



Central Florida Chapter  
Associated Builders and Contractors, Inc.  
Board of Directors Meeting  
April 18, 2022 3:30 pm  
**Connect | Educate | Advocate**

**Upcoming Training & Events:**

- 4-20 CPR & First Aid
- 4-26 Frontline Supervisor Training
- 4-28 PAC Fundraiser
- 5-12 Builders Breakfast
- 5-14 Legislative HobNob
- 5-18 Lien Law
- 5-19 CPR & First Aid
- 5-26 Design & Building Industry Mixer
- 5-26 Maximize Your Membership
- 6-02 Top Golf

**AGENDA**

Location: ABC, 651 Danville Drive, Suite 200, Orlando, FL 32825  
Chris Evans, Chair, presiding

Call to Order..... Evans  
Welcome and Pledge of Allegiance ..... Evans  
Presentation of the UCF National Competition Team ..... Bradford

**Consent Agenda:**

1. Approval of March 21, 2021 Minutes ..... Evans/Holmes
2. Financials Final February 2022 Draft March 2022 ..... Bastin

**Leadership Reports**

Chair ..... Evans

- Board of Governor's Event Recap

Chair-elect ..... Velasco

- Poker Run 4/2

Vice Chairs..... Garcia, Holmes, T. Wert

- PAC Event 4/28/2022 ..... T. Wert
- YP Site Tour - Camping World Stadium 4/14/2022 ..... Holmes
- Workforce Summit (Lunch provided) 4/20 12 – 3 pm ..... Garcia
- Casino Night Update ..... Garcia

Membership Report ..... Smalley

- Retention for 2022 as of 4/1/2022
  - Member vrs Contractor
- 2022 New Members
  - Goal vrs Actual
  - 2022 Contractor Ratio

President & CEO..... Daugherty

- Tenant leases Taskforce 4/12
- NAWIC Southeast Region Forum 2022 – Speaker
- iBuild Invitational - April 30th from 9am-1pm
- State Convention Registration is open

**Old Business**

- Bi-laws 1<sup>st</sup> draft for review

**New Business**

- End of Session Update
- March 2022 New Members approval - **Action Item**
- ABCares Project ..... Goodin
- **Next Board Meeting:** May 16, 2022, 3:30 PM, **New Member Reception, 4:30 PM**

**Location:** 651 Danville Drive, Suite 200, Orlando, FL 32825

**Central Florida Chapter Associated Builders and Contractors, Inc.**

651 Danville Drive, Suite 200, Orlando, FL 32825  
[www.abccentralflorida.com](http://www.abccentralflorida.com) | Main 407.628.2070

President & CEO Michele Daugherty  
[mdaugherty@abccentralflorida.org](mailto:mdaugherty@abccentralflorida.org)  
Direct 407.398.1272 Cell 775.530.4266

**Key Contacts**

Vice President & Chief Operating Officer Nancy Wray:  
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Finance Manager Fran Conway:  
[fconway@abccentralflorida.org](mailto:fconway@abccentralflorida.org)  
Direct 407.398.1270

# SAVE THE DATE

## April

CPR & First Aid | April 20 | ABC Office  
Frontline Supervisor Training | April 26 | ABC Office  
**Bourbon Tasting – PAC Fundraiser | April 28 | Ben Goodin's House**

## May

**Builders Breakfast | May 12 | ABC Office**  
**Legislative HobNob | May 17 | Leu Gardens**  
Lien Law Level | May 18 | ABC Office  
CPR & First Aid | May 19 | ABC Office  
**ABC Users Summit | May 18 – 20 | Dallas**  
Maximize Your Membership Workshop | May 26 | ABC Office  
**Design Build Industry Mixer | May 26 | Ember**

## June

**Top Golf | June 2 | Lake Mary**  
Lien Law Level | June 08 | ABC Office  
Foundations of Leadership | June 13 | Virtual  
**ABC Legislative Week | June 13 – 16 | Washington D.C.**

## July

**ABC of Florida State Convention | July 21 – 23 | La Playa Beach & Golf Resort**  
**Chapter Presidents Management Conference | July 26 -28 | Minneapolis**

## August

**ABC On Tap | August 11 | The Porch**  
CPR & First Aid | May 19 | ABC Office  
**Casino Night Workforce Fundraiser | August 19 | Orlando Science Center**  
Maximize Your Membership Workshop | August 25 | ABC Office

## September

**Fall Golf Tournaments | September 9 & 16 | Rosen Single Creek Golf Club**  
Adept Foundations of Leadership | September 12 & 26<sup>th</sup>  
CPR & First Aid | May 15 | ABC Office  
**Construction Expo | September 22 | Central Florida Fairgrounds**

## October

**Technology Convention | October 6**  
CPR & First Aid | October 19 | ABC Office  
**Excellence in Construction Awards Banquet | October 22 | Hilton Orlando**  
Construction 101 | October 25 | Virtual  
**ABC On Tap / Oktoberfest | October 27 | Krush Brau Park**

## November

**Chili Cook-Off | November 11 | Apopka Amphitheater**  
CPR & First Aid | November 16 | ABC Office  
**Leadership Institute | November 15-17 | San Diego**  
Maximize Your Membership Workshop | November 17 | ABC Office  
Construction 201 | November 29 | Virtual

## December

**Toys for Tots Holiday Party | December 8 | Gatlin Hall Brewing**  
**Holiday Sporting Clays | December 8 | Blackjack Sporting Clays**

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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**

**March 21, 2022**

**PRESIDING: Chair Chris Evans, Brasfield & Gorrie, LLC**

**BOARD MEMBERS PRESENT**

Jason Albu	Director	Albu & Associates, Inc.
Ray Bastin	Treasurer	Withum
Charles Bracco	Director	Modern Plumbing Industries, Inc
Roy Burkett	Director	S. I. Goldman Company, Inc.
Chris Evans	Chair	Brasfield & Gorrie, LLC
Juan Garcia	Vice-Chair	PCL Construction Services, Inc.
Roxana Hernandez	Director	Turner Construction Co.
Julie Holmes	Vice-Chair & Secretary	JK2 Scenic
C. L. Janeski	Director	Tri-City Electrical Contractors
Michael Jordan	Director	Universal Forming, Inc.
Earl Lomas	Director	Terry's Electric, Inc.
Willis Milner	Director	Balfour Beatty
Michael Parks	Chair	Hoar Construction, LLC
Debbie Rodriguez	Director	Quality Labor Management, LLC
David Schultz	Director	CEMEX
Scott Scruby	Director	Sunbelt Rentals
Jonathan Sheppard	Director	Austin Commercial, LP
John Smalley	Director	Hensel Phelps
Chad Tinetti	Director	Tavistock Development
Derrick Valkenburg	Director	Shutts & Bowen
Matt Walton	Director	MiGre Engineers, LLC
Thomas P. Wert	Vice Chair	Dean Mead Attorneys at Law

**BOARD MEMBERS ON ZOOM**

Michael Jordan	Director	Universal Forming, Inc.
Carlos Velasco	Chair-Elect	Acousti Engineering Company of Florida

**BOARD MEMBERS ABSENT**

Kevin Bradford	Director	Charles Perry Partners, Inc.
John Kurtz	Director	Gilbane Building Company

**GENERAL COUNSEL ABSENT**

Michael C. Sasso	General Counsel	Sasso & Sasso, P.A.
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**ABC STAFF PRESENT**

Michele Daugherty	President & CEO
Taylor Dupree	Chapter Services Coordinator
Catherine Wert	Membership Director
Nancy Wray	VP

### **CALL TO ORDER**

- **EVANS** called the board meeting to order at 3:39 PM 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 February meeting. The motion passed.**

#### **2. FINANCIALS**

- **BASTIN** reviewed the final January financials. About 10% under budget for January. A \$7k line item for Misc. that was not budgeted was for contribution to Governor DeSantis. Total equity is up in comparison to this time last year.
- **A motion was made and seconded to approve the January 2022 financials. The motion passed.**
- **BASTIN** reviewed the draft February financials. About 7.5% under what was budgeted. Final copy to be approved at April meeting.

### **MEMBERSHIP REPORT**

- **C. WERT** closed February with 348 member companies having renewed, 38 dropped member companies as of 3/21, and 77.16% of invoiced renewals paid.
  - Contractor members are at 62.1% of the membership, chapter goal is 70% contractors.
  - 19 new members so far in 2022, goal for 2022 is 90.
  - Future member, dropped, new, and still to renew call lists handed out.
  - John Smalley was recognized for achieving the Merit Level of the Beam Club.

### **NEW MEMBER COMPANIES**

Advanced Roofing, Inc.	Category 9
Centennial Bank	Category 1
Down to Earth Landscape & Irrigation	Category 7
OMNI Resource Group, LLC	Category 1
RB Marks Construction	Category 11
Sauer Construction	Category 6
Stone Mountain Access Systems, Inc.	Category 7
Synergy Equipment LLC	Category 2
The Companies of Nassal	Category 9
Viking Security Inc.	Category 7

- **A motion was made and seconded to approve the new members from February. The motion passed.**

### **LEADERSHIP REPORTS**

- **EVANS** recognized Taylor Tidwell for 5 years of service working with CF ABC.
- Reviewed National goals and outcomes for membership, Trimmer, FEA, and National/Local PAC.
- Reviewed progress on the "Moving ABC CF Forward".
  - UCF Student Chapter was a big focus in Q1 and a success; students are more engaged since Maria Casas became staff liaison and they placed 3<sup>rd</sup> in Project Management at National Competition.
  - Q2 focus will be working on Diversity and Inclusion taskforce and adding a staff liaison.
- **VELASCO** gave a review on the ABC National Convention. CF ABC was recognized as one of the top 10 performing chapters in the Nation.
  - **PARKS** gave overview of the discussion on 2% national dues increase for 2023 dues. The following day a vote took place on the increase. The motion was amended on the floor for a 5% increase instead of 2%. The vote passed for a 5% increase.

- **DAUGHERTY** a conversation about how CF ABC structures dues with the increase will need to be had in May/June.
  - ABC National will also be sponsoring ABC of Florida's State Convention this year as well as the National Convention will be coming to Kissimmee.

#### **VICE CHAIRS**

- **HOLMES** the YP Committee is working to grow engagement. Starting to plan how to and in the next few months to act on the engagement issue.
- **T. WERT** PAC Fundraiser Bourbon Tasting on April 28. Tickets are \$500, the proceeds will go to the local PAC fund.
  - Legislative update from the end of session. Defeated a Statute of Repose bill that the homeowners brought up, it was a bad bill that added an unlimited tail to the end for fraud. Chapter 558 bill was also killed which would have been bad for contractors.

#### **PRESIDENT'S REPORT**

- **DAUGHERTY** discussed other National Conference updates. Recognized as a chapter for meeting membership and growth goals for 2021.
  - Tech Alliance got Procore leadership together to address issues to help all ABC members.
  - 15 Tech Companies have confirmed they will come to the CF ABC Tech Conference in October.
  - Will be reaching out to 4-year apprenticeship programs to compete in future competitions.
- **WRAY** The State Convention is scheduled for July 21-23, 2022, at La Playa Resort in Naples. Link will be sent out in the next week or so for reserving a room. Only have 100 rooms this year, register ASAP.

#### **OLD BUSINESS**

- **DAUGHERTY** Changes to National by-laws caused need for CF ABC by-laws to be tweak, will present in a future meeting.

#### **NEW BUSINESS**

- No new business.

#### **NEXT MEETING**

- April 18, 2022, at 3:30PM.

#### **ADJOURNMENT**

- **EVANS** adjourned the meeting at 4:49 PM.

**Associated Builders and Contractors, Inc.**  
**Balance Sheet Prev Year Comparison Final**  
**As of February 28, 2022**

	Feb 28, 22	Feb 28, 21
<b>ASSETS</b>		
<b>Current Assets</b>		
<b>Checking/Savings</b>		
11000 · Petty Cash	500.00	853.73
11010 · Raymond James Investment Acct	751,942.38	350,257.86
11025 · Iberia Bank-MM	0.00	309,227.26
11026 · Operating - Winter Park Bank	163,942.87	21,250.47
11030 · Operating MM - Winter Park Bank	777,172.61	975,605.46
11031 · Operating - Workforce Funds	185,175.00	0.00
<b>Total Checking/Savings</b>	1,878,732.86	1,657,194.78
<b>Accounts Receivable</b>	101,333.88	44,638.00
<b>Other Current Assets</b>		
11200 · Prepaid National Dues	202,591.67	200,415.54
11210 · Prepaid State Dues	54,078.23	43,642.47
11220 · Prepaid Insurance	24,141.71	27,459.79
11230 · Prepaid Expenses	26,432.12	40,275.22
11240 · Inventory	4,446.14	2,831.85
<b>Total Other Current Assets</b>	311,689.87	314,624.87
<b>Total Current Assets</b>	2,291,756.61	2,016,457.65
<b>Fixed Assets</b>		
11300 · Equipment & Furniture	118,725.26	118,725.26
11321 · Building - Valencia	2,170,114.02	2,170,114.02
11325 · Building Signage	20,446.33	20,446.33
11331 · Land - Valencia	151,684.09	151,684.09
11340 · Automobile	26,547.06	47,552.06
11350 · Equipment - Capital Lease	41,400.00	41,400.00
11355 · Building Tenant Improvement	249,754.48	249,754.48
11400 · Accumulated Depreciation	-1,291,812.56	-1,198,870.40
<b>Total Fixed Assets</b>	1,486,858.68	1,600,805.84
<b>Other Assets</b>	618.30	618.30
<b>TOTAL ASSETS</b>	<b>3,779,233.59</b>	<b>3,617,881.79</b>
<b>LIABILITIES &amp; EQUITY</b>		
<b>Liabilities</b>		
<b>Current Liabilities</b>		
<b>Accounts Payable</b>	67,752.43	16,475.55
<b>Credit Cards</b>	0.00	30,745.55
<b>Other Current Liabilities</b>		
21000 · Employee 401K Payable	2,587.69	0.00
21010 · Company 401K Payable	1,691.49	0.00
21030 · State Unemployment Tax Payable	119.70	1,524.19
21040 · Federal Unemployment Payable	378.00	376.34
21060 · Federal Medicare Payable	2.44	0.00
21070 · Social Security Payable	10.46	0.00
2110 · Direct Deposit Liabilities	21,977.45	0.00
22100 · Sales Tax Payable	243.74	305.03
22110 · Accrued Property Taxes	7,116.66	7,116.66
22112 · Equipment Lease - ST	6,892.22	6,666.83
22201 · Tennant Security Deposits	6,426.80	6,426.80
22202 · Future Events Income	66,771.45	52,725.93
22203 · Member & Training Services	42,096.41	35,777.13
22204 · 2022-Renewals Income	845,559.01	0.00
22205 · Partial Pays Renew/New Members	2,405.00	1,115.66
22206 · Unearned for 2021-Renewals	0.00	839,902.28
22207 · Unearned for 2020-New Members	0.00	38,932.01
22208 · 2021-New Member Income	66,587.86	27,774.50

2:18 PM

04/14/22

Accrual Basis

**Associated Builders and Contractors, Inc.**  
**Balance Sheet Prev Year Comparison Final**  
**As of February 28, 2022**

	Feb 28, 22	Feb 28, 21
22209 · VIP Sponsorship Income	256,111.71	228,687.39
22210 · 2022 New Member Income	19,818.33	0.00
22211 · PAC Funds	4,540.00	2,890.00
22300 · Trimmer Constr. Ed. Foundation	700.00	300.00
22301 · Free Enterprise Alliance	1,050.00	450.00
22305 · Workforce Enhancement Fund	1,481.67	156,656.77
<b>Total Other Current Liabilities</b>	<b>1,354,568.09</b>	<b>1,407,627.52</b>
<b>Total Current Liabilities</b>	<b>1,422,320.52</b>	<b>1,454,848.62</b>
<b>Long Term Liabilities</b>		
22500 · Equipment Lease Obligation LT	18,090.04	26,337.96
<b>Total Long Term Liabilities</b>	<b>18,090.04</b>	<b>26,337.96</b>
<b>Total Liabilities</b>	<b>1,440,410.56</b>	<b>1,481,186.58</b>
<b>Equity</b>		
30000 · Opening Bal Equity	604,557.55	419,382.55
31100 · Retained Earnings	1,757,522.73	1,731,654.61
Net Income	-23,257.25	-14,341.95
<b>Total Equity</b>	<b>2,338,823.03</b>	<b>2,136,695.21</b>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b>3,779,233.59</b>	<b>3,617,881.79</b>

4:11 PM

04/13/22

Accrual Basis

**Associated Builders and Contractors, Inc.**  
**Profit & Loss Budget Performance Final**  
**February 2022**

	Feb 22	Budget	Jan - Feb 22	YTD Budget	Annual Budget
<b>Ordinary Income/Expense</b>					
<b>Income</b>					
41000 · New Members	3,602.67	22,167.00	23,413.67	52,392.00	115,200.26
41001 · New Member Credit Forward	6,658.78	6,658.78	13,317.56	13,317.56	79,905.42
41010 · Renewals	89,205.12	86,428.99	169,111.80	169,607.34	1,089,408.09
41020 · Enrollment Fee	1,000.00	1,200.00	1,875.00	2,700.00	9,000.00
41030 · Membership Promotion	0.00	0.00	0.00	1,000.00	1,000.00
43000 · Seminars Registration	10,710.19	14,719.22	55,779.88	56,905.44	188,604.07
43020 · Safety Seminar Registration	455.00	676.07	2,060.00	1,352.14	8,702.84
44000 · Meetings (Ticket Event)	32,340.00	36,050.00	34,272.00	37,300.00	147,450.00
44010 · Golf Tournaments	0.00	0.00	0.00	0.00	185,950.00
44030 · Construction Expo	0.00	0.00	0.00	0.00	90,700.00
44050 · EIC Construction Awards	120.00	0.00	165.00	0.00	308,450.00
44100 · Special Events (Sponsors)	5,000.00	3,750.00	8,000.00	6,750.00	39,990.00
44105 · Special Events (YP)	0.00	0.00	0.00	0.00	1,500.00
44107 · Special Other Income	351.24	400.00	1,049.49	3,800.00	5,000.00
45000 · BCF Magazine Advertising	5,975.00	7,687.50	11,950.00	16,125.00	89,150.00
45010 · Membership Directory	0.00	0.00	0.00	0.00	46,000.00
45012 · Monthly Mailing Advertising	0.00	0.00	0.00	0.00	1,500.00
45015 · Website Advertising	800.00	875.00	1,100.00	1,375.00	2,075.00
45020 · Weekly Email Advertising	200.00	300.00	400.00	600.00	3,600.00
46030 · Job Site Signs Sales	423.75	541.67	599.15	1,083.30	6,500.00
46040 · Student Chapter	3,678.91		3,678.91		
<b>Total Income</b>	<b>160,520.66</b>	<b>181,454.23</b>	<b>326,772.46</b>	<b>364,307.78</b>	<b>2,419,685.68</b>
<b>Gross Profit</b>	<b>160,520.66</b>	<b>181,454.23</b>	<b>326,772.46</b>	<b>364,307.78</b>	<b>2,419,685.68</b>
<b>Expense</b>					
61000 · National Dues	20,283.54	24,162.61	38,304.74	49,111.35	268,313.83
61010 · National Dues Credits	1,106.78	1,106.79	2,213.56	2,213.58	13,281.42
61020 · State Dues	5,449.48	5,380.93	10,080.21	10,297.59	59,000.00
61030 · State Dues Credits	367.71	367.70	735.42	735.41	4,412.50
61040 · Member Fees & Promotion	1,738.76	3,000.00	3,604.71	8,800.00	25,600.00
63000 · Seminar Expense	2,662.15	2,300.00	14,471.81	18,850.00	60,506.17
63020 · Seminar Instructors	0.00	7,175.00	7,500.00	14,675.00	44,959.00
63100 · Safety Seminar Expense	35.07	0.00	558.95	0.00	0.00
63120 · Safety Instructors	200.00	200.00	400.00	400.00	2,000.00
64000 · Meetings (Ticket Event) Expense	26,263.48	20,400.00	27,078.07	20,650.00	78,450.00
64010 · Golf Tournaments Expense	916.70	0.00	1,023.45	0.00	111,950.00
64030 · Construction Expo Expense	0.00	0.00	0.00	0.00	38,350.00
64050 · Construction Awards Expense	193.44	0.00	259.94	0.00	203,900.00
64100 · Special Events (Sponsor) Exp	1,251.11	2,500.00	2,273.45	4,500.00	21,790.00
64105 · Special Events Expense (YP)	0.00	0.00	0.00	0.00	500.00
64107 · Special Other Expenses	351.24	1,800.00	1,049.49	3,800.00	5,000.00
64112 · Meetings & Events General Exps.	255.12	225.00	343.27	450.00	2,700.00



4:11 PM

04/13/22

Accrual Basis

**Associated Builders and Contractors, Inc.**  
**Profit & Loss Budget Performance Final**  
**February 2022**

	Feb 22	Budget	Jan - Feb 22	YTD Budget	Annual Budget
65000 · BCF Magazine Expense	2,073.86	2,340.00	3,965.60	4,680.00	28,100.00
65010 · Membership Directory Expense	121.83	0.00	121.83	0.00	8,000.00
65012 · Monthly Mailing Expense	409.38	450.00	850.05	900.00	5,400.00
65030 · Internet Website	905.10	416.67	1,064.31	833.30	5,000.00
6560 · Payroll Expenses	4,205.95		4,205.95		
66030 · Job Site Signs expense	210.20	275.00	285.23	550.00	3,300.00
66040 · Student Chapter Expense	3,678.91		3,678.91		
66050 · Personnel Expenses	76,561.54	87,766.84	154,033.07	175,534.68	1,103,206.00
66060 · Insurances	2,107.96	1,858.33	4,104.08	3,716.66	22,299.96
67050 · Staff & Team Development	243.97	500.00	536.65	1,000.00	6,000.00
68000 · Auto Expense	1,000.00	1,250.00	2,000.00	2,500.00	15,000.00
68110 · State Meetings	0.00	0.00	2,973.76	2,000.00	4,000.00
68130 · National Meetings	490.86	0.00	599.86	0.00	10,000.00
68180 · Chapter Planning Conference	0.00	0.00	0.00	0.00	5,000.00
68200 · President's Expense	0.00	166.67	0.00	333.30	2,000.00
68210 · Board of Directors Meetings	154.68	0.00	154.68	0.00	15,000.00
68220 · Committee Meetings	175.40	291.66	215.43	583.34	3,500.00
69000 · Utilities	2,072.00	3,163.08	5,038.70	6,326.18	37,957.00
69020 · Property Taxes	3,558.33	3,958.50	7,886.21	7,917.00	47,502.00
69030 · Janitorial & Cleaning	692.25	1,000.00	1,384.50	2,000.00	12,000.00
69040 · Building Supplies/Maintenance	2,825.40	3,083.33	8,870.64	6,166.66	36,999.96
69100 · Office - Postage	35.21	83.33	70.76	166.67	1,000.00
69120 · Telephone & Data Expense	760.19	975.00	1,732.20	1,950.00	11,700.00
69190 · Computer Software	1,867.02	961.33	2,678.24	1,922.67	11,536.00
69200 · Leased Office Equipment	497.05	475.00	994.10	950.00	5,700.00
69210 · Office Supplies	125.44	408.33	648.14	816.67	4,900.00
69220 · Equipment R&M, Supplies	303.32	833.33	756.64	1,666.66	9,999.96
69300 · Advertising expense	0.00	0.00	0.00	0.00	1,000.00
69315 · Bank Charges	23.24	25.00	45.14	50.00	300.00
69325 · Interest Expense	71.21	63.42	144.30	126.83	761.00
69340 · Professional Services	274.95	0.00	274.95	0.00	11,000.00
69350 · Taxes & Licenses	0.00	25.00	519.26	50.00	300.00
69370 · Dues, Subscript., Sponsorships	159.72	100.00	159.72	200.00	1,200.00
69390 · Miscellaneous Expenses	0.00		7,000.00		
69400 · Depreciation	6,822.00	7,666.67	13,644.00	15,333.34	92,000.04
<b>Total Expense</b>	<b>173,501.55</b>	<b>186,754.52</b>	<b>340,533.98</b>	<b>372,756.89</b>	<b>2,462,374.84</b>
<b>Net Ordinary Income</b>	<b>-12,980.89</b>	<b>-5,300.29</b>	<b>-13,761.52</b>	<b>-8,449.11</b>	<b>-42,689.16</b>
<b>Other Income/Expense</b>					
<b>Other Income</b>					

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04/13/22

Accrual Basis

**Associated Builders and Contractors, Inc.**  
**Profit & Loss Budget Performance Final**  
**February 2022**

	Feb 22	Budget	Jan - Feb 22	YTD Budget	Annual Budget
47000 · Interest Income	353.73	708.33	944.71	1,416.67	8,500.00
47010 · Miscellaneous Income	5.12		10.39		
47012 · Rental Income					
470122 · First Floor Lease Space					
470125 · Astronaut Lease Ste101-2,975.00	2,975.00		5,950.00		
470126 · Empire Elect ste102 - 1,175.86	1,175.86		2,351.72		
470127 · United Form ste100/103-1,900.00	1,900.00		3,800.00		
470122 · First Floor Lease Space - Other	0.00	6,050.86	0.00	12,101.72	69,082.74
<b>Total 470122 · First Floor Lease Space</b>	<b>6,050.86</b>	<b>6,050.86</b>	<b>12,101.72</b>	<b>12,101.72</b>	<b>69,082.74</b>
470123 · Classroom rental	275.00	208.33	275.00	416.66	2,499.96
470124 · Rental Supplies	75.00		75.00		
47012 · Rental Income - Other	0.00	0.00	0.00	0.00	0.00
<b>Total 47012 · Rental Income</b>	<b>6,400.86</b>	<b>6,259.19</b>	<b>12,451.72</b>	<b>12,518.38</b>	<b>71,582.70</b>
47020 · Gain (Loss) on Investment/Asset	-9,332.04	665.00	-22,902.55	1,332.00	8,000.00
<b>Total Other Income</b>	<b>-2,572.33</b>	<b>7,632.52</b>	<b>-9,495.73</b>	<b>15,267.05</b>	<b>88,082.70</b>
Other Expense					
69392 · Rental Expense (Classroom)	0.00	20.83	0.00	41.67	250.00
<b>Total Other Expense</b>	<b>0.00</b>	<b>20.83</b>	<b>0.00</b>	<b>41.67</b>	<b>250.00</b>
<b>Net Other Income</b>	<b>-2,572.33</b>	<b>7,611.69</b>	<b>-9,495.73</b>	<b>15,225.38</b>	<b>87,832.70</b>
<b>Net Income</b>	<b>-15,553.22</b>	<b>2,311.40</b>	<b>-23,257.25</b>	<b>6,776.27</b>	<b>45,143.54</b>

**Associated Builders and Contractors, Inc.**  
**Balance Sheet Prev Year Comparison Draft**  
**As of March 31, 2022**

	Mar 31, 22	Mar 31, 21
<b>ASSETS</b>		
<b>Current Assets</b>		
<b>Checking/Savings</b>		
11000 · Petty Cash	500.00	1,328.73
11010 · Raymond James Investment Acct	746,884.15	661,011.06
11026 · Operating - Winter Park Bank	145,200.40	62,912.59
11030 · Operating MM - Winter Park Bank	777,271.62	955,809.59
11031 · Operating - Workforce Funds	185,175.00	0.00
<b>Total Checking/Savings</b>	1,855,031.17	1,681,061.97
<b>Accounts Receivable</b>	99,868.31	35,590.25
<b>Other Current Assets</b>		
11200 · Prepaid National Dues	194,927.58	190,017.37
11210 · Prepaid State Dues	51,721.98	42,415.74
11220 · Prepaid Insurance	16,470.52	24,538.25
11230 · Prepaid Expenses	30,627.85	53,512.29
11240 · Inventory	4,055.30	5,713.87
<b>Total Other Current Assets</b>	297,803.23	316,197.52
<b>Total Current Assets</b>	2,252,702.71	2,032,849.74
<b>Fixed Assets</b>		
11300 · Equipment & Furniture	118,725.26	118,725.26
11321 · Building - Valencia	2,170,114.02	2,170,114.02
11325 · Building Signage	20,446.33	20,446.33
11331 · Land - Valencia	151,684.09	151,684.09
11340 · Automobile	26,547.06	47,552.06
11350 · Equipment - Capital Lease	41,400.00	41,400.00
11355 · Building Tenant Improvement	249,754.48	249,754.48
11400 · Accumulated Depreciation	-1,298,634.56	-1,207,178.32
<b>Total Fixed Assets</b>	1,480,036.68	1,592,497.92
<b>Other Assets</b>	618.30	618.30
<b>TOTAL ASSETS</b>	<b>3,733,357.69</b>	<b>3,625,965.96</b>
<b>LIABILITIES &amp; EQUITY</b>		
<b>Liabilities</b>		
<b>Current Liabilities</b>		
<b>Accounts Payable</b>	13,869.29	32,731.92
<b>Credit Cards</b>	0.00	21,853.86
<b>Other Current Liabilities</b>		
21030 · State Unemployment Tax Payable	119.70	1,530.90
21040 · Federal Unemployment Payable	378.00	378.00
22100 · Sales Tax Payable	237.65	260.30
22110 · Accrued Property Taxes	10,674.99	10,674.99
22112 · Equipment Lease - ST	6,211.55	6,008.42
22201 · Tennant Security Deposits	6,426.80	6,426.80
22202 · Future Events Income	111,552.70	67,265.00
22203 · Member & Training Services	51,859.94	48,508.94
22204 · 2022-Renewals Income	795,889.28	0.00
22205 · Partial Pays Renew/New Members	4,361.00	1,372.50
22206 · Unearned for 2021-Renewals	0.00	782,594.55
22207 · Unearned for 2020-New Members	0.00	35,038.81
22208 · 2021-New Member Income	59,929.08	57,795.58
22209 · VIP Sponsorship Income	243,007.01	211,254.75
22210 · 2022 New Member Income	39,944.50	0.00
22211 · PAC Funds	1,190.00	140.00
22300 · Trimmer Constr. Ed. Foundation	800.00	300.00
22301 · Free Enterprise Alliance	1,200.00	450.00
22305 · Workforce Enhancement Fund	2,837.92	158,151.76

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Accrual Basis

**Associated Builders and Contractors, Inc.**  
**Balance Sheet Prev Year Comparison Draft**  
**As of March 31, 2022**

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	Mar 31, 22	Mar 31, 21
Total Other Current Liabilities	1,336,620.12	1,388,151.30
Total Current Liabilities	1,350,489.41	1,442,737.08
Long Term Liabilities		
22500 · Equipment Lease Obligation LT	18,090.04	26,337.96
Total Long Term Liabilities	18,090.04	26,337.96
Total Liabilities	1,368,579.45	1,469,075.04
Equity		
30000 · Opening Bal Equity	604,557.55	419,382.55
31100 · Retained Earnings	1,757,522.73	1,731,654.61
Net Income	2,697.96	5,853.76
Total Equity	2,364,778.24	2,156,890.92
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b>3,733,357.69</b>	<b>3,625,965.96</b>

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Accrual Basis

**Associated Builders and Contractors, Inc.**  
**Profit & Loss Budget Performance Draft**  
**March 2022**

	Mar 22	Budget	Jan - Mar 22	YTD Budget	Annual Budget
65000 · BCF Magazine Expense	3,211.58	2,340.00	7,177.18	7,020.00	28,100.00
65010 · Membership Directory Expense	170.75	0.00	292.58	0.00	8,000.00
65012 · Monthly Mailing Expense	384.68	450.00	1,234.73	1,350.00	5,400.00
65030 · Internet Website	300.00	416.67	1,364.31	1,249.97	5,000.00
6560 · Payroll Expenses	5,585.20		9,791.15		
66030 · Job Site Signs expense	414.42	275.00	699.65	825.00	3,300.00
66040 · Student Chapter Expense	5,726.18		9,405.09		
66050 · Personnel Expenses	71,829.94	87,767.84	225,863.01	263,302.52	1,103,206.00
66060 · Insurances	1,620.02	1,858.33	5,724.10	5,574.99	22,299.96
67050 · Staff & Team Development	473.92	500.00	1,010.57	1,500.00	6,000.00
68000 · Auto Expense	1,000.00	1,250.00	3,000.00	3,750.00	15,000.00
68110 · State Meetings	382.42	250.00	3,356.18	2,250.00	4,000.00
68130 · National Meetings	1,729.57	2,500.00	2,329.43	2,500.00	10,000.00
68180 · Chapter Planning Conference	0.00	0.00	0.00	0.00	5,000.00
68200 · President's Expense	0.00	166.67	0.00	499.97	2,000.00
68210 · Board of Directors Meetings	1,595.82	0.00	1,750.50	0.00	15,000.00
68220 · Committee Meetings	100.32	291.68	315.75	875.02	3,500.00
69000 · Utilities	2,322.76	3,163.10	7,361.46	9,489.28	37,957.00
69020 · Property Taxes	3,558.33	3,958.50	11,444.54	11,875.50	47,502.00
69030 · Janitorial & Cleaning	692.25	1,000.00	2,076.75	3,000.00	12,000.00
69040 · Building Supplies/Maintenance	2,707.48	3,083.33	11,578.12	9,249.99	36,999.96
69100 · Office - Postage	1.97	83.34	72.73	250.01	1,000.00
69120 · Telephone & Data Expense	674.20	975.00	2,406.40	2,925.00	11,700.00
69190 · Computer Software	1,201.22	961.34	3,879.46	2,884.01	11,536.00
69200 · Leased Office Equipment	497.05	475.00	1,491.15	1,425.00	5,700.00
69210 · Office Supplies	429.94	408.34	1,078.08	1,225.01	4,900.00
69220 · Equipment R&M, Supplies	1,121.18	833.33	1,877.82	2,499.99	9,999.96
69300 · Advertising expense	0.00	0.00	0.00	0.00	1,000.00
69315 · Bank Charges	22.10	25.00	67.24	75.00	300.00
69325 · Interest Expense	69.33	63.41	213.63	190.24	761.00
69340 · Professional Services	0.00	350.00	274.95	350.00	11,000.00
69350 · Taxes & Licenses	0.00	25.00	519.26	75.00	300.00
69370 · Dues, Subscript., Sponsorships	0.00	100.00	159.72	300.00	1,200.00
69390 · Miscellaneous Expenses	0.00		7,000.00		
69400 · Depreciation	6,822.00	7,666.67	20,466.00	23,000.01	92,000.04
<b>Total Expense</b>	<b>179,271.58</b>	<b>190,252.22</b>	<b>519,805.56</b>	<b>563,009.11</b>	<b>2,462,374.84</b>
<b>Net Ordinary Income</b>	<b>24,222.48</b>	<b>5,606.40</b>	<b>10,460.96</b>	<b>-2,842.71</b>	<b>-42,689.16</b>
<b>Other Income/Expense</b>					
<b>Other Income</b>					

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Accrual Basis

**Associated Builders and Contractors, Inc.**  
**Profit & Loss Budget Performance Draft**  
**March 2022**

	Mar 22	Budget	Jan - Mar 22	YTD Budget	Annual Budget
<b>Ordinary Income/Expense</b>					
<b>Income</b>					
41000 · New Members	5,759.83	16,793.00	29,173.50	69,185.00	115,200.26
41001 · New Member Credit Forward	6,658.78	6,658.78	19,976.34	19,976.34	79,905.42
41010 · Renewals	96,184.63	90,334.38	265,296.43	259,941.72	1,089,408.09
41020 · Enrollment Fee	1,200.00	1,000.00	3,075.00	3,700.00	9,000.00
41030 · Membership Promotion	0.00	0.00	0.00	1,000.00	1,000.00
43000 · Seminars Registration	42,283.44	29,132.22	98,063.32	86,037.66	188,604.07
43020 · Safety Seminar Registration	1,630.00	1,306.07	3,690.00	2,658.21	8,702.84
44000 · Meetings (Ticket Event)	32,984.00	36,850.00	67,256.00	74,150.00	147,450.00
44010 · Golf Tournaments	0.00	0.00	0.00	0.00	185,950.00
44030 · Construction Expo	0.00	0.00	0.00	0.00	90,700.00
44050 · EIC Construction Awards	45.00	0.00	210.00	0.00	308,450.00
44100 · Special Events (Sponsors)	0.00	5,000.00	8,000.00	11,750.00	39,990.00
44105 · Special Events (YP)	0.00	0.00	0.00	0.00	1,500.00
44107 · Special Other Income	1,504.50	0.00	2,553.99	3,800.00	5,000.00
45000 · BCF Magazine Advertising	8,012.70	7,542.50	19,962.70	23,667.50	89,150.00
45010 · Membership Directory	0.00	0.00	0.00	0.00	46,000.00
45012 · Monthly Mailing Advertising	0.00	0.00	0.00	0.00	1,500.00
45015 · Website Advertising	625.00	400.00	1,725.00	1,775.00	2,075.00
45020 · Weekly Email Advertising	200.00	300.00	600.00	900.00	3,600.00
46030 · Job Site Signs Sales	680.00	541.67	1,279.15	1,624.97	6,500.00
46040 · Student Chapter	5,726.18		9,405.09		
<b>Total Income</b>	<b>203,494.06</b>	<b>195,858.62</b>	<b>530,266.52</b>	<b>560,166.40</b>	<b>2,419,685.68</b>
<b>Gross Profit</b>	<b>203,494.06</b>	<b>195,858.62</b>	<b>530,266.52</b>	<b>560,166.40</b>	<b>2,419,685.68</b>
<b>Expense</b>					
61000 · National Dues	23,350.72	23,835.84	61,655.46	72,947.19	268,313.83
61010 · National Dues Credits	1,106.78	1,106.79	3,320.34	3,320.37	13,281.42
61020 · State Dues	6,057.29	5,308.16	16,137.50	15,605.75	59,000.00
61030 · State Dues Credits	367.71	367.71	1,103.13	1,103.12	4,412.50
61040 · Member Fees & Promotion	3,489.82	2,500.00	7,094.53	11,300.00	25,600.00
63000 · Seminar Expense	6,544.63	15,696.17	21,016.44	34,546.17	60,506.17
63020 · Seminar Instructors	7,655.00	625.00	15,155.00	15,300.00	44,959.00
63100 · Safety Seminar Expense	14.47	0.00	573.42	0.00	0.00
63120 · Safety Instructors	0.00	200.00	400.00	600.00	2,000.00
64000 · Meetings (Ticket Event) Expense	13,150.82	16,650.00	40,228.89	37,300.00	78,450.00
64010 · Golf Tournaments Expense	1,033.74	0.00	2,057.19	0.00	111,950.00
64030 · Construction Expo Expense	0.00	0.00	0.00	0.00	38,350.00
64050 · Construction Awards Expense	109.94	0.00	369.88	0.00	203,900.00
64100 · Special Events (Sponsor) Exp	0.00	2,500.00	2,273.45	7,000.00	21,790.00
64105 · Special Events Expense (YP)	0.00	0.00	0.00	0.00	500.00
64107 · Special Other Expenses	1,504.50	0.00	2,553.99	3,800.00	5,000.00
64112 · Meetings & Events General Exps.	241.53	225.00	584.80	675.00	2,700.00

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Accrual Basis

**Associated Builders and Contractors, Inc.**  
**Profit & Loss Budget Performance Draft**  
**March 2022**

	Mar 22	Budget	Jan - Mar 22	YTD Budget	Annual Budget
47000 · Interest Income	664.34	708.34	1,609.05	2,125.01	8,500.00
47010 · Miscellaneous Income	641.09		651.48		
47012 · Rental Income					
470122 · First Floor Lease Space					
470125 · Astronaut Lease Ste101-2,975.00	2,975.00		8,925.00		
470126 · Empire Elect ste102 - 1,175.86	1,175.86		3,527.58		
470127 · United Form ste100/103-1,900.00	1,900.00		5,700.00		
470122 · First Floor Lease Space - Other	0.00	6,050.86	0.00	18,152.58	69,082.74
<b>Total 470122 · First Floor Lease Space</b>	<b>6,050.86</b>	<b>6,050.86</b>	<b>18,152.58</b>	<b>18,152.58</b>	<b>69,082.74</b>
470123 · Classroom rental	0.00	208.33	275.00	624.99	2,499.96
470124 · Rental Supplies	0.00		75.00		
47012 · Rental Income - Other	0.00	0.00	0.00	0.00	0.00
<b>Total 47012 · Rental Income</b>	<b>6,050.86</b>	<b>6,259.19</b>	<b>18,502.58</b>	<b>18,777.57</b>	<b>71,582.70</b>
47020 · Gain (Loss) on Investment/Asset	-5,623.56	668.00	-28,526.11	2,000.00	8,000.00
<b>Total Other Income</b>	<b>1,732.73</b>	<b>7,635.53</b>	<b>-7,763.00</b>	<b>22,902.58</b>	<b>88,082.70</b>
Other Expense					
69392 · Rental Expense (Classroom)	0.00	20.84	0.00	62.51	250.00
<b>Total Other Expense</b>	<b>0.00</b>	<b>20.84</b>	<b>0.00</b>	<b>62.51</b>	<b>250.00</b>
<b>Net Other Income</b>	<b>1,732.73</b>	<b>7,614.69</b>	<b>-7,763.00</b>	<b>22,840.07</b>	<b>87,832.70</b>
<b>Net Income</b>	<b>25,955.21</b>	<b>13,221.09</b>	<b>2,697.96</b>	<b>19,997.36</b>	<b>45,143.54</b>

## Associated Builders and Contractors, Inc.

## A/R Aging Summary

As of March 31, 2022

	Current	1 - 30	31 - 60	61 - 90	> 90	TOTAL
ABC Merit Shop PC - C	0.00	0.00	0.00	0.00	0.00	0.00
ABC National Customer	0.00	26,400.00	0.00	26,400.00	0.00	52,800.00
Acousti Engineering Company of FL	0.00	700.00	0.00	0.00	0.00	700.00
Aireko Construction	0.00	0.00	0.00	1,250.00	0.00	1,250.00
Austin Commercial, LP	0.00	225.00	0.00	0.00	0.00	225.00
Baker Concrete	40.00	0.00	680.00	4,500.00	0.00	5,220.00
Brasfield & Gorrie General Contractor, LL	0.00	500.00	0.00	0.00	0.00	500.00
Competitive Edge Partners & Consulting	0.00	245.00	0.00	0.00	0.00	245.00
CORE Construction Services of FL, LLC	0.00	0.00	0.00	1,250.00	0.00	1,250.00
CT Mechanical	0.00	250.00	0.00	0.00	0.00	250.00
DisposAll, Inc.	0.00	125.00	0.00	0.00	0.00	125.00
Electric Services, Inc.	300.00	0.00	0.00	0.00	0.00	300.00
Engineered Air	0.00	0.00	0.00	20.00	0.00	20.00
Finrock Construction, LLC	0.00	225.00	0.00	4,500.00	0.00	4,725.00
Herc Rentals, Inc.(formerly Hertz)	0.00	0.00	0.00	12.00	0.00	12.00
Hoar Construction L.L.C.	0.00	500.00	0.00	0.00	0.00	500.00
International Flooring, Inc.	0.00	0.00	830.00	0.00	0.00	830.00
KBI Staffing Solutions LLC	0.00	50.00	0.00	0.00	0.00	50.00
KHS&S	0.00	0.00	0.00	4,500.00	0.00	4,500.00
Lebolo Construction Management, Inc.	0.00	0.00	125.00	0.00	0.00	125.00
Mechanical Services of Central FL , Inc.	0.00	125.00	0.00	0.00	0.00	125.00
MiGre Engineers, LLC (formerly KTD)	0.00	1,500.00	0.00	0.00	0.00	1,500.00
Non Member	0.00	500.00	0.00	0.00	0.00	500.00
OHL Building, Inc. (formerly OHL-Arellano	0.00	125.00	0.00	0.00	0.00	125.00
Omnia Construction Group LLC	0.00	225.00	0.00	0.00	0.00	225.00
Orange County Engineering Design LLC	0.00	0.00	0.00	0.00	150.00	150.00
Pacesetter Personnel Services	0.00	0.00	295.00	0.00	0.00	295.00
PCL Construction	0.00	0.00	0.00	500.00	0.00	500.00
PPC Professional Services, Inc.	0.00	125.00	0.00	0.00	0.00	125.00
RB Marks Construction, Inc.	0.00	125.00	0.00	0.00	0.00	125.00
REX Construction Services, Inc.	0.00	385.00	0.00	0.00	0.00	385.00
RJD Risk Management, Inc.	0.00	0.00	0.00	0.00	0.00	0.00
Siemens Industries, Inc.	0.00	0.00	0.00	20.00	0.00	20.00
Sinns & Thomas Electrical Contractors, Inc	0.00	0.00	125.00	0.00	0.00	125.00
Sunstate Equipment Co., LLC	0.00	0.00	0.00	200.00	0.00	200.00
Superior Skilled Trades LLC	0.00	125.00	0.00	0.00	0.00	125.00
Thermal Tech, Inc.	0.00	0.00	367.88	0.00	0.00	367.88
Tradesmen International, Inc.	0.00	0.00	0.00	12.00	24.00	36.00
Turner Construction Co.	0.00	500.00	0.00	0.00	0.00	500.00
Universal Forming, Inc.	0.00	500.00	0.00	0.00	0.00	500.00
Weston Coatings Group, Inc.	0.00	125.00	0.00	0.00	0.00	125.00
Wharton-Smith, Inc.	0.00	225.00	0.00	0.00	0.00	225.00
Workhorse Temps, LLC	0.00	0.00	0.00	0.00	12.00	12.00
Workrise Technologies Inc	0.00	0.00	1,940.00	0.00	0.00	1,940.00
<b>TOTAL</b>	<b>340.00</b>	<b>33,805.00</b>	<b>4,362.88</b>	<b>43,164.00</b>	<b>186.00</b>	<b>81,857.88</b>





3/31/2022

Total PAC funds available

**\$49,683.65**

UCF Student Chapter Account Funds

**\$39,456.68**

Workforce Enhancement Account Funds

**\$188,012.92**

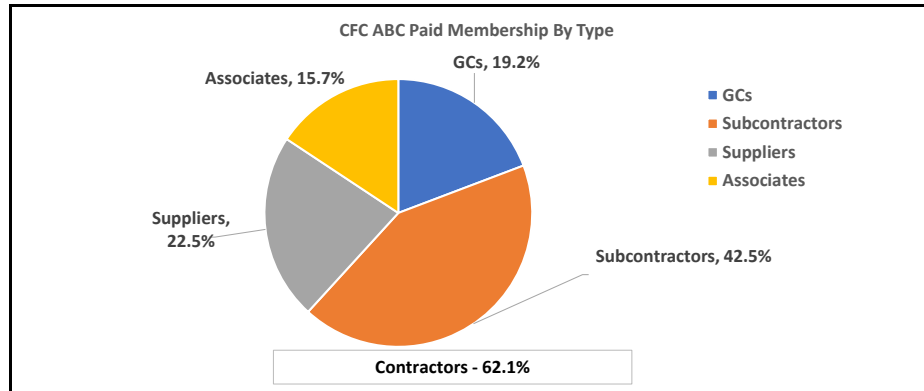
**Central Florida Chapter  
Associated Builders & Contractors, Inc.  
Membership Report  
March 31, 2022**

**Membership by Company**

<i>Member Companies</i>	
Companies as of YE 2021:	451
2022 Renewed:	364 80.71%
Dropped:	44
Unpaid:	43
Renewals:	364
New Members for 2022:	31 34.44%
Total Paid 2022 Membership:	395

Percentage of Budgeted New Members (90)

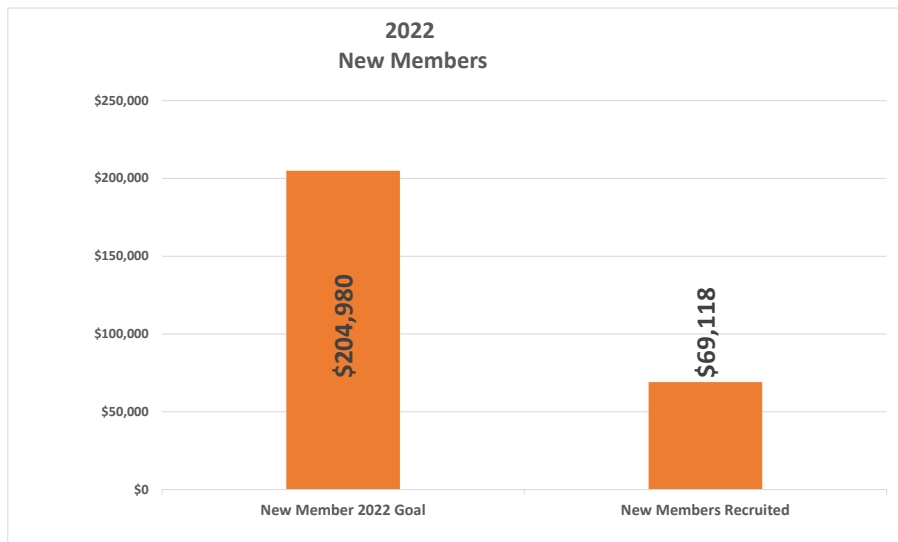
**Membership by Type**



**March 2022 New Members**

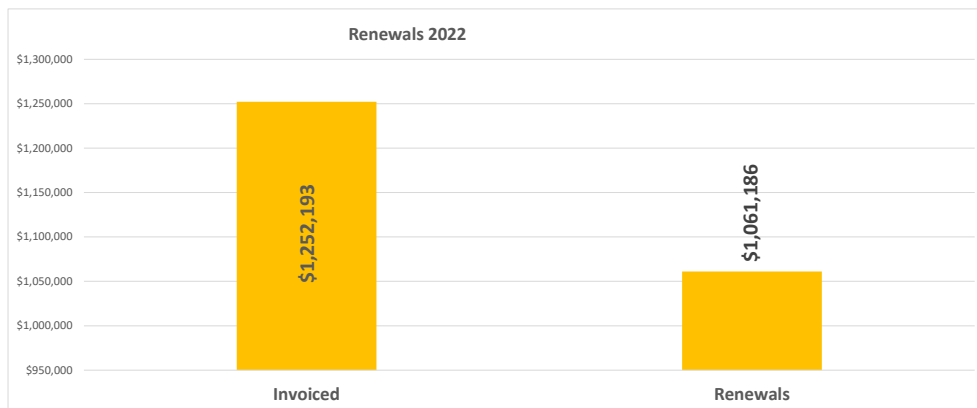
COMPANY	CONTACT	CO. PHONE	CTG/TRADE	BOARD SPONSOR
ADT Commercial	Daniel Sullivan	(773) 454-2036	6-Fire, life, safety & security systems	NA
Associated Industrial Riggers	Mark Swink	(407) 353-8720	6-Rigging: Machine & Systems install & relocating	NA
DisposAll, Inc.	MaryLou Calabrese	(407) 389-8000	2-Dumpsters, recycling, portable toilets	NA
Frank Gay Commercial	Brian Paul	(407) 777-2256	10.2-HVAC/R, plumbing, electrical	NA
Mellott Construction LLC	Brad Mellott	(386) 984-7129	7-General Contractor	NA
Mullet's Aluminum Products, Inc.	Nate Yoder	(941) 371-3502	7-Custom aluminium metal	W. Milner
Northwestern Mutual	Willie Arroyo Vazquez	(407) 754-0500	1-Financial advising firm	NA
Remediation Specialists, Inc.	Norma Lopez	(407) 740-6653	9-Mold remed., waterproofing, water damage	K. Bradford
Sciens Building Solutions	Marc Trembley	(877) 361-9891	7-Low Voltage Systems including Fire Alarm, Security, Surveillance	CL Janeski
USI	Travis Schmitt	(651) 324-8200	1-Commercial insurance	NA
Verizon Wireless	Lee Meyer	(407) 697-1350	2-Construction wireless technology	NA
Victaulic	Kevin Doty	(484) 523-8908	2-Mech. & plumbing pipe supplier	R. Burkett

## New Members for 2022



## Renewed Members for 2022

Renewal Invoices:	\$1,252,193.19
Paid as of Month End:	\$1,061,185.72
Percentage of Invoiced:	84.7%



Membership Director  
 Catherine Wert  
[cwert@abccentralfloida.org](mailto:cwert@abccentralfloida.org)  
 D. 407.398.1278  
 C. 407.209.5604  
[ABCcentralflorida.com](http://ABCcentralflorida.com)

**Month:** March/April

### Bass Fishing Tournament - March 25

#'s

- **2022: 41 boats/82 anglers (2 sponsors, \$1,000)**
  - **Member Companies: 22**
  - **Projected Surplus: ~ \$3,200**
- 2021: 45 boats/90 anglers (11 sponsors, \$4,550)
- 2020: 40 boats/80 anglers (8 sponsors, \$3,000)
- 2019: 54 boats/108 anglers (7 sponsors, \$2,350)
- 2018: 47 boats/94 anglers (6 sponsors, \$1,650)

#### Branding Efforts



### Upcoming Events

- **Solar Bears/Hockey Event - April 7** (*this Thursday*)
- **Spring Golf Tournament #1 - April 11**
  - Golfers Sold Out, Sponsor Signage Ordered
- **YP Site Tour: Camping World Stadium w/ Barton Malow - April 14**
  - 20 ++ RSVP's, no limit on RSVPs
- **ABC On Tap - April 14**
- **EIC Workshop #3 - April 15** (*last workshop*)
- **Spring Golf Tournament #2 - April 18**
  - Golfers Sold Out
- **EIC DEADLINE - April 30**

### Excellence in Construction Awards - *It's crunch time!!*

- **Entries Received: 18**
- **Status**



# 2022 iBuild Invitational

## Saturday, April 30th

3437 WD Judge Dr. Orlando, FL 32808

VALENCIA COLLEGE

Sponsored By



Associated  
Builders and  
Contractors

Central Florida



Proudly Supported  
by Senator  
Randolph Bracy

## CONSTRUCTION JOB FAIR, SKILLS COMPETITION, & SIGNING DAY

**CHECK IN 8AM - 9AM**

**CONSTRUCTION JOB FAIR 9AM - 1 PM**

**SKILLS COMPETITION 9AM - 12 PM**

- CARPENTRY
- ELECTRICAL
- PLUMBING
- HVAC
- HEAVY EQUIPMENT
- MASONRY

**LUNCH 12PM - 12:30PM**

**SPECIAL GUEST SPEAKER 12:30PM - 1PM**

**AWARDS 1PM - 1:30PM**

CASH  
PRIZES

FOR  
COMPETITION  
WINNERS

## EVENT IS OPEN TO THE PUBLIC



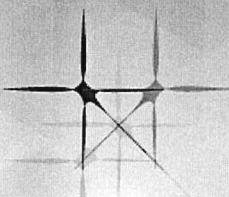
SCAN ABOVE TO REGISTER AS A:

- SKILLS COMPETITOR
- JOB FAIR ATTENDEE
- VOLUNTEER
- PARTICIPATING EMPLOYER

## ALL MUST REGISTER ONLINE PRIOR TO ATTENDING!

iBuild U.S.A. is a nonprofit that builds partnerships with Education, Industry, and the Community to provide pathways towards rewarding careers in Construction.

**HAVE A QUESTION? EMAIL: [info@ibuildcfl.com](mailto:info@ibuildcfl.com)**



# ABC USERS SUMMIT

HEALTH CARE • INDUSTRIAL • MULTISITE

Westin Dallas Stonebriar, Dallas | May 18-20, 2022

The place contractors and project owners collaborate to improve the planning and delivery of high-value construction projects.

Communication and collaboration between project owners and contractors has never been more critical, as both navigate the challenges of supply chain issues, workforce shortages and more. Connecting like-minded partners who have a focus on safety, quality and process improvement is what the ABC Users Summit is all about.

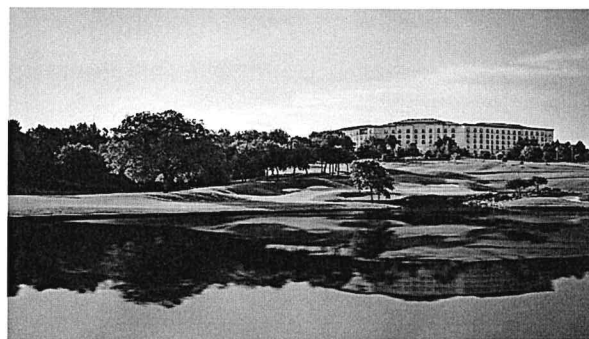
Launched in 2013 with a focus on the industrial market, the Summit later expanded to include health care construction. This year, the Summit is expanding again to include a multisite track for contractors building or updating multiple sites for a single client across a wide geographic area.

If you are an ABC contractor or a user hiring contractors working in any of these market segments, you don't want to miss this **ABC Users Summit**.

Join us at the Westin Dallas Stonebriar Golf Resort & Spa, May 18-20. There are a limited number of sponsorship opportunities available.

**Registration is complimentary for project owners and \$650 for ABC contractor members.**

For more information, visit [userssummit.abc.org](http://userssummit.abc.org) or contact Betsy Strock at [strock@abc.org](mailto:strock@abc.org).



Thank You to Our Sponsors



Scan to Register



 **ABC** | Associated  
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Contractors  
**Central Florida**

## Connect... Educate... Advocate

651 Danville Drive, Suite 200 Orlando, FL 32825  
407-628-2070 [abccentralflorida.com](http://abccentralflorida.com)

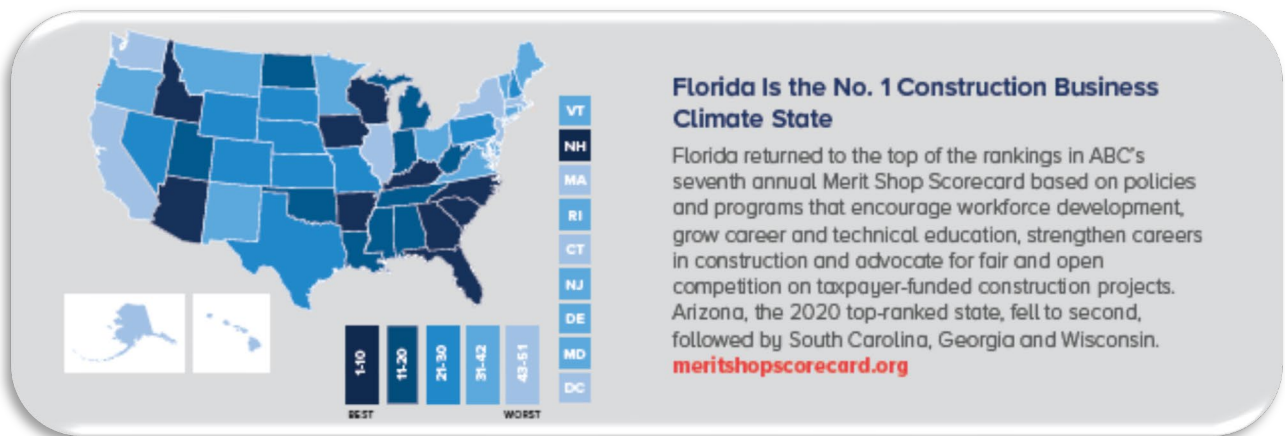




## 2021 ABC National Snapshot and 2022 Central Florida Chapter Preview

### THE MERIT SHOP

For more than 70 years, ABC has been the leading voice for the merit shop philosophy in construction, defending the principles of fair and open competition



**ABC's Member Value Proposition-** Based on the Merit Shop Philosophy, we help Members develop people, win work and deliver work Safely, Ethically, and Profitably for the betterment of the communities in which they work.

#### Operating Principles

- Be an organization of high trust, high collaboration and effective communication to deliver Value to our Members.
- Utilize quality data to be an effective and efficient fact-based decision-making organization.



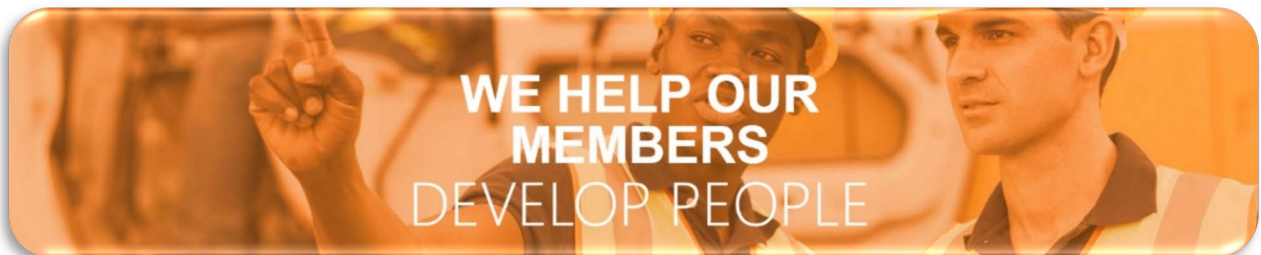
ABC members competitively won more than half of the value of large federal contracts in fiscal years 2009-2021 based on merit, demonstrating their market and industry leadership.



FEA raised more than \$2 million in contributions from ABC chapters and members in 2021 and spent more than \$600,000 on issue advocacy campaigns across the country. FEA is a powerhouse in educating ABC members and their employees, elected officials and the public about the issues important to advancing free enterprise and open competition in America.

[freeenterprisealliance.org](https://freeenterprisealliance.org)

ABC celebrated \$2.7 billion in award-winning merit shop construction projects and community-building charitable endeavors across the country.



According to ABC's 2021 Workforce Development Survey, ABC contractor members invested \$1.3 billion in workforce development initiatives, providing craft, leadership and safety education to 500,000 course attendees to advance their careers in commercial and industrial construction in 2020. Safety education accounted for 71% of the total workforce investment, revealing an elevated focus on worker education, safety and total human health during the COVID-19 pandemic. [abc.org/wfsurvey](https://abc.org/wfsurvey)

Merit Shop Workforce Grows in 2021 - Nonunion workers comprise 87.4% of the U.S. construction industry.





## WE HELP OUR MEMBERS DELIVER WORK SAFELY

Top-performing members that participate in ABC's STEP Safety Management System were 655% safer than the industry average.



## WE HELP OUR MEMBERS DELIVER WORK PROFITABLY

ABC launched a Tech Marketplace and helped members and their employees save more than \$33.7 million through its discount programs.



## WE HELP OUR MEMBERS DELIVER WORK ETHICALLY

ABC fights against the Biden administration's anti-growth, burdensome policies and regulatory agenda, which create significant uncertainty and barriers to job creation.

ABC PAC raised more than \$800,000 in 2021 with the help of generous ABC members. Over the past three years, ABC PAC increased its \$5,000 contributors by 261%. The PAC, which supports pro-business candidates running for federal office, is tasked with raising \$1.8 million between 2021 and 2022. [pac.abc.org](https://pac.abc.org)

The ABC-led Coalition for a Democratic Workplace conducted a successful campaign to stop the PRO Act—which would have a severe negative impact on the merit shop contracting industry and legislate away worker freedoms and privacy rights—from moving forward in the Senate. [freenterprisealliance.org/proact](https://freenterprisealliance.org/proact) | [myprivateballot.com](https://myprivateballot.com)

Gov. Ron DeSantis advocated expanding technical education and apprenticeship opportunities at ABC's Legislative Conference, June 2-4 in Ponte Vedra Beach, Florida. U.S. Reps. John Rutherford and Kat Cammack, R-Fla., also spoke.

## 2022 BOARD OF DIRECTORS

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**Carlos Velasco** | Chair-Elect  
Acousti Engineering Company of FL

**Julie Holmes** | Vice Chair & Secretary  
JK2 Scenic

**Thomas Wert** | Vice Chair  
Dean Mead Attorneys at Law

**Juan Garcia** | Vice Chair  
PCL Construction Services, Inc.

**Michael Parks** | Immediate Past Chair  
Hoar Construction, LLC

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**Ray Bastin, CPA** | Treasurer  
Withum

**Michael C. Sasso** | General Counsel  
Sasso and Sasso, P.A.

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**Earl Lomas**  
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**Derrick M. Valkenburg**  
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**Matthew Walton**  
MiGre Engineers, LLC



## Sample of ABC CFC 2022 Board Priorities

### Membership

Increase geographic footprint with event and training offerings to outlying counties

Focus on contractor recruitment

Improve entrenchment into member companies

### Business Development

Evaluate and improve quality of BCF magazine

Identify potential for MWBE mentorship within ABC

### Workforce

Strategically focused on Young Professionals Group

Increase engagement with the UCF student chapter

Revamp Workforce committee and support of apprenticeship and pre-apprenticeship training programs

### Government Affairs

Chapter to be actively engaged in the legislative session and state legislative conference

Support the Governor and defenders of Free Enterprise

### Operations

Align the Chapter with the National Strategic Plan

Streamline ABC communications