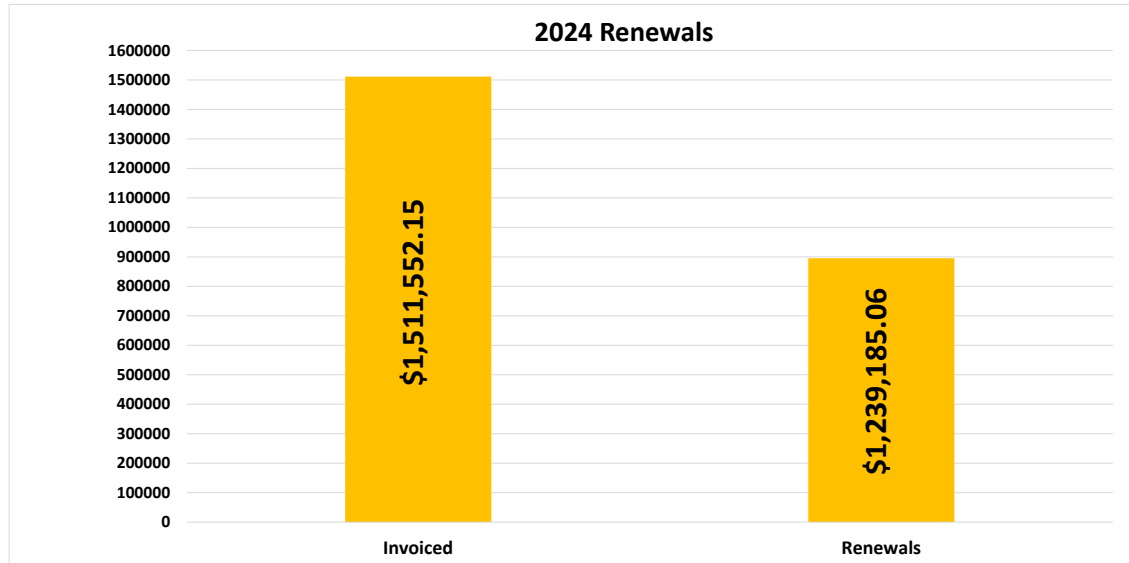
\$314,381.33 YTD New Members



2024 Retention (as of 12/31)

Renewed Member Companies		
As of Year End 2023:	519	
2024 Renewed:	427	82.27%
Dropped:	95	
Unpaid:	0	

Renewal Invoices: \$1,511,552.15
 Paid as of Month End: \$1,239,185.06
 Percentage of Invoiced: 82.0%
 Non Renewed: \$272,367.09



2024 Paid Member Contractor Percentage: 59%

Board of Directors Membership GoogleSheet Documents/Resources:

- 2025 Dropped Members: https://docs.google.com/spreadsheets/d/17GZEYifHY58v1cGX_3vmymcMlhKxqdvuPGZu2mzolc/edit?gid=0#gid=0
- 2025 Still to Renew: https://docs.google.com/spreadsheets/d/155OShUEBMXrKpF3GlxK-hwPNqTiMb_ETr_7upEMP5yE/edit?gid=0#gid=0
- 2025 Active Members: <https://docs.google.com/spreadsheets/d/13uYaNLIARNAAj9VCCz54UpGgHKHwfWazlIXVFUVs8V8/edit#gid=0>
- 2024 New Member Welcome Calls: <https://docs.google.com/spreadsheets/d/1gRqzr4I4EFMCxU3ijD7bbWnJK9laXqCFueqa5L-iSTo/edit#gid=0>
- 2025 New Member Welcome Calls: <https://docs.google.com/spreadsheets/d/1Pxhg-78Z3SB7fmmldtsiCGLTYSF2m7HSlJyrUzRTEc/edit?gid=0#gid=0>
- 2025 Future Members List: https://docs.google.com/spreadsheets/d/17d9Jo2YKqTpG6QNLxHMNoZwpqT7qVt1CW5cavMgt_Zs/edit?gid=0#gid=0



Catherine Wert
 Membership Director
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 D. 407.398.1278
 C. 407.209.5604
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Board Service Commitment Pledge

Vision 2025

Recognizing the important responsibility, I am undertaking in serving as a member of the Board of Directors of Central Florida Chapter Associated Builders and Contractors, Inc. (ABC CF) for 2025, I hereby pledge to carry out in a trustworthy and diligent manner all obligations in my role as a board member.

MY ROLE:

I acknowledge that my primary role as a board member is (1) to contribute to the defining of the organization's mission and the fulfillment of that mission, and (2) to carry out the functions of the office of Board Member and/or Officer as stated in the bylaws of ABC Central Florida. I will work with my fellow board members to ensure there is adequate funding to achieve the goals set by the Board of Directors.

My role as a board member will focus on the development of broad policies that govern the implementation of institutional plans and purposes. This role is separate and distinct from the role of the President and CEO, who determines the means of implementation and is responsible for the day-to-day management of the staff and the Association.

MY COMMITMENT:

I will exercise the duties and responsibilities of this office with integrity, collegiality, and care.

I PLEDGE:

Leadership

- I will attend a minimum of 8 out of 10 scheduled Board meetings. If unable to attend in person, I understand I may fulfill this commitment with my virtual attendance to a maximum of 2 of those meetings.*
- I will attend the annual ABC Central Florida planning session which is scheduled in November.
- I will come prepared to discuss the issues and business to be addressed at scheduled meetings, having read the agenda, reviewed financials, and all background material relevant to the topics at hand.
- To work with and respect the opinions of my peers who service this board, and to leave my personal prejudices out of all board discussions.
- To always act for the good of ABC Central Florida.
- To represent ABC Central Florida in a positive and supportive manner at all times and in all places.

Advocacy

- I will attend at least one ABC of Florida LegCon and one ABC of Florida Planning Conference within my three-year term.
- My company or I will annually contribute to the Central Florida Chapter ABC PAC.*
- My company or I will annually contribute to the Free Enterprise Alliance.*

- My company or I will annually contribute to the Trimmer Construction Education Fund.
- I will encourage members of the ownership/management team in my company to contribute to National ABC PAC.*
- My company or I will attend the Chapter Legislative Hobnob annually to help advocate for the Merit Shop and Free Enterprise.

Engagement

- I will annually actively serve on a committee or secure active participation on a committee from other employees in my company and I understand that I may be requested to serve as a Board Liaison to one of ABC’s committees.
- I will annually attend at least 2 out of 3 premier Central Florida Chapter events, including the EIC Awards Banquet, the GC Connect, and the Expo.
- I will attend either the ABC National Convention, the ABC National Legislative Conference, or the ABC Leadership Institute at least once during my three-year term.

Mission Support

- I will recruit two (2) new contractor members annually.
- I will contact in a timely manner a minimum of two (2) “at risk” members that are assigned, and successfully retain them, if possible.
- I will annually participate in the ABC CF VIP Sponsor program or comparable sponsorship.
- I will ensure that my company (if eligible) participates in STEP annually.

I recognize that it is an important responsibility that I am undertaking in serving as a member of the Board of Directors of this organization. It requires a serious commitment to building a stronger ABC, a stronger chapter, and a stronger merit shop construction industry.

I will exercise the duties and responsibilities of this office with integrity, respect, and care. I will always represent this Association in a positive and supportive manner, and in all places for the good of the organization and the construction industry.

Signature

Date

Print Name

*Accreditation requirements.



Approved Board Policies

Adopted and approved _____

Index

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Antitrust Policy

From the inception of the association, one of the major tenets of the Central Florida Chapter of Associated Builders & Contractors, Inc. has been opposition to monopolies. A natural corollary of that policy view is favor for antitrust laws.

Federal and state law prohibit contracts, combinations or conspiracies in restraint of trade and unfair competition.

We are conscious of the existence and potential effect of these laws upon our organization at the national, state and local levels. We are likewise cognizant of the importance of these laws in our member-to-member relationships, as well as in dealing with non-member firms.

As an association, we will not, by any means, enter into any arrangements or understandings that restrain trade or competition, by any collusive acts that can be interpreted as seeking such ends.

We strongly urge all members to be aware of the hazards of any such activities that might violate such laws.

We specifically call attention of our association officers, staff and members to such unlawful practices as the following:

1. Boycotting of firms or products through management agreements.
2. "Courtesy" bidding -- agreeing to price bid to the advantage of any individual firm.
3. Agreements to fix wages or prices. Promotion of bid depositories with penalties for violations.
4. Agreement upon so-called bid preparation fees to be shared among competitive bidders.
5. Agreements to use exclusively any materials, supplies or services.
6. Limitation of markets -- to type, geography, size or similar carve-outs.
7. Any agreements to prevent access to markets or supplies.

As an association, we condemn such actions and urge our members to be aware that such violations not only contravene the basic principles of the Merit Shop espoused by our Association, but entail upon conviction of violating heavy criminal and civil penalties.

CENTRAL FLORIDA CHAPTER OF ASSOCIATED BUILDERS AND CONTRACTORS, INC.

Policy on Potential Conflicts of Interest

The Board of Directors of the Central Florida Chapter of Associated Builders and Contractors, Inc. (ABC) has adopted the following policy designed to avoid any possible conflict between the personal interest of Board members, committee chairs, members and staff and the interests of ABC. This policy also applies in any case in which a committee chairperson or committee member may be delegated the authority to transact any business on behalf of ABC.

The purpose of this policy is two-fold. First, the policy seeks to reflect the spirit of ABC's commitment to promote the highest ethical standards in the construction industry and association management profession. Second, the policy seeks to ensure that decisions about ABC operations and the use or disposition of ABC assets are made solely in terms of the benefits of ABC and are not influenced by any private profit or other personal benefit to the individuals affiliated with ABC who take part in the decision. In addition to actual conflicts of interest, board members are also obligated to avoid actions that could be perceived or interpreted in conflict with ABC's interest.

Conflicts of interest may occur when ABC enters into transactions with not-for-profit organizations as well as those that are undertaken with profit-making entities. The best way to deal with this problem is to make known one's connection with organizations doing business with ABC and to refrain from participation in decisions affecting transactions between ABC and the other organization. Such relationships do not necessarily restrict transactions so long as the relationship is clearly divulged, and non-involved individuals affiliated with ABC make any necessary decision.

Policy

Any member of the Board of Directors, committee chairs, and members who may be involved in an ABC business transaction in which there is a possible conflict of interest shall promptly notify the Chairman. Any ABC staff with a possible conflict of interest shall promptly notify the President/CEO. The Director shall refrain from voting on any such transaction, participating in deliberations concerning it, or using personal influence in any way in the matter. The Director's presence may not be counted in determining the quorum for any vote with respect to a business transaction in which he or she has a possible conflict of interest. Furthermore, the Director, or the President/CEO in the Director's absence, shall disclose a potential conflict of interest to the other members of the Board before any vote on an ABC business transaction and such disclosure shall be recorded in the Board minutes of the meeting at which it is made. Any ABC business transaction which involves a potential conflict of interest with a member of the Board of Directors, committee chairs, members and staff shall have terms which are at least as fair and reasonable to ABC as those which would otherwise be available to ABC if it were dealing with an unrelated party.

A written disclosure regarding any possible conflicts and of any adjustments made to avoid possible conflicts of interest shall be kept by the President.

Definitions

- A. “Involved in an ABC business transaction” means initiating, making the principal recommendation for, or approving a purchase or contract; recommending or selecting a vendor or contractor; drafting or negotiating the terms of such a transaction; or authorizing or making payments from ABC accounts. That language is intended to include not only transactions for ABC’s procurement of good and services, but also for the disposition of ABC property, and the provision of services or space by ABC.
- B. A “possible conflict of interest” is deemed to exist where the Director, staff or close relative, or a member of that person’s household, is an officer, director, employee, proprietary, partner, or trustee of, or, when aggregated with close relatives and members of that person’s household, holds 1% or more of the issued stock in the organization seeking to do business with ABC. A possible conflict is also considered to exist where such a person is (or expects to be) retained as a paid consultant or contractor by an organization which seeks to do business with ABC, and whenever a transaction will entail a payment of money or anything else of value to the official, member, to a close relative, or to a member of that person’s household.

A “possible conflict of interest” exists when an individual affiliated with ABC has an interest in an organization which is in competition with a firm seeking to do business with ABC if the individual’s position gives him or her access to proprietary or other privileged information which could benefit the firm in which he or she has an interest.

A “possible conflict of interest” exists when an individual affiliated with ABC is a trustee, director, officer or employee of a not-for-profit or for-profit organization which is seeking to do business with or have a significant connection with ABC or is engaged in activities which could be said in a business context to be “in competition with” the programs of ABC.

Acknowledgment

This policy statement shall be made available to each Director, committee chairs, members and staff. Such people will be asked to sign the acknowledgment below and the attached disclosure concerning reporting of potential conflicts of interest.

ACKNOWLEDGMENT

I have read and understand ABC’s policy on Potential Conflicts of Interest. I agree to report promptly any such interest which arises in my conduct of ABC business and, in other respects, to comply with the policy and its procedures.

Name Printed

Signature

Date

DISCLOSURE REGARDING CONFLICTS OF INTEREST

As a Board member, committee chair, member or staff of ABC, I recognize that I owe duties of care and loyalty to the association. One aspect of fulfilling those duties is to avoid conflict of interest in which my allegiance might be split between my responsibilities at ABC and some other professional, business, or volunteer position or responsibility. To help avoid conflicts, on this form I am disclosing other situations or areas in which it might even appear that I have conflicting duties to other entities. I invite any further review by the association of any aspect of these situations or areas that might be considered appropriate. Also, I will take other steps, such as avoiding deliberations and resolution of certain issues or even withdrawing from my position in the association, if it is determined that those steps are necessary to protect against legal liability to the association or to me arising from conflicts of interest.

1. Professional, business or volunteer positions or responsibilities that might give rise to conflicts:

2. Situations in which I am serving as a vendor, or am employed by or consulting with a vendor, to the association or its members:

3. I know of no professional, business or volunteer position or responsibility, including vendor situations, that might give rise to conflicts (check here): _____

Signature

Date

Association Anti-Harassment Policy

OUR POLICY AGAINST HARASSMENT

Our Association has adopted a zero-tolerance policy toward discrimination and all forms of unlawful harassment, including but not limited to sexual harassment. This zero-tolerance policy means that no form of unlawful discriminatory or harassing conduct towards any employee, member, vendor, or other person in our workplace or jobsites will be tolerated. The Association is committed to enforcing its policy at all levels within the Association. Any officer, director, manager, supervisor, or employee who engages in prohibited discrimination or harassment will be subject to discipline, up to and including immediate discharge from employment or removal from leadership for a first offense.

Conduct Covered by this Policy:

This policy applies to and prohibits all forms of illegal harassment and discrimination, not only sexual harassment. Accordingly, the Association absolutely prohibits harassment or discrimination based on sex, age, disability, perceived disability, marital status, personal appearance, sexual orientation, race, color, religion, national origin, veteran status or any other legally protected characteristic.

Sexual Harassment:

Because confusion often arises concerning the meaning of sexual harassment in particular, it deserves special mention. Sexual harassment may take many forms, including the following:

- Offensive and unwelcome sexual invitations, whether or not the employee submits to the invitation, and particularly when a spoken or implied quid pro quo for sexual favors is a benefit of employment or continued employment;
- Offensive and unwelcome conduct of a sexual nature, including sexually-graphic spoken comments; offensive comments transmitted by e-mail or another messaging system; offensive or suggestive images or graphics whether physically present in the workplace or accessed over the Internet; or the possession of or use of sexually suggestive objects; and
- Offensive and unwelcome physical contact of a sexual nature, including the touching of another's body; the touching or display of one's own body, or any similar contact.

Procedures in Cases of Harassment:

Any Association employee who believes that she or he has been subjected to unlawful harassment of any kind has the responsibility to report the harassment immediately to her or his supervisor. If the employee is uncomfortable reporting the harassment to her or his immediate supervisor (whether because the supervisor has committed the harassment, or for any other reason whatsoever), the employee must report the harassment to the President, or Chair of the Association.

The Association is committed to taking all reasonable steps to prevent harassment, and will make every reasonable effort promptly and completely to address and correct any harassment that may occur. However, the Association cannot take prompt and effective remedial action unless each employee assumes the responsibility of reporting any incident of harassment immediately to an appropriate supervisory employee.

Every report of harassment will be investigated promptly and impartially, with every effort to maintain employee confidentiality. The complainant and the accused will be informed of the results of the investigation. If the Company finds that its policy has been violated, it will take appropriate corrective and remedial action, up to and including discharge.

Reporting Without Fear of Retaliation:

No Association employee will be retaliated against for reporting harassment. This no-retaliation policy applies whether a good faith complaint of harassment is well founded or ultimately determined to be unfounded.

No Association officer, director, manager or supervisor is authorized, or permitted, to retaliate or to take any adverse employment action whatsoever against anyone for reporting unlawful harassment, or for opposing any other discriminatory practice in the workplace.

Any employee who feels he or she has been retaliated against in violation of this no-retaliation policy is responsible for reporting the retaliation to management, in the same manner as any other form of harassment or discrimination should be reported.

If you have any questions at all about this policy, about whether you should report an incident under this policy, or about ABC's commitment to a workplace free of discrimination and harassment, please speak to the President.

Document Destruction Prohibited

No officer, director, employee or agent of Central Florida Chapter of Associated Builders and Contractors shall knowingly destroy a document with the intent to obstruct or influence the investigation or proper administration of any matter within the jurisdiction of any government department or agency or in relation to or contemplation of any such matter or case.

Retaliation against Whistleblowers Prohibited

No officer, director, employee or agent of the Central Florida Chapter of Associated Builders & Contractors, Inc. shall take any harmful action with the intent to retaliate against any person, including interference with employment or livelihood, for providing to a law enforcement officer any truthful information relating to the commission or possible commission of any offense.

2025 Upcoming Events

JANUARY

- 9 Sporting Clays Shoot - Blackjack Sporting Clays
- 16 Builders Breakfast
- 16 YP: Bim Industry Workshop - Hensel Phelps Office
- 23 Kick Off Party - Rockpit Brewing
- 31 Collegiate Golf Tournament
- Eagle Creek Golf Club

FEBRUARY

- 4 Lake County Regional Event: "We Build Lake"
- 6 Bourbon Bash PAC Fundraiser
- 7 YP: Volunteer Opportunity
- Camp Boggy Creek
- 13 ABC on Tap - The Porch
- 20 Maximize Your Membership

MARCH

- 11 EIC Workshop
- 13 GC Connect
- Ocoee Lakeshore Center
YP: Resume Workshop
- 26 STEP Workshop

APRIL

- 10 YP: Surepods Shop Tour
- 21 Spring Golf Tournament #1
- Arnold Palmer's Bay Hill Golf Club
- 28 Spring Golf Tournament #2
- Arnold Parmler's Bay Hill Golf Club
ABC on Tap

MAY

- 22 Maximize Your Membership
- 22 Legislative Hobnob
- 29 Safety Conference

JUNE

- 3 NEXGEN Graduation
- Harry P Leu Gardens
YP: Bowling Tournament

JULY

- 17-19 ABC FL State Convention
- Naples Grande Resort

AUGUST

- 15 Casino Night Fundraiser
- Orlando Science Center
- 21 Maximize Your Membership
ABC on Tap
YP: 5-5-5 Networking Event

SEPTEMBER

- 18 Construction Expo
- Central Florida Fairgrounds
Fall Golf Tournament #1
Fall Golf Tournament #2

OCTOBER

- 18 EIC Awards Banquet - Hilton Orlando
ABC on Tap

NOVEMBER

- 6 Committee Open House
- 13 Maximize Your Membership
Chili Cook Off

DECEMBER

- Holiday Party & Toy Drive
YP: Winter Olympics

2025 Training Schedule

Training today for the future of tomorrow

JANUARY

- 14 Construction Estimating Principles & Application (V)
- 15 Reading Construction Documents (V)
- 20 Bluebeam Baseline Basics (V)
- 22 Bluebeam Basics Materials Takeoffs & Estimates (V)
- 22 Lien Law Level Two
- 23 Bluebeam Advanced Materials Takeoffs & Estimates (V)
- 23 CPR/First Aid/AED
- 28 Bluebeam for Administrative Professionals (V)
- 31 YP/Collegiate Golf Fundraiser

FEBRUARY

- 6 MEWP Certification Training
- 10 ADEPT Leadership begins (V)
- 11 Basic Claims Management
- 13 Contract Negotiations Workshop
- 18 Construction 101 begins (V)
- 18 Forklift Certification Training
- 24-28 ABC National Convention

MARCH

- 3 PMI Week 1 begins
- 10 Construction 201 begins
- 11 OSHA 10-Hour begins
- 11 Basic Blueprint Reading begins
- 13 MEWP Certification Training
- 18 Forklift Certification Training
- 31 Stepping up to Supervisor begins

APRIL

- 11 Construction Estimating Principles & Application (V)
- 15 Fall Protection Certification Training
- 16 Reading Construction Documents (V)
- 21 Bluebeam Baseline Basics (V)
- 23 Bluebeam Basics Materials Takeoffs & Estimates (V)
- 24 Bluebeam Advanced Materials Takeoffs & Estimates (V)
- 29 Bluebeam for Administrative Professionals (V)

MAY

- 12 Intro to Construction Estimating begins
- 13 OSHA 30-Hour begins
- 15 MEWP Certification Training
- 21 Hurricane Preparedness
- 29 Forklift Certification Training

JUNE

- 3 ADEPT Leadership begins (V)
- 3 NEXGEN Graduation
- 5 MEWP Certification Training
- 5 CPR/First Aid/AED
- 12 Project Management Workshop
- 17 Forklift Certification Training

JULY

- 15 Basic Blueprint Reading begins
- 22 Fall Protection Certification Training

AUGUST

- 5 Construction Estimating Principles & Application (V)
- 6 Reading Construction Documents (V)
- 7 MEWP Certification Training
- 11 Bluebeam Baseline Basics (V)
- 12 OSHA 10-Hour begins
- 13 Bluebeam Basics Materials Takeoffs & Estimates (V)
- 14 Bluebeam Advanced Materials Takeoffs & Estimates (V)
- 19 Bluebeam for Administrative Professionals (V)
- 19 Forklift Certification Training

SEPTEMBER

- 9
- 11 MEWP Certification Training
- 15 Stepping Up to Supervisor begins
- 22 ADEPT Leadership begins (V)
- 23 Forklift Certification Training

(over)

2025 Training Schedule

(cont.)

OCTOBER

- 7 Contract Negotiations Workshop
- 7 Basic Blueprint Reading begins
- 21 Fall Protection Certification Training
- 23 CPR/First Aid/AED

NOVEMBER

- 4 OSHA 30-Hour begins
- 6 MEWP Certification Training
- 11 Construction Estimating Principles & Application (V)
- 12 Reading Construction Documents (V)
- 17 Bluebeam Baseline Basics (V)
- 18 Construction 101 begins (V)
- 18 Forklift Certification Training
- 19 Bluebeam Basics Materials Takeoffs & Estimates (V)
- 20 Bluebeam Advanced Materials Takeoffs & Estimates (V)
- 25 Bluebeam for Administrative Professionals (V)

DECEMBER

- 2 Construction 201 begins (V)

EIC 2025

EXCELLENCE IN CONSTRUCTION

Awards



Call for Entries

2025 SCHEDULE

January - February

Submit Survey to Compete
Request Permission to Enter
Universal, WDI, WDW Projects

*Disney and Universal require a specific
entry process. Please contact ABC staff
as soon as possible.*

March 11

Soaring into Excellence -
EIC Workshop

April 30

Entry Submission(s) Due

May 15

STEP Applications Due

June

EIC Project Entry Judging;
On-site Tours &
Presentations at ABC

October 18

Excellence in Construction
Awards Banquet at Hilton
Orlando, Destination Parkway

Join us this year in celebrating your company's legacy through ABC Central Florida's awards program and showcase your best in Excellence in Construction! Submit your project(s) and rank amongst hundreds of merit shop construction companies recognized as the best in the industry.

PROGRAM OVERVIEW

The purpose of the Excellence in Construction Awards competition is to recognize the outstanding projects built by the general contractor and craft trade/specialty contractor members of Central Florida ABC. Such recognition promotes a community of excellence, quality, and craftsmanship amongst merit shop contractors and their employees.

PROJECT REQUIREMENTS/ELIGIBILITY

All project entries must be submitted by a Central Florida ABC member general contractor or subcontractor. Joint ventures are eligible if one firm is an ABC member. **The project entered must be completed between May 1, 2024, and May 30, 2025.** Entries must be submitted with a completed entry form and the entry fee by **April 30, 2025.** There is no limit to the number of entries in any category or more than one category. Scan the QR code below for more information!

SOARING INTO EXCELLENCE WORKSHOP

ABC offers a FREE workshop for you to learn how best to maximize your EIC Entry to win an Eagle Award from start to finish - **90% of attendees score higher each year!** Or schedule a one on one review with a staff member to ensure you have the tools you need by contacting eic@abccf.org.



Scan QR code
for more details
OR
Contact ABC at (407)
628-2070
eic@abccf.org



JOIN US!

LEAD LAKE ECONOMIC
AREA DEVELOPMENT
PARTNERSHIP



“WE BUILD LAKE”

DEVELOPER

Council & Network Meeting

Join us to guide the discussion of emerging trends and needs within the development and construction industry.

Engage with like-minded individuals to enhance and grow Lake’s Economy.



Register Here!

FEBRUARY 4TH, 2025

5-7pm

JamesCo Builders

3425 Lake Center Dr #3, Mt Dora, FL 32757



Come out and meet with the School District and Building Departments. There will be Food, Drinks, Exhibitors & Prizes!

in Partnership with



EQUIPMENT SAFETY TRAINING

MEWP OPERATOR



Course Objectives & Goals:

- Operator Responsibilities
- Workplace inspections
- Various types of equipment
- Pre-start inspection
- Preventing accidents & identifying hazards in operation
- Safe operations
- Certification cards received 2-3 weeks after class

FALL PROTECTION



Course Objectives & Goals:

- OSHA, ANSI, Manufacturer, and all applicable regulations regarding the proper inspection, care, maintenance, storage, and documentation of fall protection equipment
- Hierarchy of Fall Protection
- Passive vs. Active Fall
- Certification cards received 2-3 weeks after class

FORKLIFT OPERATOR



Course Objectives & Goals:

- Operator Responsibilities
- Workplace inspections
- Various types of equipment
- Pre-start inspection
- Preventing accidents & identifying hazards in operation
- Safe operations
- Certification cards received 2-3 weeks after class

Scan QR Code to sign up today!



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.

Now offering
Bi-Monthly Classes

BACK BY POPULAR DEMAND!



REGISTER FOR THE

ABC PROJECT MANAGEMENT INSTITUTE

THE PREMIER EDUCATION AND PROFESSIONAL DEVELOPMENT OPPORTUNITY FOR FUTURE PROJECT MANAGEMENT LEADERS

The ABC Project Management Institute was designed by and specifically for today's contractors. Owners, project managers, estimators and any employee involved in managing projects are recommended to attend. This program is 80 hours of instruction in two non-concurrent 40-hour sessions with an interim period between classes for applied assignments and reporting.

VALUE OF ATTENDING

- Attendees will learn how to utilize and develop tools that will improve profitability and productivity as well as increase customer satisfaction.
- Interactive course focused on application.
- Class specifically focuses on project management—using real examples and case studies.
- Participants will obtain management tools that will positively impact their firm.

WHO SHOULD ATTEND:

ABC member owners, project managers, estimators and any employee involved in managing projects.

REGISTRATION INCLUDES:

Meals, course materials, welcome dinner, reception and graduation banquet!

HOTEL ACCOMODATIONS:

For hotel info, contact training@abccf.org

**2025
SESSION
DATES**

**ABC Central Florida
Chapter Session
Orlando, Florida**

**Week 1: March 3-7
Week 2: May 5-9**



**SCAN QR
CODE TO
REGISTER**

“PMI is one of the most rewarding courses I have been through. The course teaches you the fundamentals of how to be the idealistic project manager. It does not matter what degree of experience you have, you will take something out of it. It will also create bonds with your peers who could be in a different trade and from a completely different state. PMI is not an easy course, but you will feel accomplished at the end of the 2 weeks.”

-Nick Murphy, Project Manager, Gaylor Electric (2024 PMI Graduate)

“Attending ABC's Project Management Institute in Florida was a pivotal experience in my leadership journey. It significantly deepened my understanding of project management principles and reinforced the importance of my core values—diligence, integrity, grit, and excellence. The knowledge I gained has directly impacted my role, allowing me to manage projects more efficiently and lead my team with greater confidence and clarity. PMI sharpened my technical skills and emphasized the importance of care in leadership, fostering a work environment where accountability and respect are central.”

-Edward Garcia, Assistant Project Manager, Central Electric (2024 PMI Graduate)

“I recently attended ABC's Project Management class and it exceeded all my expectations! The instructor delivered an incredible amount of valuable information in such an engaging way that I was captivated the entire time. I walked away with practical insights that I could apply immediately. If you're looking for a class that combines enthusiasm with deep knowledge, this is it! Highly recommended!”

-Nash Kelly, Project Manager/Estimator, Ethos Electrical Solutions (2024 PMI Graduate)

Questions? Reach out to Corey Schoenfelder at 407-398-1274 or training@abccf.org.



GC CONNECT

ANNUAL GENERAL CONTRACTOR EXHIBITION



March 13,
2025



Ocoee Lakeshore Center
125 N Lakeshore Drive,
Ocoee, FL 34761



4:00 - 6:30 PM

Scan QR code
for more details



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events@abccentralflorida.org



2025 Board of Directors Schedule

JANUARY

20 ABC CF Board Meeting

FEBRUARY

17 ABC CF Board Meeting
New Member Welcome Reception
24-27 ABC National Convention

MARCH

10 ABC CF Board Meeting

APRIL

21 ABC CF Board Meeting

MAY

19 ABC CF Board Meeting
New Member Welcome Reception

JUNE

16 ABC CF Board Meeting

JULY

16-19 ABC of Florida State Convention
21 ABC CF Board Meeting

AUGUST

18 ABC CF Board Meeting
New Member Welcome Reception

SEPTEMBER

15 ABC CF Board Meeting

OCTOBER

20 ABC CF Board Meeting

NOVEMBER

17 ABC CF Board Annual Planning Session
New Member Welcome Reception

DECEMBER

01 ABC CF Board Meeting/Dinner
15 ABC Board Meeting (tentative)

