



Central Florida Chapter
Associated Builders and Contractors, Inc.
Board of Directors Meeting
May 19, 2025
Connect | Educate | Advocate

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

***ABC Central Florida Value Proposition:** ABC helps our members develop people, win work and perform that work safely, ethically, profitably for the betterment of the communities where we work and live.*

Call to Order..... Garcia

Invocation.....Garcia

Pledge of Allegiance and Welcome..... Garcia

Consent Agenda

- o Approval of Shane Burnsed, Gilbane Companies Board Appt.....Garcia
- o Approval of Minutes - April 2025 (Action Item).....Schulz
- o Approval of Financials: Feb/March Final, April Draft (Action Item)Bastin
- o Approval of New April 2025 Members (Action Item)..... Garcia

New Business

Chair Garcia

- o National Goals & Outcomes
- o 1st Quarter Strategic Planning update
- o Prospect GC Outreach Efforts

Past Chair Holmes

- o **May 22, 2025** – Maximize your Membership
- o **June 24, 2025** – National 75th Gala at Waldorf Astoria, Washington, D.C.
- o **June 22 - 25, 2025** – National Legislative Conference

Chair- Elect Rodriguez

- o **May 13, 2025** – State of Construction

Committee Liaison Reports

o Membership Development Torres

- Retention for 2025 as of 4/30/25
- Recruitment and Retention efforts
- Membership Directory & Beam Club Awards Update

o Regional Outreach Delaney

- Osceola School District event being scheduled
- **May 6, 2025** - LEAD “We Build Lake” at Southern Hills Farms- SUCCESS!

o Government Affairs Lockhart

- Legislative Session Update
- **May 21, 2025** – Crawfish & Conversations
- **Jul 17 – 19, 2025** - State Convention – Naples Grand *Registration Open!*

o Excellence in Construction..... Torres

- Total Companies- 91, Total Projects - 203
- Get your project submitted ASAP
- Drivers & judges needed

o Young Professionals Bracco/Jordan

- **June 11, 2025** - YP Bowling Tournament at Boardwalk Bowl (almost sold out/Trophy Sponsor Needed, \$300)
- **August 9,2025** Trivia Night
- **April 10, 2025** - Surepods Shop Tour/ Leaning Event

o Programs..... Ernest

- **June 12, 2025**- Builder’s Breakfast – Full Sail & Mills
- **July 1, 2025** – Builder’s Breakfast - UCF

- Safety.....Hernandez
 - **May 21, 2025** - Hurricane Preparedness class
 - **May 29, 2025** – 1st Annual Safety Champions Conference
 - 141 registered (Goal: 200). \$36,500 in sponsorships secured
10 Exhibitors (Goal: 17).
 - Safety Committee continuing to make calls for exhibitors & sponsorships
 - Need Board to send out to all their contacts
 - 2025 STEP promotion underway –61 completed applications (**20%** of contractor members)
 - Safety Committee promoting STEP for EIC applicants
 - ABC National STEP Workshops (virtual) are now recurring twice a month
- Special Events..... Scruby
 - **July 12, 2025** – ABC BBQ Trotwood Park, Winter Springs
 - **September 18, 2025** - Construction Expo
- Training Development.....Mealor
 - **March 31 - April 9th** Stepping Up to Supervisor: 17 students
 - **NexGen:**
 - **June 3, 2025** – NexGen Graduation
 - **July 31, 2025** - Application Deadline for 2025-2026 enrollment
 - **June 27, 2025** - Contractor’s HR Peer Group
 - **July 16, 2025** – Lein Law, Construction Course Level One
 - **July 16 – August 20** - Basic Blueprint Reading
 - **September 15, 17, 22, 24** – Stepping up to Supervisor
 - **Sunbelt Equipment Training**
- Workforce Outreach.....Carter
 - **May 15, 2025** – PIPE & ICAP Graduation at Venue on Lake Lily
 - **June 2-6, 2025** – NAWIC Girls Camp at Lyman High School
 - **June 9-12, 2025** – ACT Summer Camp at ABC
 - **TBD- iBuild Summer Camp**
 - **August 15, 2025** – Casino Night
- Collegiate Outreach.....Krstolic
 - **June 18, 2025** – Seminole State General Body Meeting w/ W. W. Gay
- President & CEO.....Daugherty
 - 2024 Review in progress – Presentation June 16, 2025
 - Monthly Construction Economic Survey Shows Tariff Impacts Emerge
 - Become an Accredited Quality Contractor
 - Save 50% on FedEx Express® Shipping with ABC's FedEx Discounts
 - 2025 Health and Safety Performance Report is released
 - US Department of Interior Sets 28-Day Permitting Deadline for Energy Projects
 - ABC Joins Amicus Brief in Secret Ballot Case
 - ABC Video Watch Party – Date/Location TBD
- Open Discussion.....Garcia

**New Member Mixer following Meeting
Next Board Meeting is June 16, 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

April 21, 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
Mike Mealor	Director	Skanska USA Building Inc
Debbie Rodriguez	Chair-Elect	Competitive Edge Partners
Scott Scruby	Director	Sunbelt Rentals
Chad Tinetti	Director	Tavistock Development
Oskar Torres	Director	Towers Construction Company
Mark Woehrle	Director	Comprehensive Energy Services, Inc.

BOARD MEMBERS ABSENT

Neal Ernest	Director	Balfour Beatty
John Kurtz	Director	Gilbane Building Company
Scott Luebbert	Director	Tri-City Electrical Contractors
Jonathan Sheppard	Director	Austin Commercial
David Schultz	Vice Chair	CEMEX

BOARD MEMBERS ON ZOOM

Roy Burkett	Vice Chair	S. I. Goldman Company, Inc.
Michael Jordan	Director	Lithko Contracting
Steven Lockhart	Director	Finrock Construction, LLC
Derrick Valkenburg	Director	Shutts & Bowen
Matt Walton	Director	MiGre Engineers, LLC

GENERAL COUNSEL

Michael C. Sasso	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 (Zoom)	Chapter Resources & Government Affairs
Nancy Wray	VP & COO

ABC GUEST

Ben Goodin	Baker Concrete
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CALL TO ORDER

- **GARCIA** called the board meeting to order at 3:32PM with the Pledge of Allegiance.

CONSENT AGENDA

1. **MINUTES**

- All minutes will be uploaded to the new website.
- **A motion was made and seconded to approve the minutes from the March 2025 meeting. The motion passed.**

2. **FINANCIALS**

- **BASTIN** reviewed the final summary for January 2025 and Final for February 2025 Draft.
- **A motion was made and seconded to approve the January 2025 financials. The motion passed.**

LEADERSHIP REPORTS

- **GARCIA** discussed Workforce fund requests for approval
 - **A motion was made and seconded to approve \$12,000 from the Workforce Education Fund for ACT and \$20,000 for iBuild from the Workforce Education Fund. The motion passed.**
 - STEP is at 13% of the 40% goal
 - Trimmer is at \$21,900 of the \$20,000 goal
 - FEA is at \$32,800 of the \$30,000 goal
 - National PAC is at \$35,645 of the \$35,000 goal
 - Local PAC is at \$54,350 of the \$35,000 goal
- **HOLMES** gave a reminder about registration being open for the ABC National LegCon in D.C June 24-25, 2025.
- **RODRIGUEZ** the State of Construction Lunch is scheduled for May 13, 2025. School Board members will be in attendance to talk about what they are doing relating to apprenticeships.

GUEST

- **GOODIN** discussed the SpaceX Builders' Breakfast on Wednesday, April 23 and that following the breakfast there will be a meeting to discuss with members on the Space Coast the how things are working with being covered by East Coast Chapter
 - Encouraged board to register for the Crawfish & Conversations Hobnob and their employees.
 - Baker Concrete is also hosting a Clays & Craws Tournament on May 16.

NEW MEMBER COMPANIES

Action Labor/Staffing Connection	Supplier
Allegiant Builders, LLC	Under \$1M
ASAP Group	\$1M-\$3M
Building Enterprise	Associate
Big League Construction Supply	Supplier
Bright Builders	\$1M-\$3M
Centennial Bank	Associate
CJ Site Services LLC	\$15M-\$20M
CrewSight – Assa Abloy	Associate
Drone Over the Top	Associate
Elite Awnings	\$1M-\$3M
Everglades University	Associate
GeoStructures, Inc.	\$1-\$3M
HireQuest Direct	Supplier

J. COSTA Group, LLC	\$1M-\$3M
Jollay Masonry, Inc.	\$1M-\$3M
Lenex Steel Company	\$1M-\$3M
Maverick Flooring	\$1M-\$3M
Network Cabling services, Inc.	\$3M-\$6M
PTE Systems International, LLC	Supplier
RBI Private Lending	Associate
Siemens Industries – Smart Infrastructure	\$15M-\$20M
Sika Roofing	Supplier
Stone Mountain Access Systems, Inc	Supplier
Time Machine Florida Fire & Flood	\$1M-\$3M

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

COMMITTEE LIAISON REPORTS

- **TORRES** gave a membership development update.
 - 62 new members YTD, 90 is the goal for the year.
 - Retention is at 82%, the goal is 90%, 38 still to renew and 51 drops.
 - Renewal calls are to be made by the board and membership committee along with email of statement as follow-up.
 - Need more contractor members to get up to at least 65%.
- **DELANEY** gave an update on Outreach.
 - We Build Lake event is coming up on May 6 for outreach in Lake County.
 - PCL is planning a sub trade event for the Brevard Zoo project.
- **LOCKHART** gave a government affairs update.
 - Crawfish & Conversations Hobnob is on May 21.
 - The 2026 Legislative Priority survey is out, needing more Central Florida responses.
 - The State Convention is July 17-19, registration is open.
 - Session updates to be given in the next meeting due to so much still moving.
- **TORRES** gave an Excellence in Construction Awards Committee update.
 - 300 sub letter sent out; 216 projects identified. 14 applications to date submitted, goal is 200.
 - Still in need of drivers and judges.
- **BRACCO** gave an update on YP Committee.
 - June 11 is the YP Bowling Tournament, there are only a few team spots left.
- **GARCIA** gave a Programs Committee update.
 - SpaceX is coming for a Builders' Breakfast on April 23.
- **HERNANDEZ** gave an update on Safety.
 - Working on getting more registrations for the Safety Conference and need another speaker. \$26K in sponsorships acquired so far.
 - Looking to send out a resource kit for THH week.
 - Hurricane Preparedness class is in May.
- **SCRUBY** gave an update on Special Events
 - Crooked Can Brewery was a big hit for a new ABC on Tap location.
 - The summer Family BBQ is going to be on July 12 in Casselberry.
- **MEALOR** gave an update on the Training & Development Committee.
 - The committee did a team building event.
 - Stepping up to Supervisor and BPR are about to wrap up.

- NEXGEN graduation is June 3, board encouraged to attend.
 - Applications for the next class are now being accepted.
- **CARTER** gave an update on Workforce Outreach.
 - PIPE and iBuild events coming up, looking for sponsors
 - ACT reception is on May 8.
- **KRSTOLIC** gave an update on Collegiate Outreach.
 - Working on budget with the collegiate teams so they understand on a higher level what needs to be raised for the CMC.

PRESIDENT'S REPORT

- **DAUGHERTY** started a discussion about immigration and what the chapter can do to be proactive and the conversations we can have. Don't get pulled into conversations with supporters. ABC needs to be clear on what we supposed, fighting for proper processes.

OLD BUSINESS

- **DAUGHERTY**

DISCUSSION

- Discussion on how tariffs may affect everyone and about possibly doing an ABC Action event in the future for members to have discussion.

NEXT MEETING

- May 19, 2025, at 3:30 PM, followed by a new member reception.

ADJOURNMENT

- **GARCIA** adjourned the meeting at 4:58 PM.

TD 4/21/2025

**ABC of Central Florida
Financial Statements Summary**

	Feb 2025	Feb 2024	\$ Change	% Change
Cash	1,455,889.40	990,808.05	465,081.35	46.94%
Raymond James Investments	1,270,724.49	1,063,373.80	207,350.69	19.50%
Workforce Funds	416,436.37	274,355.23	142,081.14	51.79%
Total Cash/Savings	<u>3,143,050.26</u>	<u>2,328,537.08</u>	<u>814,513.18</u>	<u>34.98%</u>
Total Current Assets	3,561,582.57	2,625,645.11	935,937.46	35.65%
Total Fixed Assets	1,587,429.65	1,345,750.88	241,678.77	17.96%
Total Assets	5,149,630.52	3,972,014.29	1,177,616.23	29.65%
Total Liabilities	1,807,421.19	1,445,998.83	361,422.36	24.99%
Total Equity	3,342,209.33	2,526,015.46	816,193.87	32.31%
	Jan - Feb 2025	YTD Budget YTD	\$ Change	% Change
Total Income	333,294.39	394,130.78	(60,836.39)	-15.44%
Total Expenses	402,303.67	501,393.70	(99,090.03)	-19.76%
Other Income	25,736.14	7,369.20	18,366.94	249.24%
Net Income (Loss)	(43,273.14)	(99,893.72)	56,620.58	-56.68%

**ABC of Central Florida
Financial Statements Summary**

	Mar 2025	Mar 2024	\$ Change	% Change
Cash	1,608,302.45	943,915.78	664,386.67	70.39%
Raymond James Investments	1,263,795.41	1,069,949.05	193,846.36	18.12%
Workforce Funds	440,504.04	282,339.70	158,164.34	56.02%
Total Cash/Savings	<u>3,312,601.90</u>	<u>2,296,204.53</u>	<u>1,016,397.37</u>	<u>44.26%</u>
Total Current Assets	3,659,873.84	2,608,766.08	1,051,107.76	40.29%
Total Fixed Assets	1,578,907.11	1,338,769.88	240,137.23	17.94%
Total Assets	5,239,399.25	3,948,154.26	1,291,244.99	32.71%
Total Liabilities	1,870,109.37	1,404,593.60	465,515.77	33.14%
Total Equity	3,369,289.88	2,543,560.66	825,729.22	32.46%
	Jan - Mar 2025	YTD Budget YTD	\$ Change	% Change
Total Income	575,884.84	627,799.19	(51,914.35)	-8.27%
Total Expenses	606,695.05	742,671.36	(135,976.31)	-18.31%
Other Income	14,617.62	11,053.78	3,563.84	32.24%
Net Income (Loss)	(16,192.59)	(103,818.39)	87,625.80	-84.40%

ABC of Central Florida
Financial Statements Summary

	Apr 2025	Apr 2024	\$ Change	% Change
Cash	1,591,873.75	879,191.37	712,682.38	81.06%
Raymond James Investments	1,263,841.06	1,057,074.41	206,766.65	19.56%
Workforce Funds	426,799.39	269,779.68	157,019.71	58.20%
Total Cash/Savings	<u>3,282,514.20</u>	<u>2,206,045.46</u>	<u>1,076,468.74</u>	<u>48.80%</u>
Total Current Assets	3,642,422.71	2,542,271.53	1,100,151.18	43.27%
Total Fixed Assets	1,570,381.29	1,331,788.88	238,592.41	17.92%
Total Assets	5,213,422.30	3,874,678.71	1,338,743.59	34.55%
Total Liabilities	1,785,005.17	1,322,942.17	462,063.00	34.93%
Total Equity	3,428,417.13	2,551,736.54	876,680.59	34.36%
	Jan - Apr 2025	YTD Budget YTD	\$ Change	% Change
Total Income	971,038.33	995,632.59	(24,594.26)	-2.47%
Total Expenses	953,208.76	1,103,880.26	(150,671.50)	-13.65%
Other Income	25,105.09	14,738.36	10,366.73	70.34%
Net Income (Loss)	42,934.66	(93,509.31)	136,443.97	-145.91%

Associated Builders and Contractors, Inc.

Balance Sheet

As of February 28, 2025

05/13/25

Accrual Basis

	Feb 28, 25	Feb 29, 24
ASSETS		
Current Assets		
Checking/Savings		
11001 · Operating Accounts		
11000 · Petty Cash	856.72	850.00
11026 · WPNB Operating - Closed	0.00	3,212.08
11027 · WPNB Operating	994,208.80	540,951.90
11030 · WPNB MMA 4.49%	460,823.88	445,794.07
Total 11001 · Operating Accounts	1,455,889.40	990,808.05
11002 · Reserve Funds		
11002.1 · AB Bldg. CD 4.21% MA 6/2025	150,000.00	0.00
11010 · Raymond James Investments	1,120,724.49	1,063,373.80
Total 11002 · Reserve Funds	1,270,724.49	1,063,373.80
11003 · Restricted Funds		
11004 · Plumbing Apprentice Operating	164,839.78	0.00
11031 · WPNB Workforce Operating	100,046.47	172,957.95
11032 · AB Workforce MMA	151,550.12	101,397.28
Total 11003 · Restricted Funds	416,436.37	274,355.23
Total Checking/Savings	3,143,050.26	2,328,537.08
Accounts Receivable	40,727.58	-99,741.46
Other Current Assets		
11200 · Prepaid National Dues	259,534.82	229,635.81
11210 · Prepaid State Dues	60,311.83	55,085.81
11220 · Prepaid Insurance	21,159.80	18,137.14
11230 · Prepaid Expenses	29,272.35	84,354.21
11240 · Inventory	7,525.93	9,636.52
Total Other Current Assets	377,804.73	396,849.49
Total Current Assets	3,561,582.57	2,625,645.11
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
11356 · ROU Accum. Amortization	62,175.20	0.00
11400 · Accumulated Depreciation	-1,501,158.10	-1,419,129.60
Total Fixed Assets	1,587,429.65	1,345,750.88
Other Assets		
11600 · Refundable Deposit - Utilities	618.30	618.30
Total Other Assets	618.30	618.30
TOTAL ASSETS	5,149,630.52	3,972,014.29
LIABILITIES & EQUITY		
Liabilities		
Current Liabilities		
Accounts Payable	73,434.49	60,104.73
Credit Cards	-16,317.87	-8,076.28
Other Current Liabilities		
2100 · Payroll Liabilities	17,456.45	0.00
22100 · Sales Tax Payable	57.66	343.63

Associated Builders and Contractors, Inc.

Balance Sheet

As of February 28, 2025

05/13/25

Accrual Basis

	Feb 28, 25	Feb 29, 24
22110 · Accrued Property Taxes	9,200.84	9,026.84
22112 · ST Lease Liability	11,886.50	7,366.45
22201 · Tenant Security Deposits	4,564.30	6,776.80
22202 · Future Events Income	107,228.56	56,207.59
22203 · Member Services	54,500.37	25,077.16
22204 · Renewing Member Dues- 2024	0.00	894,159.54
22208 · New Member Dues-2024	0.00	113,002.35
22209 · VIP Sponsorship	371,332.48	277,669.64
22211 · PAC Funds	29,850.00	3,447.67
22212 · Renewing Member Dues 2025	996,810.53	0.00
22213 · New Member Dues- 2025	96,098.18	0.00
22300 · Trimmer Constr. Ed. Payable	400.00	100.00
22301 · Free Enterprise All. Payable	600.00	150.00
22305 · Workforce Enhancement Fund	30.00	-105.00
Total Other Current Liabilities	1,700,015.87	1,393,222.67
Total Current Liabilities	1,757,132.49	1,445,251.12
Long Term Liabilities	50,288.70	747.71
Total Liabilities	1,807,421.19	1,445,998.83
Equity		
30000 · Opening Bal Equity	91,666.79	0.00
31100 · Retained Earnings	3,293,815.68	2,632,910.13
Net Income	-43,273.14	-106,894.67
Total Equity	3,342,209.33	2,526,015.46
TOTAL LIABILITIES & EQUITY	5,149,630.52	3,972,014.29

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

	<u>Feb 25</u>	<u>Budget</u>	<u>Jan - Feb 25</u>	<u>YTD Budget</u>	<u>Annual Budget</u>
Ordinary Income/Expense					
Income					
40000 · Membership Income					
41000 · New Member Dues	9,637.41	18,750.00	17,403.49	37,500.00	225,000.00
41010 · Renewing Member Dues	99,681.05	112,698.48	188,466.79	225,396.93	1,352,381.73
41020 · Enrollment Fee	800.00	666.67	3,200.00	1,333.30	8,000.00
41030 · Membership Promotion	200.00	200.00	200.00	200.00	1,000.00
46030 · Job Site Signs Sales	0.00	350.00	473.75	700.00	4,000.00
Total 40000 · Membership Income	<u>110,318.46</u>	<u>132,665.15</u>	<u>209,744.03</u>	<u>265,130.23</u>	<u>1,590,381.73</u>
40100 · Events Income					
41040 · Regional Outreach Income	3,066.66	3,333.33	5,983.32	6,666.70	40,000.00
44000 · Meetings (Ticket Event)	4,291.67	2,925.00	48,456.02	40,000.00	105,325.00
44010 · Golf Tournaments	-2,550.00	0.00	-2,550.00	0.00	285,000.00
44030 · Construction Expo	0.00	0.00	0.00	0.00	136,400.00
44040 · GC Connect	-245.00	0.00	-380.00	0.00	40,500.00
44050 · EIC Construction Awards Banquet	0.00	0.00	301.00	0.00	464,550.00
44100 · Sponsored Events	5,125.00	5,500.00	11,835.00	12,820.00	56,300.00
44105 · Young Professionals Events	244.42	0.00	488.80	0.00	10,000.00
Total 40100 · Events Income	<u>9,932.75</u>	<u>11,758.33</u>	<u>64,134.14</u>	<u>59,486.70</u>	<u>1,138,075.00</u>
40200 · Training and Development Income					
43000 · Seminars Registration	3,595.00	8,214.40	7,741.20	16,428.80	105,358.40
43001 · Seminars Other Income	0.00	0.00	0.00	0.00	0.00
43020 · Safety Seminar Registration	0.00	1,650.00	1,900.00	3,300.00	19,895.00
43031 · Safety Conference	-300.00	0.00	-300.00	0.00	66,750.00
43035 · NEXGEN	6,263.28	6,052.23	12,126.56	12,104.46	59,470.00
43040 · Technology Conference	0.00	0.00	0.00	0.00	0.00
43041 · Project Mgmt. Institute	0.00	0.00	0.00	0.00	49,000.00
43045 · Apprenticeship Mgmt. Income	17,409.23	11,153.63	21,320.12	22,307.26	133,843.56
Total 40200 · Training and Development Income	<u>26,967.51</u>	<u>27,070.26</u>	<u>42,787.88</u>	<u>54,140.52</u>	<u>434,316.96</u>
40300 · Advertising & Marketing Income	<u>13,864.18</u>	<u>13,894.66</u>	<u>16,628.34</u>	<u>15,373.33</u>	<u>134,155.00</u>
Total Income	<u>161,082.90</u>	<u>185,388.40</u>	<u>333,294.39</u>	<u>394,130.78</u>	<u>3,296,928.69</u>
Gross Profit	<u>161,082.90</u>	<u>185,388.40</u>	<u>333,294.39</u>	<u>394,130.78</u>	<u>3,296,928.69</u>
Expense					
Total 60000 · Membership Expenses	5,581.00	3,767.51	10,715.40	7,534.94	45,210.04
60100 · Events Expense					
610402 · Regional Outreach Expense	39.39	500.00	39.39	1,000.00	6,000.00
64000 · Meetings (Ticket Event) Expense	1,637.27	833.33	22,552.95	22,615.70	52,074.00
64010 · Golf Tournaments Expense	40.05	0.00	61.45	0.00	186,788.28
64030 · Construction Expo Expense	3.80	0.00	3.80	0.00	55,000.00
64040 · GC Connect Expense	35.50	0.00	35.50	0.00	12,076.24
64050 · EIC Construction Awards Expense	1,020.68	0.00	1,154.48	0.00	280,400.00
64100 · Sponsored Events Exp	1,819.70	2,000.00	3,244.77	4,000.00	22,700.00
64105 · Young Professionals Expense	3.98	0.00	13.03	0.00	6,250.00
64107 · VIP Expenses	1,555.87	1,600.00	1,938.97	2,000.00	9,400.00
64112 · Meetings & Events General Exps.	1,906.08	350.00	2,074.55	700.00	4,200.00
Total 60100 · Events Expense	<u>8,062.32</u>	<u>5,283.33</u>	<u>31,118.89</u>	<u>30,315.70</u>	<u>634,888.52</u>
60200 · Training and Development Expense					
63000 · Seminar Expense	1,429.90	4,698.47	4,138.85	9,396.87	97,381.57
63035 · NEXGEN Expense	0.00	82.00	1,126.84	164.00	15,000.00
63041 · Project Mgmt. Institute Expense	0.00	0.00	0.00	0.00	17,650.00
63045 · Apprenticeship Mgt. Expense	13,053.38		13,528.28		
Total 60200 · Training and Development Expense	<u>14,483.28</u>	<u>4,780.47</u>	<u>18,793.97</u>	<u>9,560.87</u>	<u>130,031.57</u>
60300 · Advertising & Marketing Expense	<u>12,416.92</u>	<u>13,008.67</u>	<u>18,696.58</u>	<u>19,575.30</u>	<u>127,942.00</u>

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

	<u>Feb 25</u>	<u>Budget</u>	<u>Jan - Feb 25</u>	<u>YTD Budget</u>	<u>Annual Budget</u>
60400 · General and Administrative					
65030 · Website	80.00	1,366.67	891.64	2,733.30	16,400.00
66050 · Personnel Expenses	98,889.01	122,937.45	190,644.24	263,625.01	1,542,999.51
66060 · Insurances	904.90	1,875.00	2,642.30	3,749.96	22,499.96
67050 · Staff & Team Development	382.54	625.00	510.33	1,250.00	7,500.00
68000 · Auto Expense	1,515.10	1,666.67	2,799.10	3,333.30	20,000.00
68200 · President's Expense	246.47	208.33	675.50	416.66	2,499.96
68210 · Board of Directors Meetings	0.00	750.00	480.00	1,500.00	9,000.00
68220 · Committee Meetings	167.74	291.67	207.98	583.30	3,500.00
69000 · Utilities	2,356.39	3,333.33	4,690.32	6,666.70	40,000.00
69020 · Property Taxes	4,698.59	4,600.36	9,299.07	9,200.70	55,204.30
69030 · Janitorial & Cleaning	1,153.40	1,520.83	2,306.80	3,041.70	18,250.00
69040 · Building Supplies/Maintenance	3,600.73	4,250.00	7,272.81	8,500.00	51,000.00
69100 · Administrative - Postage	-3.51	37.50	-3.68	75.00	450.00
69120 · Telephone & Data Expense	1,472.02	1,291.67	2,906.86	2,583.30	15,500.00
69190 · Computer Software	1,047.15	1,833.33	2,101.10	3,666.70	22,000.00
69200 · Leased Office Equipment	1,182.13	500.00	1,719.70	1,000.00	6,000.00
69210 · Office Supplies	381.06	500.00	1,363.23	1,000.00	6,000.00
69220 · Equipment R&M, Supplies	1,155.84	1,500.00	2,763.04	3,000.00	18,000.00
69300 · Advertising expense	0.00	500.00	0.00	1,000.00	6,000.00
69315 · Bank Charges	63.60	54.17	85.70	108.30	650.00
69325 · Interest Expense	0.00		2.18		
69340 · Professional Services	2,325.00	3,125.00	2,325.00	6,250.00	37,500.00
69350 · Taxes & Licenses	61.15	62.50	61.15	125.00	750.00
69370 · Dues, Subscript., Sponsorships	0.00	100.00	110.00	200.00	1,200.00
69400 · Depreciation	7,550.25	7,500.00	15,100.50	15,000.00	90,000.00
Total 60400 · General and Administrative	129,229.56	160,429.48	250,954.87	338,608.93	1,992,903.73
61000 · National Dues	24,916.34	31,079.35	46,812.98	62,158.75	372,952.25
61020 · State Dues	5,674.05	7,319.61	10,471.97	14,639.21	87,835.31
61100 · National Meetings	7,573.93	8,000.00	11,103.01	13,000.00	25,000.00
68110 · State Meetings	789.08	750.00	1,914.71	1,500.00	9,000.00
68180 · Chapter Planning Conference	0.00	0.00	0.00	0.00	7,500.00
68190 · Other Conferences	0.00	250.00	0.00	500.00	3,000.00
69360 · Association Meetings	0.00	0.00	0.00	0.00	0.00
69391 · Community Enrichment	287.73	2,000.00	1,721.29	4,000.00	24,000.00
Total Expense	209,014.21	236,668.42	402,303.67	501,393.70	3,460,263.42
Net Ordinary Income	-47,931.31	-51,280.02	-69,009.28	-107,262.92	-163,334.73
Other Income/Expense					
Other Income					
Student Chapter, net	0.00		0.00		
Workforce Fund, net	0.00		9.86		
47000 · Interest Income	3,364.33		7,133.20		
47010 · General Income	2.59		4.80		
47012 · Rental Income					
470122 · Lease Space					
470125 · Astronaut Lease Ste101-2,025	2,024.97	1,685.00	4,056.47	3,370.00	20,220.00
470126 · Empire Elect ste102 - 1,700	1,700.00	1,666.25	3,400.00	3,332.50	19,995.00
470128 · Safety Consultants USA - 415	406.86	833.33	406.86	1,666.70	10,000.00
Total 470122 · Lease Space	4,131.83	4,184.58	7,863.33	8,369.20	50,215.00
470123 · Classroom rental	755.00	541.67	2,523.00	1,083.30	6,500.00
470124 · Rental Supplies	0.00	208.33	50.00	416.70	2,500.00
69392 · Rental Expense	0.00		-13.69		
Total 47012 · Rental Income	4,886.83	4,934.58	10,422.64	9,869.20	59,215.00

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

	<u>Feb 25</u>	<u>Budget</u>	<u>Jan - Feb 25</u>	<u>YTD Budget</u>	<u>Annual Budget</u>
47020 · Gain (Loss) on Investment/Asset	2,529.17		8,169.44		
Total Other Income	10,782.92	4,934.58	25,739.94	9,869.20	59,215.00
Other Expense					
66511 · Tech Lab Expense	3.80	1,250.00	3.80	2,500.00	15,000.00
Total Other Expense	3.80	1,250.00	3.80	2,500.00	15,000.00
Net Other Income	10,779.12	3,684.58	25,736.14	7,369.20	44,215.00
Net Income	<u><u>-37,152.19</u></u>	<u><u>-47,595.44</u></u>	<u><u>-43,273.14</u></u>	<u><u>-99,893.72</u></u>	<u><u>-119,119.73</u></u>

Associated Builders and Contractors, Inc.

Balance Sheet

As of March 31, 2025

	Mar 31, 25	Mar 31, 24
ASSETS		
Current Assets		
Checking/Savings		
11001 · Operating Accounts		
11000 · Petty Cash	500.00	905.00
11026 · WPNB Operating - Closed	0.00	3,212.08
11027 · WPNB Operating	1,145,534.36	493,400.49
11030 · WPNB MMA 4.49%	462,268.09	446,398.21
Total 11001 · Operating Accounts	1,608,302.45	943,915.78
11002 · Reserve Funds		
11002.1 · AB Bldg. CD 4.21% MA 6/2025	150,000.00	0.00
11010 · Raymond James Investments	1,113,795.41	1,069,949.05
Total 11002 · Reserve Funds	1,263,795.41	1,069,949.05
11003 · Restricted Funds		
11004 · Plumbing Apprentice Operating	163,634.98	0.00
11031 · WPNB Workforce Operating	124,835.51	180,927.12
11032 · AB Workforce MMA	152,033.55	101,412.58
Total 11003 · Restricted Funds	440,504.04	282,339.70
Total Checking/Savings	3,312,601.90	2,296,204.53
Accounts Receivable	-38,470.94	-71,089.29
Other Current Assets		
11200 · Prepaid National Dues	262,276.61	221,564.58
11210 · Prepaid State Dues	64,205.90	53,112.54
11220 · Prepaid Insurance	19,169.21	16,397.79
11230 · Prepaid Expenses	32,003.36	82,939.41
11240 · Inventory	7,456.80	9,636.52
1499 · Undeposited Funds	631.00	0.00
Total Other Current Assets	385,742.88	383,650.84
Total Current Assets	3,659,873.84	2,608,766.08
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
11356 · ROU Accum. Amortization	61,202.91	0.00
11400 · Accumulated Depreciation	-1,508,708.35	-1,426,110.60
Total Fixed Assets	1,578,907.11	1,338,769.88
Other Assets		
11600 · Refundable Deposit - Utilities	618.30	618.30
Total Other Assets	618.30	618.30
TOTAL ASSETS	5,239,399.25	3,948,154.26
LIABILITIES & EQUITY		
Liabilities		
Current Liabilities		
Accounts Payable	39,957.92	31,885.99
Credit Cards	23,852.27	-8,076.28
Other Current Liabilities		
2100 · Payroll Liabilities	17,456.45	0.00

Associated Builders and Contractors, Inc.

05/13/25

Balance Sheet

Accrual Basis

As of March 31, 2025

	<u>Mar 31, 25</u>	<u>Mar 31, 24</u>
22100 · Sales Tax Payable	105.77	264.36
22110 · Accrued Property Taxes	13,801.20	13,540.26
22112 · ST Lease Liability	11,926.62	6,638.97
22201 · Tenant Security Deposits	4,564.30	6,776.80
22202 · Future Events Income	86,887.99	57,503.25
22203 · Member Services	91,916.83	61,615.12
22204 · Renewing Member Dues- 2024	0.00	857,538.39
22208 · New Member Dues-2024	0.00	107,135.12
22209 · VIP Sponsorship	360,391.19	265,896.24
22211 · PAC Funds	33,150.00	2,847.67
22212 · Renewing Member Dues 2025	997,073.50	0.00
22213 · New Member Dues- 2025	135,734.87	0.00
22300 · Trimmer Constr. Ed. Payable	400.00	100.00
22301 · Free Enterprise All. Payable	750.00	150.00
22305 · Workforce Enhancement Fund	2,864.17	30.00
Total Other Current Liabilities	<u>1,757,022.89</u>	<u>1,380,036.18</u>
Total Current Liabilities	<u>1,820,833.08</u>	<u>1,403,845.89</u>
Long Term Liabilities	<u>49,276.29</u>	<u>747.71</u>
Total Liabilities	<u>1,870,109.37</u>	<u>1,404,593.60</u>
Equity		
30000 · Opening Bal Equity	91,666.79	0.00
31100 · Retained Earnings	3,293,815.68	2,632,910.13
Net Income	-16,192.59	-89,349.47
Total Equity	<u>3,369,289.88</u>	<u>2,543,560.66</u>
TOTAL LIABILITIES & EQUITY	<u>5,239,399.25</u>	<u>3,948,154.26</u>

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

	<u>Mar 25</u>	<u>Budget</u>	<u>Jan - Mar 25</u>	<u>YTD Budget</u>	<u>Annual Budget</u>
Ordinary Income/Expense					
Income					
40000 · Membership Income					
41000 · New Member Dues	15,112.31	18,750.00	32,515.80	56,250.00	225,000.00
41010 · Renewing Member Dues	110,785.95	112,698.48	299,252.74	338,095.41	1,352,381.73
41020 · Enrollment Fee	2,336.00	666.67	5,536.00	1,999.97	8,000.00
41030 · Membership Promotion	300.00	300.00	500.00	500.00	1,000.00
46030 · Job Site Signs Sales	160.50	350.00	634.25	1,050.00	4,000.00
Total 40000 · Membership Income	<u>128,694.76</u>	<u>132,765.15</u>	<u>338,438.79</u>	<u>397,895.38</u>	<u>1,590,381.73</u>
40100 · Events Income					
41040 · Regional Outreach Income	2,916.66	3,333.33	8,899.98	10,000.03	40,000.00
44000 · Meetings (Ticket Event)	4,321.67	2,925.00	52,777.69	42,925.00	105,325.00
44010 · Golf Tournaments	-395.00	0.00	-2,945.00	0.00	285,000.00
44030 · Construction Expo	-50.00	0.00	-50.00	0.00	136,400.00
44040 · GC Connect	51,125.00	40,500.00	50,745.00	40,500.00	40,500.00
44050 · EIC Construction Awards Banquet	-395.00	0.00	-94.00	0.00	464,550.00
44100 · Sponsored Events	0.00	0.00	11,835.00	12,820.00	56,300.00
44105 · Young Professionals Events	1,964.42	1,100.00	2,453.22	1,100.00	10,000.00
Total 40100 · Events Income	<u>59,487.75</u>	<u>47,858.33</u>	<u>123,621.89</u>	<u>107,345.03</u>	<u>1,138,075.00</u>
40200 · Training and Development Income					
43000 · Seminars Registration	13,966.00	8,214.40	21,707.20	24,643.20	105,358.40
43001 · Seminars Other Income	0.00	0.00	0.00	0.00	0.00
43020 · Safety Seminar Registration	4,345.00	1,650.00	6,245.00	4,950.00	19,895.00
43031 · Safety Conference	0.00	0.00	-300.00	0.00	66,750.00
43035 · NEXGEN	5,863.28	6,052.23	17,989.84	18,156.69	59,470.00
43040 · Technology Conference	0.00	0.00	0.00	0.00	0.00
43041 · Project Mgmt. Institute	25,000.00	24,500.00	25,000.00	24,500.00	49,000.00
43045 · Apprenticeship Mgmt. Income	4,229.50	11,153.63	25,549.62	33,460.89	133,843.56
Total 40200 · Training and Development Income	<u>53,403.78</u>	<u>51,570.26</u>	<u>96,191.66</u>	<u>105,710.78</u>	<u>434,316.96</u>
40300 · Advertising & Marketing Income	1,004.16	1,474.67	17,632.50	16,848.00	134,155.00
Total Income	<u>242,590.45</u>	<u>233,668.41</u>	<u>575,884.84</u>	<u>627,799.19</u>	<u>3,296,928.69</u>
Gross Profit	242,590.45	233,668.41	575,884.84	627,799.19	3,296,928.69
Expense					
60000 · Membership Expenses	5,933.44	3,767.51	16,648.84	11,302.45	45,210.04
60100 · Events Expense					
610402 · Regional Outreach Expense	22.48	500.00	61.87	1,500.00	6,000.00
64000 · Meetings (Ticket Event) Expense	1,311.95	833.33	23,864.90	23,449.03	52,074.00
64010 · Golf Tournaments Expense	44.05	0.00	105.50	0.00	186,788.28
64030 · Construction Expo Expense	0.00	0.00	3.80	0.00	55,000.00
64040 · GC Connect Expense	11,882.04	12,076.24	11,917.54	12,076.24	12,076.24
64050 · EIC Construction Awards Expense	3,316.83	0.00	4,471.31	0.00	280,400.00
64100 · Sponsored Events Exp	18.51	0.00	3,263.28	4,000.00	22,700.00
64105 · Young Professionals Expense	617.20	1,000.00	630.23	1,000.00	6,250.00
64107 · VIP Expenses	350.30	400.00	2,289.27	2,400.00	9,400.00
64112 · Meetings & Events General Exps.	0.69	350.00	2,075.24	1,050.00	4,200.00
Total 60100 · Events Expense	<u>17,564.05</u>	<u>15,159.57</u>	<u>48,682.94</u>	<u>45,475.27</u>	<u>634,888.52</u>
60200 · Training and Development Expense					
63000 · Seminar Expense	5,341.03	4,698.47	9,479.88	14,095.34	97,381.57
63035 · NEXGEN Expense	1,855.00	332.00	2,981.84	496.00	15,000.00
63041 · Project Mgmt. Institute Expense	8,083.69	8,825.00	8,083.69	8,825.00	17,650.00
63045 · Apprenticeship Mgt. Expense	2,529.20		16,057.48		
Total 60200 · Training and Development Expense	<u>17,808.92</u>	<u>13,855.47</u>	<u>36,602.89</u>	<u>23,416.34</u>	<u>130,031.57</u>
60300 · Advertising & Marketing Expense	6,219.91	6,566.67	24,916.49	26,141.97	127,942.00

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

	<u>Mar 25</u>	<u>Budget</u>	<u>Jan - Mar 25</u>	<u>YTD Budget</u>	<u>Annual Budget</u>
60400 · General and Administrative					
65030 · Website	1,339.88	1,366.67	2,231.52	4,099.97	16,400.00
66050 · Personnel Expenses	85,024.26	122,937.45	275,668.50	386,562.46	1,542,999.51
66060 · Insurances	1,990.59	1,875.00	4,632.89	5,624.96	22,499.96
67050 · Staff & Team Development	1,738.19	625.00	2,248.52	1,875.00	7,500.00
68000 · Auto Expense	1,183.28	1,666.67	3,982.38	4,999.97	20,000.00
68200 · President's Expense	444.95	208.33	1,120.45	624.99	2,499.96
68210 · Board of Directors Meetings	0.00	750.00	480.00	2,250.00	9,000.00
68220 · Committee Meetings	0.00	291.67	207.98	874.97	3,500.00
69000 · Utilities	2,828.40	3,333.33	7,518.72	10,000.03	40,000.00
69020 · Property Taxes	4,600.36	4,600.36	13,899.43	13,801.06	55,204.30
69030 · Janitorial & Cleaning	1,153.40	1,520.83	3,460.20	4,562.53	18,250.00
69040 · Building Supplies/Maintenance	4,978.68	4,250.00	12,251.49	12,750.00	51,000.00
69100 · Administrative - Postage	69.47	37.50	65.79	112.50	450.00
69110 · Office - Printing	334.41		334.41		
69120 · Telephone & Data Expense	940.11	1,291.67	3,846.97	3,874.97	15,500.00
69190 · Computer Software	1,397.23	1,833.33	3,498.33	5,500.03	22,000.00
69200 · Leased Office Equipment	905.30	500.00	2,625.00	1,500.00	6,000.00
69210 · Office Supplies	383.94	500.00	1,747.17	1,500.00	6,000.00
69220 · Equipment R&M, Supplies	506.55	1,500.00	3,269.59	4,500.00	18,000.00
69300 · Advertising expense	0.00	500.00	0.00	1,500.00	6,000.00
69315 · Bank Charges	22.50	54.17	108.20	162.47	650.00
69325 · Interest Expense	0.00		2.18		
69340 · Professional Services	0.00	3,125.00	2,325.00	9,375.00	37,500.00
69350 · Taxes & Licenses	0.00	62.50	61.15	187.50	750.00
69370 · Dues, Subscript., Sponsorships	0.00	100.00	110.00	300.00	1,200.00
69400 · Depreciation	7,550.25	7,500.00	22,650.75	22,500.00	90,000.00
Total 60400 · General and Administrative	117,391.75	160,429.48	368,346.62	499,038.41	1,992,903.73
61000 · National Dues	27,989.46	31,079.35	74,802.44	93,238.10	372,952.25
61020 · State Dues	6,737.18	7,319.61	17,209.15	21,958.82	87,835.31
61100 · National Meetings	2,244.78	100.00	13,347.79	13,100.00	25,000.00
68110 · State Meetings	501.89	750.00	2,416.60	2,250.00	9,000.00
68180 · Chapter Planning Conference	0.00	0.00	0.00	0.00	7,500.00
68190 · Other Conferences	0.00	250.00	0.00	750.00	3,000.00
69360 · Association Meetings	0.00	0.00	0.00	0.00	0.00
69391 · Community Enrichment	2,000.00	2,000.00	3,721.29	6,000.00	24,000.00
Total Expense	204,391.38	241,277.66	606,695.05	742,671.36	3,460,263.42
Net Ordinary Income	38,199.07	-7,609.25	-30,810.21	-114,872.17	-163,334.73
Other Income/Expense					
Other Income					
Student Chapter, net	0.00		0.00		
Workforce Fund, net	-10,650.00		-10,640.14		
46511 · Tech Lab	1,245.87		1,245.87		
47000 · Interest Income	3,842.70		10,975.90		
47010 · General Income	0.00		4.80		
47012 · Rental Income					
470122 · Lease Space					
470125 · Astronaut Lease Ste101-2,025	2,025.00	1,685.00	6,081.47	5,055.00	20,220.00
470126 · Empire Elect ste102 - 1,700	1,700.00	1,666.25	5,100.00	4,998.75	19,995.00
470128 · Safety Consultants USA- 415	406.86	833.33	813.72	2,500.03	10,000.00
Total 470122 · Lease Space	4,131.86	4,184.58	11,995.19	12,553.78	50,215.00
470123 · Classroom rental	1,151.06	541.67	3,674.06	1,624.97	6,500.00
470124 · Rental Supplies	0.00	208.33	50.00	625.03	2,500.00

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

	<u>Mar 25</u>	<u>Budget</u>	<u>Jan - Mar 25</u>	<u>YTD Budget</u>	<u>Annual Budget</u>
69392 · Rental Expense	0.00		-13.69		
Total 47012 · Rental Income	5,282.92	4,934.58	15,705.56	14,803.78	59,215.00
470127 · United Form ste103-1,535	0.00	0.00	0.00	0.00	0.00
47020 · Gain (Loss) on Investment/Asset	-8,844.14		-674.70		
Total Other Income	-9,122.65	4,934.58	16,617.29	14,803.78	59,215.00
Other Expense					
66511 · Tech Lab Expense	1,995.87	1,250.00	1,999.67	3,750.00	15,000.00
Total Other Expense	1,995.87	1,250.00	1,999.67	3,750.00	15,000.00
Net Other Income	-11,118.52	3,684.58	14,617.62	11,053.78	44,215.00
Net Income	<u>27,080.55</u>	<u>-3,924.67</u>	<u>-16,192.59</u>	<u>-103,818.39</u>	<u>-119,119.73</u>

Associated Builders and Contractors, Inc.

Balance Sheet

As of April 30, 2025

05/13/25

Accrual Basis

	Apr 30, 25	Apr 30, 24
ASSETS		
Current Assets		
Checking/Savings		
11001 · Operating Accounts		
11000 · Petty Cash	500.00	1,601.21
11026 · WPNB Operating - Closed	0.00	4,677.56
11027 · WPNB Operating	1,127,703.65	425,928.95
11030 · WPNB MMA 4.49%	463,670.10	446,983.65
Total 11001 · Operating Accounts	1,591,873.75	879,191.37
11002 · Reserve Funds		
11002.1 · AB Bldg. CD 4.21% MA 6/2025	150,000.00	0.00
11010 · Raymond James Investments	1,113,841.06	1,057,074.41
Total 11002 · Reserve Funds	1,263,841.06	1,057,074.41
11003 · Restricted Funds	426,799.39	269,779.68
Total Checking/Savings	3,282,514.20	2,206,045.46
Accounts Receivable	-35,741.41	-65,709.95
Other Current Assets		
11200 · Prepaid National Dues	251,592.70	214,361.01
11210 · Prepaid State Dues	60,985.39	52,380.94
11220 · Prepaid Insurance	17,178.62	14,658.44
11230 · Prepaid Expenses	56,179.03	99,006.36
11240 · Inventory	9,714.18	9,730.27
1499 · Undeposited Funds	0.00	11,799.00
Total Other Current Assets	395,649.92	401,936.02
Total Current Assets	3,642,422.71	2,542,271.53
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
11356 · ROU Accum. Amortization	60,227.34	0.00
11400 · Accumulated Depreciation	-1,516,258.60	-1,433,091.60
Total Fixed Assets	1,570,381.29	1,331,788.88
Other Assets		
11600 · Refundable Deposit - Utilities	618.30	618.30
Total Other Assets	618.30	618.30
TOTAL ASSETS	5,213,422.30	3,874,678.71
LIABILITIES & EQUITY		
Liabilities		
Current Liabilities		
Accounts Payable	166,244.93	50,091.08
Credit Cards	29,735.11	-8,076.28
Other Current Liabilities		
2100 · Payroll Liabilities	11,538.16	0.00
22100 · Sales Tax Payable	160.48	398.47
22110 · Accrued Property Taxes	18,314.62	18,053.68
22112 · ST Lease Liability	11,966.87	5,909.47
22201 · Tenant Security Deposits	4,564.30	6,426.80

Associated Builders and Contractors, Inc.

Balance Sheet

As of April 30, 2025

	Apr 30, 25	Apr 30, 24
22202 · Future Events Income	22,327.73	30,547.62
22203 · Member Services	76,540.17	46,953.58
22204 · Renewing Member Dues- 2024	0.00	818,211.05
22205 · Partial Pays Renew/New Memb...	0.00	1,365.00
22208 · New Member Dues-2024	0.00	118,511.44
22209 · VIP Sponsorship	313,805.50	230,774.88
22211 · PAC Funds	3,750.00	1,197.67
22212 · Renewing Member Dues 2025	913,334.96	0.00
22213 · New Member Dues- 2025	159,258.12	0.00
22300 · Trimmer Constr. Ed. Payable	400.00	100.00
22301 · Free Enterprise All. Payable	750.00	150.00
22305 · Workforce Enhancement Fund	4,053.75	1,580.00
Total Other Current Liabilities	1,540,764.66	1,280,179.66
Total Current Liabilities	1,736,744.70	1,322,194.46
Long Term Liabilities	48,260.47	747.71
Total Liabilities	1,785,005.17	1,322,942.17
Equity		
30000 · Opening Bal Equity	91,666.79	0.00
31100 · Retained Earnings	3,293,815.68	2,632,910.13
Net Income	42,934.66	-81,173.59
Total Equity	3,428,417.13	2,551,736.54
TOTAL LIABILITIES & EQUITY	5,213,422.30	3,874,678.71

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

	<u>Apr 25</u>	<u>Budget</u>	<u>Jan - Apr 25</u>	<u>YTD Budget</u>	<u>Annual Budget</u>
Ordinary Income/Expense					
Income					
40000 · Membership Income					
41000 · New Member Dues	19,941.75	18,750.00	52,457.55	75,000.00	225,000.00
41010 · Renewing Member Dues	114,166.87	112,698.48	413,419.61	450,793.89	1,352,381.73
41020 · Enrollment Fee	1,425.00	666.67	6,961.00	2,666.64	8,000.00
41030 · Membership Promotion	0.00	100.00	500.00	600.00	1,000.00
46030 · Job Site Signs Sales	875.00	350.00	1,509.25	1,400.00	4,000.00
Total 40000 · Membership Income	<u>136,408.62</u>	<u>132,565.15</u>	<u>474,847.41</u>	<u>530,460.53</u>	<u>1,590,381.73</u>
40100 · Events Income					
41040 · Regional Outreach Income	2,916.66	3,333.33	11,816.64	13,333.36	40,000.00
44000 · Meetings (Ticket Event)	5,691.67	2,925.00	58,469.36	45,850.00	105,325.00
44010 · Golf Tournaments	212,613.45	183,120.00	209,668.45	183,120.00	285,000.00
44030 · Construction Expo	0.00	0.00	-50.00	0.00	136,400.00
44040 · GC Connect	0.00	0.00	50,745.00	40,500.00	40,500.00
44050 · EIC Construction Awards Banquet	0.00	0.00	-94.00	0.00	464,550.00
44100 · Sponsored Events	5,125.00	5,500.00	16,960.00	18,320.00	56,300.00
44105 · Young Professionals Events	244.42	0.00	2,697.64	1,100.00	10,000.00
Total 40100 · Events Income	<u>226,591.20</u>	<u>194,878.33</u>	<u>350,213.09</u>	<u>302,223.36</u>	<u>1,138,075.00</u>
40200 · Training and Development Income					
43000 · Seminars Registration	9,777.00	8,214.40	31,484.20	32,857.60	105,358.40
43001 · Seminars Other Income	0.00	0.00	0.00	0.00	0.00
43020 · Safety Seminar Registration	1,129.40	1,650.00	7,374.40	6,600.00	19,895.00
43031 · Safety Conference	0.00	0.00	-300.00	0.00	66,750.00
43035 · NEXGEN	5,863.28	6,052.23	23,853.12	24,208.92	59,470.00
43040 · Technology Conference	0.00	0.00	0.00	0.00	0.00
43041 · Project Mgmt. Institute	0.00	0.00	25,000.00	24,500.00	49,000.00
43045 · Apprenticeship Mgmt. Income	3,694.83	11,153.63	29,244.45	44,614.52	133,843.56
43050 · HR Peer Group Income	265.00		265.00		
Total 40200 · Training and Development Income	<u>20,729.51</u>	<u>27,070.26</u>	<u>116,921.17</u>	<u>132,781.04</u>	<u>434,316.96</u>
40300 · Advertising & Marketing Income	<u>11,424.16</u>	<u>13,319.66</u>	<u>29,056.66</u>	<u>30,167.66</u>	<u>134,155.00</u>
Total Income	<u>395,153.49</u>	<u>367,833.40</u>	<u>971,038.33</u>	<u>995,632.59</u>	<u>3,296,928.69</u>
Gross Profit	<u>395,153.49</u>	<u>367,833.40</u>	<u>971,038.33</u>	<u>995,632.59</u>	<u>3,296,928.69</u>
Expense					
60000 · Membership Expenses	3,171.21	3,767.51	19,820.05	15,069.96	45,210.04
60100 · Events Expense					
610402 · Regional Outreach Expense	462.27	500.00	524.14	2,000.00	6,000.00
64000 · Meetings (Ticket Event) Expense	2,505.15	833.33	26,370.05	24,282.36	52,074.00
64010 · Golf Tournaments Expense	144,067.17	131,040.48	144,172.67	131,040.48	186,788.28
64030 · Construction Expo Expense	236.52	0.00	240.32	0.00	55,000.00
64040 · GC Connect Expense	0.00	0.00	11,917.54	12,076.24	12,076.24
64050 · EIC Construction Awards Expense	460.18	0.00	4,931.49	0.00	280,400.00
64100 · Sponsored Events Exp	2,583.54	2,000.00	5,846.82	6,000.00	22,700.00
64105 · Young Professionals Expense	105.39	0.00	735.62	1,000.00	6,250.00
64107 · VIP Expenses	1,586.65	3,000.00	3,875.92	5,400.00	9,400.00
64112 · Meetings & Events General Exps.	879.27	350.00	2,954.51	1,400.00	4,200.00
Total 60100 · Events Expense	<u>152,886.14</u>	<u>137,723.81</u>	<u>201,569.08</u>	<u>183,199.08</u>	<u>634,888.52</u>
60200 · Training and Development Expense					
63000 · Seminar Expense	8,175.38	4,698.47	17,655.26	18,793.81	97,381.57
63035 · NEXGEN Expense	14.12	82.00	2,995.96	578.00	15,000.00
63041 · Project Mgmt. Institute Expense	0.00	0.00	8,083.69	8,825.00	17,650.00
63045 · Apprenticeship Mgt. Expense	3,694.83		19,752.31		
63050 · HR Peer Group Expense	88.38		88.38		

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

	<u>Apr 25</u>	<u>Budget</u>	<u>Jan - Apr 25</u>	<u>YTD Budget</u>	<u>Annual Budget</u>
Total 60200 · Training and Develoment Expense	11,972.71	4,780.47	48,575.60	28,196.81	130,031.57
60300 · Advertising & Marketing Expense	12,491.10	13,008.67	37,407.59	39,150.64	127,942.00
60400 · General and Administrative					
65030 · Website	85.55	1,366.67	2,317.07	5,466.64	16,400.00
66020 · Team Event expense	56.04		56.04		
66050 · Personnel Expenses	100,425.20	122,937.45	376,093.70	509,499.91	1,542,999.51
66060 · Insurances	1,990.59	1,875.00	6,623.48	7,499.96	22,499.96
67050 · Staff & Team Development	161.08	625.00	2,409.60	2,500.00	7,500.00
68000 · Auto Expense	1,210.62	1,666.67	5,193.00	6,666.64	20,000.00
68200 · President's Expense	15.96	208.33	1,136.41	833.32	2,499.96
68210 · Board of Directors Meetings	0.00	750.00	480.00	3,000.00	9,000.00
68220 · Committee Meetings	194.30	291.67	402.28	1,166.64	3,500.00
69000 · Utilities	2,505.83	3,333.33	10,024.55	13,333.36	40,000.00
69020 · Property Taxes	4,513.42	4,600.36	18,412.85	18,401.42	55,204.30
69030 · Janitorial & Cleaning	1,153.40	1,520.83	4,613.60	6,083.36	18,250.00
69040 · Building Supplies/Maintenance	3,283.07	4,250.00	15,534.56	17,000.00	51,000.00
69100 · Administrative - Postage	44.36	37.50	110.15	150.00	450.00
69110 · Office - Printing	0.00		334.41		
69120 · Telephone & Data Expense	737.96	1,291.67	4,584.93	5,166.64	15,500.00
69190 · Computer Software	1,464.04	1,833.33	4,962.37	7,333.36	22,000.00
69200 · Leased Office Equipment	1,182.13	500.00	3,807.13	2,000.00	6,000.00
69210 · Office Supplies	474.86	500.00	2,222.03	2,000.00	6,000.00
69220 · Equipment R&M, Supplies	768.11	1,500.00	4,037.70	6,000.00	18,000.00
69300 · Advertising expense	0.00	500.00	0.00	2,000.00	6,000.00
69315 · Bank Charges	39.70	54.17	147.90	216.64	650.00
69325 · Interest Expense	0.00		2.18		
69340 · Professional Services	0.00	3,125.00	2,325.00	12,500.00	37,500.00
69350 · Taxes & Licenses	0.00	62.50	61.15	250.00	750.00
69370 · Dues, Subscript., Sponsorships	50.00	100.00	160.00	400.00	1,200.00
69400 · Depreciation	7,550.25	7,500.00	30,201.00	30,000.00	90,000.00
Total 60400 · General and Administrative	127,906.47	160,429.48	496,253.09	659,467.89	1,992,903.73
61000 · National Dues	30,152.66	31,079.35	104,955.10	124,317.45	372,952.25
61020 · State Dues	7,176.76	7,319.61	24,385.91	29,278.43	87,835.31
61100 · National Meetings	756.66	100.00	14,104.45	13,200.00	25,000.00
68110 · State Meetings	0.00	750.00	2,416.60	3,000.00	9,000.00
68180 · Chapter Planning Conference	0.00	0.00	0.00	0.00	7,500.00
68190 · Other Conferences	0.00	250.00	0.00	1,000.00	3,000.00
69360 · Association Meetings	0.00	0.00	0.00	0.00	0.00
69391 · Community Enrichment	0.00	2,000.00	3,721.29	8,000.00	24,000.00
Total Expense	346,513.71	361,208.90	953,208.76	1,103,880.26	3,460,263.42
Net Ordinary Income	48,639.78	6,624.50	17,829.57	-108,247.67	-163,334.73
Other Income/Expense					
Other Income					
Student Chapter, net	0.00		0.00		
Workforce Fund, net	0.00		-10,640.14		
46511 · Tech Lab	3,780.00		5,025.87		
47000 · Interest Income	3,638.60		14,614.50		
47010 · General Income	5.32		10.12		
47012 · Rental Income					
470122 · Lease Space					
470125 · Astronaut Lease Ste101-2,025	2,025.00	1,685.00	8,106.47	6,740.00	20,220.00
470126 · Empire Elect ste102 - 1,700	1,700.00	1,666.25	6,800.00	6,665.00	19,995.00
470128 · Safety Consultants USA- 415	410.77	833.33	1,224.49	3,333.36	10,000.00

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

	<u>Apr 25</u>	<u>Budget</u>	<u>Jan - Apr 25</u>	<u>YTD Budget</u>	<u>Annual Budget</u>
Total 470122 · Lease Space	4,135.77	4,184.58	16,130.96	16,738.36	50,215.00
470123 · Classroom rental	649.43	541.67	4,323.49	2,166.64	6,500.00
470124 · Rental Supplies	0.00	208.33	50.00	833.36	2,500.00
69392 · Rental Expense	0.00		-13.69		
Total 47012 · Rental Income	<u>4,785.20</u>	<u>4,934.58</u>	<u>20,490.76</u>	<u>19,738.36</u>	<u>59,215.00</u>
470127 · United Form ste103-1,535	0.00	0.00	0.00	0.00	0.00
47020 · Gain (Loss) on Investment/Asset	-1,721.65		-2,396.35		
Total Other Income	<u>10,487.47</u>	<u>4,934.58</u>	<u>27,104.76</u>	<u>19,738.36</u>	<u>59,215.00</u>
Other Expense					
66511 · Tech Lab Expense	0.00	1,250.00	1,999.67	5,000.00	15,000.00
Total Other Expense	<u>0.00</u>	<u>1,250.00</u>	<u>1,999.67</u>	<u>5,000.00</u>	<u>15,000.00</u>
Net Other Income	<u>10,487.47</u>	<u>3,684.58</u>	<u>25,105.09</u>	<u>14,738.36</u>	<u>44,215.00</u>
Net Income	<u><u>59,127.25</u></u>	<u><u>10,309.08</u></u>	<u><u>42,934.66</u></u>	<u><u>-93,509.31</u></u>	<u><u>-119,119.73</u></u>

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Raymond James Client Services

800-647-SERV (7378)
Monday - Friday 8 a.m. to 9 p.m. ET

Online Account Access

raymondjames.com/clientaccess

ABC - Central FL Chapter Account Summary - #700C0151

Brokerage

		This Statement	Year to Date
Value This Statement	Beginning Balance	\$1,113,795.41	\$1,109,058.72
\$1,113,841.06	Deposits	\$0.00	\$0.00
Last Statement	Income	\$1,767.30	\$7,178.69
Prior Year-End	Withdrawals	\$0.00	\$0.00
\$1,113,795.41	Expenses	\$0.00	\$0.00
	Change in Value	\$(1,721.65)	\$(2,396.35)
	Ending Balance	\$1,113,841.06	\$1,113,841.06
Dollar-Weighted Performance*			
YTD	0.42%		
2024	4.81%		

Performance Inception: 05/07/2018

Important Messages

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



Your Portfolio

For more information, visit [raymondjames.com/clientaccess](https://www.raymondjames.com/clientaccess)

	Quantity	Price	Value	Gain or (Loss)°	Estimated Annual Income
Cash & Cash Alternatives					
Raymond James Bank Deposit Program ^{AWD} 0.35% - Selected Sweep Option			\$532,690.70		\$1,864.41
Raymond James Bank			\$245,070.48		
Tristate Capital Bank			\$245,070.48		
Barclays Bank Delaware			\$41,848.71		
The Huntington National Bank			\$701.03		
Your bank priority state: FL					
^{AWD} Please see the Raymond James Bank Deposit Program on the Understanding Your Statement page.					
Estimated Income Yield for RJB DP was calculated as of 4/30/2025.					
FIMM GOVERNMENT PORTFOLIO MONEY MARKET INSTL CL M/M (FRGXX) 4.34%	239,833.690	\$1.000	\$239,833.69		\$10,408.78
Cash & Cash Alternatives Total			\$772,524.39		\$12,273.19
Mutual Funds					
WESTERN ASSET CORE PLUS BOND FUND CL C M/F (WAPCX)	21,964.832	\$9.240	\$202,955.05	\$(32,623.42) ^B	\$7,424.11
Mutual Funds Total			\$202,955.05	\$(32,623.42)	\$7,424.11
Exchange-Traded Products (ETPs)					
INVESCO QQQ TR (QQQ)	29.000	\$475.470	\$13,788.63	\$4,135.33	\$86.68
INVESCO S&P 500 EQUAL WEIGHT ETF (RSP)	186.000	\$169.140	\$31,460.04	\$9,251.81	\$522.47
SPDR S&P 500 ETF (SPY)	78.000	\$554.540	\$43,254.12	\$21,070.38	\$558.95
VANGUARD DIVIDEND APPRECIATION ETF (VIG)	261.000	\$191.030	\$49,858.83	\$20,106.01	\$926.03
Exchange-Traded Products Total			\$138,361.62	\$54,563.53	\$2,094.13
Please see the Exchange-Traded Products on the Understanding Your Statement page.					
Portfolio Total			\$1,113,841.06	\$21,940.11	\$21,791.43

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

° Please see Cost Basis on the Understanding Your Statement page.

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



Your Activity

Date	Activity Type	Description	Quantity/ Price	Amount
Income				
04/01/2025	Dividend - Taxable	FIMM GOVERNMENT PORTFOLIO MONEY MARKET INSTL CL M/M (FRGXX) <i>\$.00362 per share x 238,969.400 shares</i>		\$864.29
04/01/2025	Dividend - Taxable	WESTERN ASSET CORE PLUS BOND FUND CL C M/F (WAPCX) <i>\$.02712 per share x 21,900.552 shares</i>		\$593.95
04/29/2025	Interest - Taxable	Credit Interest Program <i>Credit Interest Adjustment</i>		\$2.91
04/30/2025	Interest at RJ Bank Deposit Program	Raymond James Bank Deposit Program		\$153.14
04/30/2025	Dividend - Taxable	SPDR S&P 500 ETF (SPY) <i>\$1.69551 per share x 78.000 shares</i>		\$132.25
04/30/2025	Dividend - Taxable	INVESCO QQQ TR (QQQ) <i>\$.71586 per share x 29.000 shares</i>		\$20.76
Income Total				\$1,767.30
Purchases, Sales and Redemptions				
04/01/2025	Reinvest	FIMM GOVERNMENT PORTFOLIO MONEY MARKET INSTL CL M/M (FRGXX) <i>\$.00362 per share x 238,969.400 shares</i>	864.290 \$1.000	\$(864.29)
04/01/2025	Reinvest	WESTERN ASSET CORE PLUS BOND FUND CL C M/F (WAPCX) <i>\$.02712 per share x 21,900.552 shares</i>	64.280 \$9.24004	\$(593.95)



National Goals & Outcomes for Central Florida ABC
2019-2025 (as of 5/12/2025)

Year Goal Outcome

Contractor Percentage of Overall Paid Membership

2025 65% 60.2%

Membership Recruitment

2019	60	81	
2020	72	51	
2021	81	83	
2022	90	88	
2023	90	87	
2024	110	95	
2025	90	76 (57.8% Contractors)	

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%	83.5%, 441 (61.6% Contractors)	

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%	20%	61	

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	\$22,200
-------------	-----------------	----------

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	\$33,250

National PAC

2022	\$20,000	\$21,729
2023	\$22,500	\$25,346
2024	\$35,000	\$33,412.21
2025	\$35,000	\$32,950

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	\$110,222

ABC CF April 2025 Membership Statistics

April 2025 New Members:

- 15 = \$43,465 in dues
 - 10 contractor members: 4 General Contractors, 6 Subcontractors

<u>Company</u>	<u>Category</u>	<u>Primary Contact</u>	<u>Board Sponsor</u>
BOS Orlando - Business Office Systems Orlando	\$1M-\$3M	Jessica Plant	J. Garcia
Cepira Landscape, LLC	\$6M-\$10M	Melanie Anderson	
Dynatek Co., Inc.	\$1M-\$3M	Sandro Cornelio	
HardHat Workforce Solutions, LLC	Supplier	Matt Rogers	R. Burkett/J. Garcia
InstantIV, LLC	Supplier	Kevin Forde	
JENSEN USA, Inc.	Supplier	Patrick Gittard	
Kroll Konstruktion LLC	Over \$50M	John Kroll	
Larrabee Air Conditioning, Inc.	\$3M-\$6M	Jack Leclerc	S. Scruby
MCS of Central Florida	\$1M-\$3M	GT Gonzalez	J. Garcia
Mobile Box	Supplier	Mike Mannix	
Onsite Safety, Inc.	Supplier	Michael Natale	
Rankel Stillwagon Contracting LLC	\$1M-\$3M	Samuel Landrum	
S-Works Construction Corp.	\$10M-\$15M	Chris Perry	
Tanderen Company LLC	\$10M-\$15M	Steve Renner	
WJ Bergin Cabinetry	\$3M-\$6M	Bill J. Bergin	

2025 Total Paid Members as of 4/30/25:

- 511 (444 this time last year)
 - 61% Contractor

2025 New Members as of 4/30/25:

- 73 = \$188,472 in dues
 - 56% Contractor

2025 Renewals as of 4/30/25: (goal of 90% in both areas of renewal)

- 438 of 528 invoiced, 83% (381 of 520 this time last year, 73%)
 - 61% Contractor
- \$1,326,754.56 of \$1,503,125 invoiced, 88% (79% this time last year)
- 21 still to renew (**not** including drops)

2025 Drops as of 4/30/25:

- 69
 - 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](#)



What ABC Contractors Care About at Different Stages of Growth

\$500,000 - \$1,000,000 - Finding affordable skilled labor - Building connections for new jobs - Getting started with certifications. - Workforce development programs - Networking opportunities - Guidance on certifications like STEP and safety programs.

\$1,000,000 - \$3,000,000 - Winning more consistent work - Developing basic management skills - Reducing project risks - Access to bid opportunities - Entry-level training for owners and supervisors.- Safety resources to reduce risk.

\$3,000,000 - \$6,000,000 - Retaining skilled workers - Establishing better systems - Growing networks to secure larger jobs - Apprenticeship and training programs - Access to ABC Peer Groups - Networking events to build relationships.

\$6,000,000 - \$10,000,000 - Professionalizing the business - Enhancing leadership skills - Improving cash flow and operations - Leadership development programs - Training on cash flow and financial management- Industry-specific resources.

\$10,000,000 - \$20,000,000 - Scaling efficiently- Winning work at higher margins - Protecting the business with safety certifications - Advanced leadership training - Business development resources - STEP safety certification support.

\$20,000,000 - \$50,000,000 - Building a strong brand in the market- Attracting and retaining top talent- Expanding operations - Advocacy and brand-building opportunities - Training programs for talent retention - Market insights and tools.

\$50,000,000 - \$100,000,000 - Navigating complex projects- Staying competitive with technology- Reducing legal and compliance risks - Advanced training for managers and teams - Advocacy on regulations and compliance - Networking with large peers.

\$100,000,000 - \$250,000,000 - Influencing policy and regulations - Driving company-wide efficiency - Retaining high-level talent - Direct advocacy and lobbying support - Executive-level peer groups - High-impact training for senior leadership.

Over \$250,000,000 - Shaping the industry's future - Expanding nationally or globally - Benchmarking against industry leaders - Leadership roles in advocacy and industry initiatives - Benchmarking data and market analysis - Exclusive events.



Associated Builders and Contractors

Central Florida

Maximize your Membership

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

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

Space is Limited

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

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

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

2025 Dates:

- February 20
- May 22
- August 21
- November 13

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

8:00 - 9:30 AM

ABC CF Office:

651 Danville Drive, Suite 200 Orlando, FL 32825

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





CRAWFISH AND CONVERSATION

Premier Sponsors



A Spicy Take on the Legislative Hobnob

Get ready for a night of spicy crawfish, cold drinks, and real conversations with members of the construction industry, local and state representatives, school board members, and commissioners to discuss the policies and regulations that impact your businesses.

This is your chance to make your voice heard, network with industry leaders, and enjoy a true Southern-style crawfish boil with great company. Don't miss out on this powerful mix of advocacy and good eats!



Wednesday
May 21, 2025



Time
5:30-7:30PM



The Pines at Windermere
2409 Maguire Rd.
Windermere, FL

PARTNERING ASSOCIATIONS



CONNECT | EDUCATE | ADVOCATE

651 DANVILLE DR., SUITE 200, ORLANDO, FL 32825
407.628.2070 | ABCCENTRALFLORIDA.COM



Builders' BREAKFAST



Ian McCook
President, Nvision
Development



DEANGELIS DIAMOND

TJ Sellers

VP | Division Manager
Orlando, DeAngelis
Diamond



Breaking Ground with Nvision & DeAngelis Diamond

Join ABC Central Florida for a Builders' Breakfast with Nvision Development and DeAngelis Diamond as they unveil details on two major projects shaping Central Florida's future.

Get the scoop on the Full Sail Student Housing project, a three-phase development kicking off with an \$89 million Phase 1, and the Mills/17/92 Multifamily project, a 10-story urban infill build.

Want in on the action? Come find out how your company can get involved and connect directly with the teams making it happen.



June 12,
2025



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



7:30 - 9:00
AM



Members - \$25
Future Members - \$50

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.
- Shutts & Bowen LLP
- Turner Construction Company
- Waste Pro USA
- Winter Park National Bank
- Withum

Scan QR code
to learn more





Builders' BREAKFAST



Ben Davis
Assistant Vice
President - Planning,
Design & Construction,
University of Central
Florida

Tom Anguish
Senior Project Portfolio
Manager, University of
Central Florida



Knight Work: UCF Projects on the Rise

Join ABC Central Florida and the University of Central Florida for a morning of insight and opportunity. Learn about upcoming UCF construction projects and how your company can get involved. Don't miss this chance to connect and build with Knight Nation!



July 1, 2025

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

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

Members - \$25
Future Members - \$50

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.
- Shutts & Bowen LLP
- Turner Construction Company
- Waste Pro USA
- Winter Park National Bank
- Withum

**Scan QR code
to learn more**





May 21, 2025
8:00 am - 9:30 am

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

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

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

Who should attend?

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

Topics:

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

\$50/ Members

\$75/ Non-members



SCAN QR CODE TO REGISTER TODAY

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

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

Presenters:

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



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.

Sponsorships are available!



Thursday
May 29, 2025



Time
7:30 AM 4:30 PM



Marriott Orlando Downtown
400 W. Livingston St
Orlando, FL 32801

Scan Here to Register!



JOIN US

Questions? Contact safety@abccf.org or call 407.628.2070



ABC SAFETY CHAMPIONS CONFERENCE

MAY 29, 2025 | ORLANDO, FL | 7:30 AM - 4:30 PM

Meet Our Speakers!

Get ready for an electrifying experience at the Safety Champions Conference, where a stellar lineup of speakers awaits to captivate and inspire you! Discover groundbreaking insights as our renowned experts share their passion for advancing safety and mental health. This is your golden opportunity to engage with visionary thought leaders, absorb their invaluable experiences, and contribute to a transformative conversation. Don't let this chance slip — connect, learn, and become a champion for safety and mental health. Register now to secure your seat at this unmissable event!



Keynote Speaker

Emily Elrod, MHS
Founder and Lead Consultant,
Workzbe



Greg Sizemore
Vice President, HSE and
Workforce Development at
ABC National



Todd William Loushine,
Ph.D., P.E., CSP, CIH
Associate Professor of Occupational &
Environmental Safety & Health at
University of Wisconsin-Whitewater



Shannon L. Dennis, STSC
National Account & Training
Development Manager at
Safety Consultants USA, Inc.



Maurice Clarke
Senior Virtual Design &
Construction (VDC) Manager
Hensel Phelps



Christian Deater
Chief Business Officer,
The Amphibious Group



Rob McKinney
Construction Safety Advocate,
SALUS



Trent Cotney
Partner & Construction
Team Leader,
Adams & Reese, LLP



Jorge Torres
Owner at
The Bilingual Safety Guy



Matt Law, DrPH, CSP, REHS/RS
Manager, Customer Safety Strategy
W.W. Grainger, Inc.

THANK YOU TO OUR PARTNERS





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

CLASS OF 2026

ACCEPTING APPLICATIONS

Are you a rising leader within your company?

Sessions begin September 15, 2025

- ◆ Strengthen leadership skills
- ◆ Connect with Industry Leaders & Executives
- ◆ ABC Member Jobsite Tours
- ◆ Networking
- ◆ Must work for an ABC CF Member Company
- ◆ **No Age Requirement!**



Early Bird pricing available up to May 31st
Space is Limited! Apply today!



For more information, contact Corey Schoenfelder at training@abccf.org or 407-398-1274

ABC's Contractors HR Peer Group

Exclusive For Contractors!

June 27, 2025

Empowering Business Growth: The ABC National Captive & Solutions Partnership

Join us as we delve into strategies that will not only enhance your operational efficiency but also drive sustainable growth. Our expert speakers will share insights on leveraging technology, optimizing resource management, and building a resilient workforce. This is a fantastic opportunity to connect with fellow contractors, exchange ideas, and gain valuable knowledge that can propel your business to new heights.

Don't miss out on this chance to enhance your professional toolkit and network with industry leaders.

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



**Contractors
HR Peer Group**

Breakfast will be provided.
For Additional Questions:
407.628.2070 or safety@abccf.org

LIEN LAW - LEVEL ONE

Prerequisite to Lien Law Level Two

CERTIFICATE COURSE LEVEL ONE

Construction Lien Skills

Preparing and recording construction claims of lien in Florida is extremely challenging. Superficial knowledge of the process, without competent legal advice, frequently spells disaster. Lien Law Level One is an intensive four-hour training in all basic aspects of construction lien compliance techniques.

- Fundamentals of a construction claim of lien
- Who is entitled to a construction claim of lien
- What types of property may be liened
- Preliminary steps to prepare for a construction lien
- Preparation of the construction claim of lien
- Proper methods of service
- Notice of commencement principle
- How to contest a construction claim of lien
- Types of waivers and when to use them
- Final contractor's affidavits

At the conclusion of the course students will be tested for competency. Those who successfully complete this course will receive a certificate verifying they obtained the necessary skills to comply with Florida's construction and bond law requirements. Successful Level One graduates will be eligible to attend Lien Law Level Two instruction.

CILB Provider # PVD404, Course #0610050, 4 CEUs Meets the one-hour business practice requirement

COURSE DATE & REGISTRATION

Date	July 16, 2025
Time	8:30 AM - 12:30 PM; includes Resource Book & Morning Coffee
Location	651 Danville Drive, Suite 200, Orlando, FL 32825
Cost	\$89 (CFC ABC members for in person/virtual) \$119 (Non-members for in person/virtual)

Bundle up and SAVE 20% if you register for both Lien Law Level 1 and 2 TODAY!

ABOUT THIS COURSE

Four-hour seminar presented by Attorney Michael C. Sasso of Sasso & Sasso, P.A., and CFC ABC's General Counsel

Attorney Sasso concentrates his practice in construction law including construction lien and bond claims. Mr. Sasso was a member of the inaugural class of Board-Certified Construction Lawyers in 2005. He has served as the Chair of the Board Certification Construction Law Committee of The Florida Bar. He has extensive experience teaching, testing and certifying attorneys who wish to become Board-Certified Construction Attorneys. Mr. Sasso is currently Chairman of the Judicial Nomination

for the Fifth District Court of Appeal.

www.sasso-law.com

WHO SHOULD ATTEND

- Architects
- Engineers
- General Contractors
- Specialty Contractors
- Estimators
- Superintendents
- Suppliers
- Surety Bond Representatives

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.

SCAN QR CODE TO REGISTER TODAY



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

LIEN LAW - LEVEL TWO

Post requisite to Lien Law Level One

CERTIFICATE COURSE LEVEL TWO

Construction Lien and Bond Skills

Florida lien laws are highly technical and a failure to strictly comply with time, notice and other requirements could adversely impact your rights. Lien Law Level Two is an intensive four-hour training which builds on the aspects of construction lien and bond compliance techniques taught in the Level One course

- Foreclosure of liens
- Enforcement techniques for all bond claims
- Detailed case studies
- Ethics and arbitration
- Prevailing party awards of attorney's fees/costs
- Criminal ramifications for unlawful conduct

At the conclusion of the course students will be tested for competency. Those who successfully complete this course will receive a certificate verifying they possess the necessary skills to comply with Florida's construction and bond law requirements.

Bring your questions, get legal advice

COURSE DATE & REGISTRATION

Date	August 20, 2025
Time	8:30 AM - 12:30 PM
Location	651 Danville Drive, Suite 200, Orlando, FL 32825
Cost	\$89 (CFC ABC members for in person/virtual) \$119 (Non-members for in person/virtual)

Please bring your Resource Book from the Lien Law Level One Course

ABOUT THIS COURSE

Four-hour seminar presented by Attorney Michael C. Sasso of Sasso & Sasso, P.A., and CFC ABC's General Counsel

Attorney Sasso concentrates his practice in construction law including construction lien and bond claims. Mr. Sasso was a member of the inaugural class of Board-Certified Construction Lawyers in 2005. He has served as the Chair of the Board Certification Construction Law Committee of The Florida Bar. He has extensive experience teaching, testing and certifying attorneys who wish to become Board-Certified Construction Attorneys. Mr. Sasso is currently Chairman of the Judicial Nomination Commission for the Fifth District Court of Appeal.

www.sasso-law.com

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SCAN QR CODE TO REGISTER TODAY



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

BASIC BLUEPRINT READING

18-HOUR COURSE



**Develop basic level knowledge, skills,
and abilities in blueprint reading.**

Course Topics

- Print Reading
- Construction Materials
- Light Frame Construction
- Plan Reading
- CSI Master Format Specifications (Multiple Divisions)
- And much more...

Registration and Course Dates:

6 Weeks (Wednesday evenings | 6:00 - 9:00 pm)

July 16 - August 20, 2025

Register by: July 8, 2025; No refunds after 11:59 pm, July 9, 2025

October 8 - November 12, 2025

Register by: September 30, 2025; No refunds after 11:59 pm, October 1, 2025

*Cost of course text and associated plans included in registration.

** Please bring architectural scale, engineer scale, colored pencils & calculator

Who Should Attend

- Field Trades and Craftsman
- Project Administrators
- Project Coordinators
- Planners
- Attorneys & Advisors

**SCAN QR CODE
TO REGISTER:**



Location: 651 Danville Drive
Orlando, FL 32825

Cost: \$499 ABC CF Members;
\$599 Non-Members





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

Course Information:

Location: 651 Danville Drive
 Orlando, FL 32825

Time: 8:00 AM - 4:00 PM



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

Casino Night

Workforce Education Fundraiser

EDUCATE
**HELP THE INDUSTRY GROW ONE HIGH
ROLL AT A TIME**

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

August 15, 2025

7:00 - 10:30 p.m.

Orlando Science Center
777 East Princeton Street
Orlando, FL 32803



Sponsorships available!



Casino Night

Sponsorship Opportunities

Exclusive! Title Sponsor - \$5,000 SOLD!

Main event sponsor! Company logo on event signage and on chip/voucher for casino cash handed to every single event attendee – sign up early to get company logo on event flyer and marketing materials!



Exclusive! Entertainment Sponsor - \$2,000

Company logo at DJ station and event signage – get the party started!

Cocktail Sponsor - \$1,000

Company logo prominently displayed at bars and on event signage.

Centerpiece Sponsor - \$750

Company logo on mini place cards at each seating table and event signage.

High Roller Sponsor - \$500

Company logo displayed on signage at buffet.

Lady Luck Sponsor - \$250

Company logo or name on place cards on (1) gaming table. Company name listed on event signage.

Raffle Prize Sponsor - \$100

Let ABC do the work for you to pick out the perfect raffle prize. Company logo or name on card by prize.

Raffle Prize Donation

Donate an item(s) with minimum value of \$100 (gift cards, tickets, etc.)

Deliver to ABC by 8/12/25



Scan to Sponsor



2025 Training Schedule

Training today for the future of tomorrow

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

- 9 Win Work with your Financial Statements
- 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)
- 7 Confined Space & Excavation Safety

Updated: 4.16.2025

2025 Upcoming Events

APRIL

- 21 Spring Golf Tournament #1
-Arnold Palmer's Bay Hill Golf Club
- 28 Spring Golf Tournament #2
-Arnold Palmer's Bay Hill Golf Club

MAY

- 06 LEAD "We Build Lake" Developer Council Meeting
-Southern Hill Farms
- 21 Legislative Hobnob
- 22 Maximize Your Membership
- 29 Safety Champions Conference

JUNE

- 3 NEXGEN Graduation
- Harry P Leu Gardens
- 11 YP: Bowling Tournament
- 27 Contractors HR Peer Group

JULY

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

AUGUST

- 15 Casino Night Fundraiser
- Orlando Science Center
- 15 Contractors HR Peer Group: Workplace Safety
- 19 YP: Trivia Night
- 21 Maximize Your Membership
ABC on Tap

SEPTEMBER

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

OCTOBER

- 10 Contractors HR Peer Group
- 18 EIC Awards Banquet
-Hilton Orlando
- 30 ABC on Tap
- Johnny's Other Side

NOVEMBER

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

DECEMBER

- 05 Contractors HR Peer Group
- 04 Chili Cook Off
Holiday Party & Toy Drive
YP: Winter Olympics

Updated: 4.16.2025