



Central Florida Chapter
Associated Builders and Contractors, Inc.
Board of Directors Meeting
March 10, 2025
Connect | Educate | Advocate

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

- Call to OrderGarcia
- Welcome and Pledge of AllegianceGarcia
- InvocationBurkett

Consent Agenda

- o Approval of Minutes - February 2025Schulz
- o Approval of Financials: January 2025 FinalBastin
- o Approval of New February 2025 Members.....Torres
- o By-laws RatificationGarcia
- o ABCCares RatificationGarcia
- o Approval of iBuild Invitational Sponsorship – 10k from Workforce FundGarcia

New Business

- ChairGarcia
- o National Board Meeting Recap
 - 4% National Dues Increase
 - Discussion on National Budget Transparency
 - Scorecard Updates
 - Prospect GC list

Past ChairHolmes

- o National Construction Management Competition Recap

Chair- ElectRodriguez

- o Maximize Your Membership . . . Did you know. . .

Committee Liaison Reports

- o Membership DevelopmentTorres
 - Retention for 2025 as of 3/7/2025
 - Recruitment and Retention efforts
- o Regional OutreachDelaney
 - Programs Committee is working on SpaceX event
 - Potential PCL/Brevard Zoo event
 - Osceola School District event being scheduled
- o Government AffairsLockhart
 - **Mar 5 – 6, 2025** - Tallahassee Legislative Conference.....Lockhart/T.Wert
 - ABC of Florida Legislative Conference Update
 - **Jul 17 – 19, 2025** - State Convention – Naples Grand
- o Excellence in ConstructionTorres
 - **Mar 11, 2025** – EIC Workshop
- o Young ProfessionalsBracco/Jordan
 - **Mar 28, 2025** - Headshot/Career Growth & Development Panel
 - **April 10, 2025** - Surepods Shop Tour/ Leaning Event
- o ProgramsTBD
 - **February 27, 2025** – Orlando Health – Sold Out
 - **March 25, 2025** - OCPS: 45 registered

- SafetyHernandez
 - **Apr 28-May 2, 2025** – Total Human Health Week
 - 5 of 8 speakers/demonstrators have been confirmed
 - **May 29, 2025** – 1st Annual Safety Champions Conference
 - 45 registered. \$11,000 in sponsorships secured.
 - Safety Committee continuing to make calls for exhibitors & sponsorships
 - 2025 STEP promotion underway

- Special EventsScruby
 - **Mar 13, 2025** – GC Connect <45 booths>>
 - **Spring Golf Tournaments 1 & 2 sold out!** Sponsorships still available.

- Training DevelopmentMealor
 - PMI Recap
 - New Superintendent Training Program for apprenticeship programs (10 Session – 3 hours/per session)
 - **March 31 - April 9th** Stepping Up to Supervisor
 - **May 21, 2025** - Hurricane Preparedness class

- Workforce OutreachCarter
 - **April 12, 2025** – IBuild & PIPE competition
 - **May 16, 2025** – PIPE Graduation

- Collegiate OutreachKrstolic
 - DEWALT Party for UCF and Seminole State – TBD

- President & CEODaugherty
 - National VR Grant Recipient
 - ABC Video Watch Party
 - National Gala in DC in June

- Discussion –
 - Tariffs
 - Beneficial Ownership Update

Next Board Meeting is April 21, 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

February 17, 2025

PRESIDING: Juan Garcia, PCL Construction Services, Inc.

BOARD MEMBERS PRESENT

Ray Bastin	Treasurer	Withum
Charles Bracco	Director	Modern Plumbing Industries, Inc
Jeff Carter	Director	Charles Perry Partners, Inc.
Michelle Delaney	Director	LRA Insurance
Juan Garcia	Chair	PCL Construction Services, Inc.
Roxana Hernandez	Director	Turner Construction Co.
Julie Holmes	Immediate Past Chair	JK2 Scenic
Matt Krstolic	Director	Hensel Phelps
John Kurtz	Director	Gilbane Building Company
Scott Luebbert	Director	Tri-City Electrical Contractors
Mike Mealor	Director	Skanska USA Building Inc
Debbie Rodriguez	Chair-Elect	Competitive Edge Partners
Scott Scruby	Director	Sunbelt Rentals
Jonathan Sheppard	Director	Austin Commercial
Chad Tinetti	Director	Tavistock Development
Oskar Torres	Director	Towers Construction Company
Matt Walton	Director	MiGre Engineers, LLC
Mark Woehrle	Director	Comprehensive Energy Services, Inc.

BOARD MEMBERS ABSENT

Roy Burkett	Vice Chair	S. I. Goldman Company, Inc.
Neal Ernest	Director	Balfour Beatty
Michael Jordan	Director	Lithko Contracting
David Schultz	Vice Chair	CEMEX
Derrick Valkenburg	Director	Shutts & Bowen

BOARD MEMBERS ON ZOOM

Steven Lockhart	Director	Finfrock Construction, LLC
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GENERAL COUNSEL

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

ABC STAFF PRESENT

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

CALL TO ORDER

- **GARCIA** 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 January 2025 meeting. The motion passed.**

2. FINANCIALS

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

LEADERSHIP REPORTS

- **GARCIA** next week is the National Convention in Vegas. There is nothing out of the norm expected in the ABC National Board Meeting at convention to be voted on.
 - Hot topics will probably revolve around new country leadership, immigration, and tariffs.
- Board requirements status update, QR code for voluntary dues displayed.
- **HOLMES** Pushing I-CAP Finish Cabinetry, specialty 2 year with test up capabilities. Up to 20 students.
- Reminder about GC Connect event on March 13, get your tickets if you haven't already.
- **RODRIGUEZ** Thursday is the next Maximize Your Membership, it is beneficial to have board members in the room but also to send employees from your company to see how they can get more involved.

NEW MEMBER COMPANIES

Aim Construction & Velocity Safety Advisors	\$1M-\$3M
Allied Fire Protection	\$1M-\$3M
Architectural Glass Services, LLC	\$6M-\$10M
Bainbridge Companies LLC	Over \$100M
Blue Hippo, LLC	\$1M-\$3M
Bolton Mannino Group, Bank of America	Associate
Coastal Waste & Recycling Inc.	Supplier
Copperline Electric, Inc.	\$20M-\$50M
Earth Haul, LLC	Supplier
Father and Sons Nursery & Land Development	\$20M-\$50M
Heirloom Design Group LLC	\$1M-\$3M
Hilti	Supplier
Koala Insulation of the Orlando and the Space Coast	\$1M-\$3M
Miter	Associate
My Own Mechanical Services, LLC	\$1M-\$3M
Roots Outdoor Development Inc.	\$1M-\$3M
Sherwin-Williams Company	Supplier
Sterling Structural	Supplier
Tatco Construction	\$6M-\$10M
Trinity Subsurface, LLC	\$10M-\$15M
True D & M Enterprise LLC	\$6M-\$10M
Unistrut International Corporation	\$6M-\$10M
Vigilant Bonds & Insurance	Associate
Waste Management of Florida	Supplier
White Cap	Supplier

A motion was made and seconded to approve the new members from January 2025. The motion passed.

COMMITTEE LIAISON REPORTS

- **TORRES** gave a membership development update.
 - 386 members paid to date; the goal is 90% retention. 28 new member so far this year.
 - Can't lose more than 52 members to meet retention goal.
 - Next Maximize workshop is in May
 - New member, still to renew, and dropped lists given out.
- **DELANEY** gave an update on Outreach.
 - The ABC & LEAD event at JamesCo had over 150 people in attendance.
 - 2,000 prospect letters were sent out, lists with board assignments will be sent out for follow-ups.
- **LOCKHART** gave a government affairs update.
 - The PAC Fundraiser raised over \$24,000 for the chapter PAC.
 - LegCon in Tallahassee is coming up, March 5
 - 2025 Priorities: Apprenticeship Funding Reform, ODP Reform, Building Department Reform bill, and Statute of Repose fix.
 - Planning to have the survey to go out immediately after LegCon.
 - July 17-19 is the State Convention at the Naples Grand Resort.
- **TORRES** gave an Excellence in Construction Awards Committee update.
 - 14 GC intent to compete and 23 projects, and 10 from Subs.
 - If you know architects and engineers, ask them to judge projects this year.
 - Judging is a full day; they will go to multiple projects and have a drive.
 - Drivers also needed to volunteer.
- **BRACCO** gave an update on YP Committee.
 - March 28 is the YP Headshots and Growth Panel event.
 - April 10, they have a site tour scheduled at Surepods.
- **GARCIA** gave a Programs Committee update.
 - February 27 is a Builders' Breakfast with Orlando Health and March 25 will be with OCPS.
- **HERNANDEZ** gave an update on Safety.
 - Stop the Bleed program had 32 attendees at Barton Malow's office.
 - THH Week is April 28-May 2, there will be 8 speakers and demonstrators.
 - The first ABC Safety Champions Conference is set for May 29 at the Marriott Orlando Downtown.
 - The Safety Committee is working on getting sponsors/exhibitors.
 - Early Bird Registration is going on for \$150 to attend, includes lunch and reception, registration will be full price after GC Connect.
- **SCRUBY** gave an update on upcoming events/training
 - GC Connect is the next big event on March 13.
- **MEALOR** gave an update on the Training & Development Committee.
 - PMI is sold out.
 - Hurricane prep class is being planned for May.
- **CARTER** gave an update on Workforce Outreach.
 - Held events with OCPS High School and Middle Schools kids about careers in constructions with interactive booths for the kids.
 - April 12 is the iBuild and PIPE competition.
- **TINETTI NEXGEN** held an after-hours event with current class and alumni at Howl at the Moon. Applications are being accepted for the next class. Graduation is scheduled for June 3 at Leu Gardens.
- **KRSTOLIC** gave an update on Collegiate Outreach.
 - Hensel Phelps sponsored monitors for the collegiate teams for the CMC competition.

PRESIDENT'S REPORT

- **DAUGHERTY** top performers and AQC will be announced at the convention.
- Everyone will be emailed and handed a copy of the DRAFT of the bylaws. Looking for feedback before approval.

OLD BUSINESS

- **DAUGHERTY** the next meeting the bylaws will be brought back in to be finalized. The board will get at least a week's notice to review them.
- MOU for ABCares sent out for everyone to look over and ask questions. East Coast Chapter's 501(c)(3), that can be used to support the community and the collegiate student chapters. A link has already been set up to donate to ABCares for the Central Florida Chapter. Opens methods for additional funding for anyone who can't donate to an entity that is not 501(c)(3).
 - **A motion was made and seconded to conditionally approve the MOU for ABCares. The motion passed.**
- Steve Sawyer has stepped away from Universal and opening a board seat. Talked through role with Michael Romero at Universal to take his place.
 - **A motion was made and seconded to ratify Michael Romero from Universal for the second owner/developer seat, replacing Steve Sawyer. The motion passed.**

NEW BUSINESS

- **GARCIA**

NEXT MEETING

- February 17, 2025, at 3:30 PM.

ADJOURNMENT

- **GARCIA** adjourned the meeting at 5:05 PM.

**ABC of Central Florida
Financial Statements Summary**

	Jan 2025	Jan 2024	\$ Change	% Change
Cash	1,682,259.41	986,586.20	695,673.21	70.51%
Raymond James Investments	1,116,551.68	1,060,859.29	55,692.39	5.25%
Workforce Funds	313,686.83	310,393.95	3,292.88	1.06%
Total Cash/Savings	<u>3,112,497.92</u>	<u>2,357,839.44</u>	<u>754,658.48</u>	<u>32.01%</u>
Total Current Assets	3,473,428.01	2,735,619.49	737,808.52	26.97%
Total Fixed Assets	1,533,734.20	1,352,731.88	181,002.32	13.38%
Total Assets	5,007,780.51	4,088,969.67	918,810.84	22.47%
Total Liabilities	1,728,417.83	1,477,014.25	251,403.58	17.02%
Total Equity	3,279,362.68	2,611,955.42	667,407.26	25.55%
	Jan - Jan 2025	YTD Budget YTD	\$ Change	% Change
Total Income	172,263.59	247,675.71	(75,412.12)	-30.45%
Total Expenses	208,733.31	317,670.99	(108,937.68)	-34.29%
Other Income	14,662.37	3,684.62	10,977.75	297.93%
Net Income (Loss)	(21,807.35)	(66,310.66)	44,503.31	-67.11%

Associated Builders and Contractors, Inc.

Balance Sheet

As of January 31, 2025

	<u>Jan 31, 25</u>	<u>Jan 31, 24</u>
ASSETS		
Current Assets		
Checking/Savings		
11001 - Operating Accounts		
11000 - Petty Cash	1,425.00	425.00
11026 - Winter Park Bank Oper-closed	0.00	10,368.15
11027 - Winter Park Bank Operating	1,221,311.29	530,563.42
11030 - WPNB -Money Market 4.49%	459,523.12	445,229.63
Total 11001 - Operating Accounts	<u>1,682,259.41</u>	<u>986,586.20</u>
11002 - Reserve Funds		
11010 - Raymond James Investment Acct	1,116,551.68	1,060,859.29
Total 11002 - Reserve Funds	<u>1,116,551.68</u>	<u>1,060,859.29</u>
11003 - Workforce Funds		
11031-1 - WEF Investment	150,649.64	101,436.00
11031 - Winter Park Bank- Workforce	163,037.19	208,957.95
Total 11003 - Workforce Funds	<u>313,686.83</u>	<u>310,393.95</u>
Total Checking/Savings	<u>3,112,497.92</u>	<u>2,357,839.44</u>
Accounts Receivable	41,763.04	-11,097.29
Other Current Assets		
11200 - Prepaid National Dues	248,119.49	239,279.99
11210 - Prepaid State Dues	55,673.38	55,739.08
11220 - Prepaid Insurance	-388.12	2,986.88
11230 - Prepaid Expenses	8,236.37	80,261.06
11240 - Inventory	7,525.93	10,610.33
Total Other Current Assets	<u>319,167.05</u>	<u>388,877.34</u>
Total Current Assets	<u>3,473,428.01</u>	<u>2,735,619.49</u>
Fixed Assets		
11300 - Equipment & Furniture	131,481.56	131,481.56
11321 - Building - Valencia	2,135,299.02	2,135,299.02
11325 - Building Signage	20,446.33	20,446.33
11331 - Land - Valencia	151,684.09	151,684.09
11350 - Equipment - Capital Lease	41,400.00	41,400.00
11355 - Building Tenant Improvement	546,101.55	284,569.48
11400 - Accumulated Depreciation	-1,492,678.35	-1,412,148.60
Total Fixed Assets	<u>1,533,734.20</u>	<u>1,352,731.88</u>
Other Assets		
11600 - Refundable Deposit	618.30	618.30
Total Other Assets	<u>618.30</u>	<u>618.30</u>
TOTAL ASSETS	<u><u>5,007,780.51</u></u>	<u><u>4,088,969.67</u></u>
LIABILITIES & EQUITY		
Liabilities		
Current Liabilities		
Accounts Payable	121,717.95	83,771.77
Credit Cards	35,886.24	-8,076.28

Associated Builders and Contractors, Inc.
Balance Sheet
As of January 31, 2025

	Jan 31, 25	Jan 31, 24
Other Current Liabilities		
2100 · Payroll Liabilities	17,456.45	0.00
22100 · Sales Tax Payable	93.72	515.68
22110 · Accrued Property Taxes	9,113.90	4,513.42
22112 · Equipment Lease - ST	0.11	8,091.92
22201 · Tenant Security Deposits	4,564.30	6,776.80
22202 · Future Events Income	94,436.83	9,355.71
22203 · Member & Training Services	63,251.04	29,388.00
22204 · Renewing Member Dues- 2024	0.00	933,872.44
22208 · New Member Dues-2024	0.00	107,925.58
22209 · VIP Sponsorship	270,915.42	292,083.00
22211 · PAC Funds	25,500.00	1,947.67
22212 · Renewing Member Dues 2025	976,643.08	0.00
22213 · New Member Dues- 2025	85,155.59	0.00
22300 · Trimmer Constr. Ed. Payable	400.00	100.00
22301 · Free Enterprise All. Payable	600.00	150.00
22305 · Workforce Enhancement Fund	22,683.20	5,850.83
Total Other Current Liabilities	1,570,813.64	1,400,571.05
Total Current Liabilities	1,728,417.83	1,476,266.54
Long Term Liabilities		
22500 · Equipment Lease Obligation LT	0.00	747.71
Total Long Term Liabilities	0.00	747.71
Total Liabilities	1,728,417.83	1,477,014.25
Equity		
31100 · Retained Earnings	3,301,170.03	2,632,910.13
Net Income	-21,807.35	-20,954.71
Total Equity	3,279,362.68	2,611,955.42
TOTAL LIABILITIES & EQUITY	5,007,780.51	4,088,969.67

Associated Builders and Contractors, Inc.
Profit & Loss Budget Performance
January 2025

	Jan 25	Budget	Annual Budget
Ordinary Income/Expense			
Income			
40000 · Membership Income			
41000 · New Member Dues	7,766.08	18,750.00	225,000.00
41010 · Renewing Member Dues	88,785.74	112,698.45	1,352,381.73
41020 · Enrollment Fee	2,400.00	666.63	8,000.00
41030 · Membership Promotion	0.00	0.00	1,000.00
46030 · Job Site Signs Sales	473.75	350.00	4,000.00
Total 40000 · Membership Income	99,425.57	132,465.08	1,590,381.73
40100 · Events Income			
41040 · Regional Outreach Income	2,916.66	3,333.37	40,000.00
44000 · Meetings (Ticket Event)	41,518.33	49,825.00	105,325.00
44010 · Golf Tournaments	0.00	0.00	285,000.00
44030 · Construction Expo	0.00	0.00	136,400.00
44040 · GC Connect	-135.00	0.00	40,500.00
44050 · EIC Construction Awards Banquet	51.00	0.00	464,550.00
44100 · Sponsored Events	9,772.03	7,320.00	56,300.00
44105 · Young Professionals Events	0.00	10,000.00	10,000.00
Total 40100 · Events Income	54,123.02	70,478.37	1,138,075.00
40200 · Training and Development Income			
43000 · Seminars Registration	6,066.20	24,214.40	192,003.40
43001 · Seminars Other Income	0.00	0.00	0.00
43035 · NEXGEN	5,496.66	6,052.23	59,470.00
43040 · Technology Conference	0.00	0.00	0.00
43041 · Project Mgmt. Institute	0.00	0.00	49,000.00
44021 · Apprenticeship Mgmt. Income	3,910.89	11,153.63	133,843.56
Total 40200 · Training and Development Income	15,473.75	41,420.26	434,316.96
40300 · Advertising & Marketing Income			
45000 · BCF Magazine Advertising	750.00	0.00	69,085.00
45010 · Membership Directory	0.00	0.00	47,370.00
45012 · Monthly Mailing Advertising	233.33	2,000.00	2,000.00
45015 · Website Advertising	757.92	912.00	10,900.00
45020 · Weekly Email Advertising	1,500.00	400.00	4,800.00
Total 40300 · Advertising & Marketing Income	3,241.25	3,312.00	134,155.00
Total Income	172,263.59	247,675.71	3,296,928.69
Gross Profit	172,263.59	247,675.71	3,296,928.69
Expense			
60000 · Membership Expenses			
61040 · Member Fees & Promotion	5,206.24	3,767.43	45,210.04
Total 60000 · Membership Expenses	5,206.24	3,767.43	45,210.04
60100 · Events Expense			
610402 · Regional Outreach Expense	0.00	6,000.00	6,000.00
64000 · Meetings (Ticket Event) Expense	20,918.44	21,782.37	52,074.00
64010 · Golf Tournaments Expense	90.06	0.00	186,788.20
64030 · Construction Expo Expense	0.00	0.00	55,000.00
64040 · GC Connect Expense	0.00	0.00	12,076.20
64050 · EIC Construction Awards Expense	133.80	0.00	280,400.00
64100 · Sponsored Events Exp	1,499.06	2,000.00	22,700.00
64105 · Young Professionals Expense	9.05	0.00	6,250.00
64107 · VIP Expenses	383.10	9,400.00	9,400.00
64112 · Meetings & Events General Exps.	165.71	350.00	4,200.00
Total 60100 · Events Expense	23,199.22	39,532.37	634,888.40
60200 · Training and Development Expense			
63000 · Seminar Expense	2,594.20	21,422.87	97,381.57
63035 · NEXGEN Expense	1,126.84	82.00	15,000.00
63041 · Project Mgmt. Institute Expense	0.00	0.00	17,650.00
60200 · Training and Development Expense - Other	114.75		
Total 60200 · Training and Development Expense	3,835.79	21,504.87	130,031.57
60300 · Advertising & Marketing Expense			

Associated Builders and Contractors, Inc.
Profit & Loss Budget Performance
January 2025

	<u>Jan 25</u>	<u>Budget</u>	<u>Annual Budget</u>
65000 · BCF Magazine Expense	6,039.29	6,442.00	38,652.00
65010 · Membership Directory Expense	0.00	0.00	10,490.00
65012 · Monthly Mailing Expense	0.00	900.00	10,800.00
60300 · Advertising & Marketing Expense - Other	8,367.55	5,666.63	68,000.00
Total 60300 · Advertising & Marketing Expense	14,406.84	13,008.63	127,942.00
60400 · General and Administrative			
65030 · Website	811.64	1,366.63	16,400.00
66050 · Personnel Expenses			
6560 · Payroll Processing Expenses	559.02	375.00	4,500.00
67000 · Salaries	68,140.24	88,763.50	1,115,162.00
67030 · Payroll Taxes	5,637.69	7,274.03	87,288.58
67031 · PTO Wages	0.00	17,750.00	17,750.00
67040 · Health Insurance	12,062.14	18,251.50	219,018.00
67060 · Workers' Compensation	59.22	208.37	2,500.00
67070 · Retirement Plan	5,252.12	8,065.16	96,780.93
Total 66050 · Personnel Expenses	91,710.43	140,687.56	1,542,999.51
66060 · Insurances	3,374.27	1,874.96	22,499.96
67050 · Staff & Team Development	127.79	625.00	7,500.00
68000 · Auto Expense	1,284.00	1,666.63	20,000.00
68200 · President's Expense	429.03	208.33	2,499.96
68210 · Board of Directors Meetings	480.00	750.00	9,000.00
68220 · Committee Meetings	40.24	291.63	3,500.00
69000 · Utilities	2,333.93	3,333.37	40,000.00
69020 · Property Taxes	10,158.66	4,600.34	55,204.30
69030 · Janitorial & Cleaning	1,153.40	1,520.87	18,250.00
69040 · Building Supplies/Maintenance	3,530.43	4,250.00	51,000.00
69100 · Administrative - Postage	-0.17	450.00	450.00
69120 · Telephone & Data Expense	2,605.28	1,291.63	15,500.00
69190 · Computer Software	552.00	1,833.37	22,000.00
69200 · Leased Office Equipment	729.14	6,000.00	6,000.00
69210 · Office Supplies	870.31	6,000.00	6,000.00
69220 · Equipment R&M, Supplies	1,589.38	1,500.00	18,000.00
69300 · Advertising expense	0.00	6,000.00	6,000.00
69315 · Bank Charges	22.10	650.00	650.00
69325 · Interest Expense	3.42		
69340 · Professional Services	152.55	3,125.00	37,500.00
69350 · Taxes & Licenses	0.00	750.00	750.00
69370 · Dues, Subscript., Sponsorships	723.81	100.00	1,200.00
69400 · Depreciation	6,620.75	7,500.00	90,000.00
Total 60400 · General and Administrative	129,302.39	196,375.32	1,992,903.73
61000 · National Dues	21,896.64	31,079.40	372,952.25
61020 · State Dues	4,797.92	7,319.60	87,835.31
61100 · National Meetings	3,529.08	2,083.37	25,000.00
68110 · State Meetings	1,125.63	750.00	9,000.00
68180 · Chapter Planning Conference	0.00	0.00	7,500.00
68190 · Other Conferences	0.00	250.00	3,000.00
69360 · Association Meetings	0.00	0.00	0.00
69391 · Community Enrichment	1,433.56	2,000.00	24,000.00
Total Expense	208,733.31	317,670.99	3,460,263.30
Net Ordinary Income	-36,469.72	-69,995.28	-163,334.61
Other Income/Expense			
Other Income			
Workforce Fund, net			
64001 · Fundraising Event Expense	9.86		
Total Workforce Fund, net	9.86		
47000 · Interest Income	3,288.32		
47010 · General Income	2.21		
47012 · Rental Income			
470122 · Lease Space			
470125 · Astronaut Lease Ste101-1,685	2,025.00	1,685.00	20,220.00

Associated Builders and Contractors, Inc.
Profit & Loss Budget Performance
 January 2025

	<u>Jan 25</u>	<u>Budget</u>	<u>Annual Budget</u>
470126 - Empire Elect ste102 - 1,666.25	1,700.00	1,666.25	19,995.00
470127 - United Form ste103-1,535	0.00	0.00	0.00
470128 - Second Floor Lease Space	0.00	833.37	10,000.00
Total 470122 - Lease Space	3,725.00	4,184.62	50,215.00
470123 - Classroom rental	1,768.00	541.63	6,500.00
470124 - Rental Supplies	50.00	208.37	2,500.00
69392 - Rental Expense	-13.69		
Total 47012 - Rental Income	5,529.31	4,934.62	59,215.00
47020 - Gain (Loss) on Investment/Asset	5,640.27		
47030 - Donated Services & Materials	542.50		
Total Other Income	15,012.47	4,934.62	59,215.00
Other Expense			
64021 - Apprenticeship Mgmt. Expense	350.10		
66511 - Building Fundraising Expense	0.00	1,250.00	15,000.00
Total Other Expense	350.10	1,250.00	15,000.00
Net Other Income	14,662.37	3,684.62	44,215.00
Net Income	<u>-21,807.35</u>	<u>-66,310.66</u>	<u>-119,119.61</u>

National Goals & Outcomes for Central Florida ABC
2019-2025 (as of 03/06/2025)

Year	Goal	Outcome	
Membership Recruitment			
2019	60	81	
2020	72	51	
2021	81	83	
2022	90	88	
2023	90	87	
2024	110	95	
2025	90	33	
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%	72%, 361	
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	\$16,400	

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	\$24,700

National PAC

2022	\$20,000	\$21,729
2023	\$22,500	\$25,346
2024	\$35,000	\$33,412.21
2025	\$35,000	\$20,799.91

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	\$29,850

ABC CF February 2025 Membership Statistics

February 2025 New Members:

- 8 = \$20,580 in dues (8 = \$16,806 in dues)
 - 3 contractor members: 1 General Contractors, 2 Subcontractors

<u>Company</u>	<u>Category</u>	<u>Primary Contact</u>	<u>Board Sponsor</u>
All Star Fire Inc.	\$6M-\$10M	Corey Lindsey	
Corporate Synergies	Associate	Eric Brewer	
G&GA Company, Inc.	Supplier	Carolina Henry	
IntelliShade	Supplier	Chris Barno	
Juan Services & Roofing, Inc.	\$1M-\$3M	Orlando Santos Rodriguez	
Omnia Construction Group LLC	\$15M-\$20M	Mike Brady	
RMax, a Sika Company	Supplier	Keith Jolley	
TaylorWorks, Inc.	Associate	Jared Taylor	

2025 New Members as of 2/28/25:

- 33 = \$90,258 in dues (25 = \$58,547 in dues)

2025 Total Paid Members as of 2/28/25:

- 415 (386 this time last year)
 - Contractor %: 61 percent

2025 Renewals as of 2/28/25: (goal of 90% in both areas of renewal)

- 382 of 528 invoiced, 72% (361 of 520 this time last year, 69%)
- \$1,185,227.31 of \$1,503,125 invoiced, 79% (71% this time last year)
- 110 still to renew (**not** including drops)

2025 Drops as of 2/28/25:

- 34 (Dues lost: \$81,057.83)
 - Can not lose more than 52 to achieve 2025 renewal goals

Board of Directors Membership Online Resources:

- [2025 Still to Renew Call Assignments](#)
- [2025 New Member Welcome Call Assignments](#)
- [2025 Dropped Members](#)
- [2025 Future Members](#)
- [2025 ABC CF Members](#)

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
- 27 Builders' Breakfast: Orlando Health

MARCH

- 11 EIC Workshop
- 13 GC Connect
- Ocoee Lakeshore Center
- 25 Builders' Breakfast: OCPS
- 26 STEP Health and Safety Mngmt Workshop
- 28 YP: Growth & Development Panel & Headshot Event

APRIL

- 08 EIC Workshop
- 11 HR Peer Group
- Employment Law & Union
- 10 YP: Surepods Shop Tour
- 17 ABC on Tap - Crooked Can
- 21 Spring Golf Tournament #1
- Arnold Palmer's Bay Hill Golf Club
- 28 Spring Golf Tournament #2
- Arnold Parlmer's Bay Hill Golf Club

MAY

- 21 Legislative Hobnob
- 22 Maximize Your Membership
- 27 HR Peer Group
- Empowering Business Growth
- 29 Safety Conference

JUNE

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

JULY

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

AUGUST

- 15 Casino Night Fundraiser
- Orlando Science Center
- 15 HR Peer Group
- Workplace Safety
- 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

- 10 HR Peer Group
- Workforce Development & Repurposing Talent
- 18 EIC Awards Banquet - Hilton Orlando
ABC on Tap

NOVEMBER

- 6 Committee Open House
- 13 Maximize Your Membership
 - Sporting Clays Shoot
 - Blackjack Sporting Clays

DECEMBER

- 05 HR Peer Group
 - Corporate New Year Resolution for 2026
 - Chili Cook Off
- Holiday Party & Toy Drive
- YP: Winter Olympics

MARCH

- 3 Project Management Institute begins
- 10 Construction 201 begins
- 11 OSHA 10-Hour begins
- 13 MEWP Certification Training
- 18 Basic Blueprint Reading begins
- 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)
- 23 Contract Negotiations Workshop
- 24 Bluebeam Advanced Materials Takeoffs & Estimates (V)
- 25 Safety Forum
- 28 Total Human Health Week begins
- 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
- 29 Safety Champions Conference

JUNE

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

JULY

- 15 Basic Blueprint Reading begins
- 16 Lien Law Level One
- 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
- 20 Lien Law Level Two

SEPTEMBER

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

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



EIC 2025

EXCELLENCE IN CONSTRUCTION

Awards



Soaring into Excellence

Excellence in Construction Awards Workshop

The Excellence in Construction (EIC) Awards annually recognizes and celebrates outstanding projects built by Central Florida Chapter ABC members. This workshop will walk you through the entry process, share tips on making your projects stand out, and help you plan the best presentation and site tour with the judges.

WORKSHOP TOPICS

- Benefits of entering EIC Awards
- Which projects to submit
- Types of awards
- Judging process
- Maximizing the site visit to score more points
- Choosing your on-site or virtual presenter
- What to include in your entry
- Making your project memorable
- Tips to help win the Eagle Award

**90% of attendees
score higher each year!**

Grow your company's legacy...

Earn recognition...

Stand apart from your competition...



March 11, 2025

8:30 - 10:00 am

ABC Office
651 Danville Dr.
Orlando, FL 32825

Free to attend

Reserve your seat
today!
Scan QR to register.



or email eic@abccf.org





Builders' BREAKFAST



Rory Salimbene

Chief Facilities Officer, Orange
County Public Schools

Build the Future with Orange County Public Schools

Join ABC Central Florida Chapter and Orange County Public Schools, including the Office of Business Opportunity, to get updates on a plethora of upcoming projects including new schools and renovations. OCPS needs ABC members to help keep the community's schools top tier.

Aaron Smith

Joined by: Senior Specialist, Office of
Business Opportunity, OCPS



Orange County Public Schools



**March 25,
2025**



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



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



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

CHOICE VIP SPONSORS

- Andrew General Contractors, Inc.
- Certified Slings & Supply
- Competitive Edge Partners & Consulting, LLC
- Dean Mead Attorneys At Law
- Finrock Construction, LLC
- GD Pro Services
- Hartford South, LLC
- MMR Group, Inc.
- Saltmarsh, Cleaveland & Gund CPA's
- Southeastern Surveying & Mapping Corp.
- Turner Construction Company
- Waste Pro USA
- Winter Park National Bank
- Withum

**Scan QR code
to learn more**



CONNECT | EDUCATE | ADVOCATE

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

Career Growth & Development Panel Headshot Event

Join us for an insightful Career Growth & Development Panel featuring top industry professionals who will share their experiences, career journeys, and expert advice on advancing in the construction industry. Gain valuable knowledge, expand your network, and be inspired by leaders who have navigated the path to success!

What to Expect:

- Career advice from experienced professionals
- Tips on career advancement & skill development
- Insights into different roles in construction
- Networking opportunities with industry leaders

Event Details:

7:30am- arrive & social/breakfast
 8:00am-begin panel discussion/questioning
 9:00am-begin headshots

Light breakfast and headshots included in fee

Headshots provided by 



Melissa Thacker
 Senior Project Manager
 Balfour Beatty



Erin McAlear
 Senior Project Manager
 Skanska



Juacy Roman
 Estimator, Special Projects
 PCL Construction



Heath Williams
 General Superintendent
 Hensel Phelps



Sam Burns
 Director of VDC
 Balfour Beatty



**March 28,
2025**



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



**7:30 - 10:30
AM**



**ABC CF YP Only
\$35/person**

Sponsorships Available:

Program Sponsor EXCLUSIVE - \$500
 Logo on event signage, recognition and 2 complimentary tickets

Breakfast Sponsor - \$250
 Logo on buffet signage and recognition

Scan QR code
to register





ABC's Contractors HR Peer Group

Exclusive For Contractors!

April 11, 2025

Q2 Update on Employment Law and Union Developments

Join our discussion for updates and advice on unions and legal matters in the construction industry. Experts will cover topics like recent employment law changes, union negotiation strategies, and compliance best practices. This is a great opportunity to network, share insights, and gain valuable knowledge to stay competitive and compliant in HR and employment law.

Don't miss this chance to enhance your understanding!

Cost:

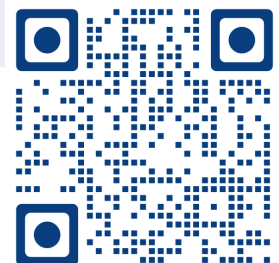
\$15 per session for ABC CF members

\$25 for future ABC CF members

Location:

651 Danville Dr, Suite 200

Orlando, FL 32825



Scan to Register



Central
Florida

**Contractors
HR Peer Group**

Breakfast will be provided.

For Additional Questions:

407.628.2070 or safety@abccf.org

2025 SAFETY CHAMPIONS CONFERENCE

On May 29th, join us for a day fully devoted to the world of safety! You will experience various safety trainings, hands-on interaction with advanced safety equipment and technology, and networking opportunities with fellow safety professionals and construction business owners.

Register today to take advantage of our Early Bird pricing!



Thursday

May 29, 2025



Time

7:30 AM - 4:30 PM



Marriott Orlando Downtown

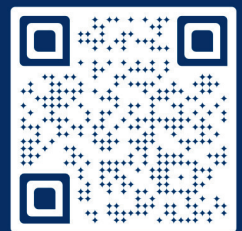
400 W. Livingston St
Orlando, FL 32801

JOIN US

Questions? Contact safety@abccf.org or call 407.628.2070



Scan Here to Register!



2025 SAFETY CHAMPIONS CONFERENCE SPONSORSHIP OPPORTUNITIES

TITLE - \$10,000

Sponsor logo prominently positioned on event website, dedicated email and social media posts, printed Conference material and event signage at conference
Premier Exhibitor space
(4) Conference Passes
Conference Bag Insert – Bags are distributed to all conference attendees

KEYNOTE - \$9,000 SOLD!

Sponsor logo prominently positioned on event web site, dedicated email and social media posts, printed Conference material and event signage at conference
Introduce the Keynote Speaker
Premier Exhibitor space
(3) Conference Passes
Conference Bag Insert – Bags are distributed to all full conference attendees

PROGRAM - \$5000

Sponsor's logo prominently featured on conference program, on event website, & event signage at conference
Premier Exhibitor space
(2) Conference Passes
Conference Bag Insert – Bags are distributed to all full conference attendees

CONTINENTAL BREAKFAST - \$2000

Sponsor logo prominently positioned at Continental Breakfast, printed Conference material, & event signage at conference
(2) Conference Passes
Conference Bag Insert – Bags are distributed to all full conference attendees

LUNCH - \$3000

Sponsor logo prominently positioned at Lunch, printed Conference material, & event signage at conference
Premier Exhibitor space
(2) Conference Passes
Conference Bag Insert – Bags are distributed to all full conference attendees

CHEERS TO SAFETY RECEPTION - \$1500

Sponsor logo prominently positioned at Reception, printed Conference material, & event signage at conference
(1) Conference Pass

BADGE - \$1500

Sponsor logo printed on each attendee's name badge

NAPKIN - \$1000

Sponsor logo printed on cocktail napkins for reception

SAFETY BREAK ZONE - \$1000

Sponsor logo prominently positioned at break stations

CENTERPIECE - \$750

Sponsor logo prominently positioned on reception tables

ENTERTAINMENT - \$600

Sponsor logo on signage for entertainment



FOREMAN



CREW LEADERS



SUPERVISORS

STEPPING UP TO SUPERVISOR

BASIC IDEAS, TECHNIQUES, SKILLS, AND STRATEGIES TO BECOME A MORE EFFECTIVE SUPERVISOR

This 12-hour course will show participants:

- How their attitude affects others & overall productivity
- How to carry out basic day-to-day responsibilities
- How to manage yesterday's peers
- How to deal with problems
- How to get results through other people
- How to deal with special situations

Hands-on and specific to construction!

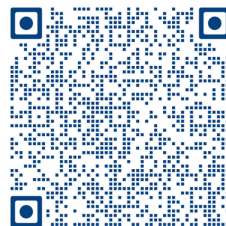
COURSE DETAILS

Four 3-hour Sessions, 2 days a week
Mondays and Wednesdays | 5:00 - 8:00 PM
ABC Office | 651 Danville Drive, Orlando, FL 32825

\$259 (ABC CF members)

\$359 (Non-members)

*includes all course materials



**SCAN QR CODE
TO REGISTER:**

2025 COURSE DATES

March 31, April 2, 7, 9

September 15, 17, 22, 24