



Central Florida Chapter
Associated Builders and Contractors, Inc.
Board of Directors Meeting
March 21, 2022 3:30 pm
Connect | Educate | Advocate

Upcoming Training & Events:

- 3/24 Construction Management
- 3/24 Board of Governor's Mixer
- 3/24 Project Estimating
- 3/25 Bass Fishing Tournament
- 3/31 Builders Breakfast
- 4/02 Motorcycle Poker Run
- 4/07 CFC YP Hockey Night
- 4/11 Spring Golf Tournament #1

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

Consent Agenda:

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

Membership Report C. Wert

- Retention for 2022 as of 3/1/2022
 - Member vrs Contractor
- 2022 New Members
 - Goal vrs Actual
 - 2022 Contractor Ratio
- 2022 New Member Initiatives
- Beam Club Presentations

Leadership Reports

Chair Evans

- Moving Central Florida Forward - Quarterly Chapter Progress Update

Chair-elect Velasco

- ABC National Convention
 - National Dues Increase

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

- PAC Event 4/28/2022 T. Wert
- Session Update T. Wert

President & CEO..... Daugherty

- Tenant leases Taskforce
- State Convention
- National Conference Update

Old Business

- Bi-laws

New Business

- February 2022 New Members approval - **Action Item**

Next Board Meeting: April 18, 2022, 3:30 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 | Main 407.628.2070

President & CEO Michele Daugherty
mdaugherty@abccentralflorida.org
Direct 407.398.1272 Cell 775.530.4266

Key Contacts

Vice President & Chief Operating Officer Nancy Wray:
nwray@abccentralflorida.org
Direct 407.398.1276 – Cell/Text 407.616.4477

Finance Manager Fran Conway:
fconway@abccentralflorida.org
Direct 407.398.1270

SAVE THE DATE

March

Construction Management | March 24 | ABC Office
Basic Project Estimating | March 24 | Virtual
Bass Fishing Tournament | March 25 | Hickory Point Recreation Park
EIC Workshop | March 30 | ABC Office
Builders Breakfast | March 31 | ABC Office

April

Poker Run | April 2 | 3801 E. State Road 46
ABC YP Hockey Night | April 7 | Amway Center
Spring Golf Tournaments | April 11 & 18 | Arnold Palmer's Bay Hill
Common Sense Construction Law for FL Contractors | April 12 | Virtual
Generations in the Workforce | April 14 | ABC Office
ABC OnTap | April 14 | Gatlin Hall Brewing
EIC Workshop | April 15 | ABC Office
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

Casino Night Workforce Fundraiser | August 19 | Orlando Science Center

September

Fall Golf Tournaments | September 9 & 16 | Rosen Single Creek Golf Club
Construction Expo | September 22 | Central Florida Fairgrounds

October

Technology Convention | October 6
Excellence in Construction Awards Banquet | October 22 | Hilton Orlando

November

Chili Cook-Off | November 11 | Apopka Amphitheater
Leadership Institute | November 15-17 | San Diego

December

Toys for Tots Holiday Party | December 8 | Gatlin Hall Brewing

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

January 2022

| | Jan 22 | Budget | Jan 22 | YTD Budget | Annual Budget |
|---|-------------------|-------------------|-------------------|-------------------|---------------------|
| Ordinary Income/Expense | | | | | |
| Income | | | | | |
| 41000 · New Members | 19,811.00 | 30,225.00 | 19,811.00 | 30,225.00 | 115,200.26 |
| 41001 · New Member Credit Forward | 6,658.78 | 6,658.78 | 6,658.78 | 6,658.78 | 79,905.42 |
| 41010 · Renewals | 79,906.68 | 83,178.35 | 79,906.68 | 83,178.35 | 1,089,408.09 |
| 41020 · Enrollment Fee | 875.00 | 1,500.00 | 875.00 | 1,500.00 | 9,000.00 |
| 41030 · Membership Promotion | 0.00 | 1,000.00 | 0.00 | 1,000.00 | 1,000.00 |
| 43000 · Seminars Registration | 45,069.69 | 42,186.22 | 45,069.69 | 42,186.22 | 188,604.07 |
| 43020 · Safety Seminar Registration | 1,605.00 | 676.07 | 1,605.00 | 676.07 | 8,702.84 |
| 44000 · Meetings (Ticket Event) | 1,932.00 | 1,250.00 | 1,932.00 | 1,250.00 | 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 | 45.00 | 0.00 | 308,450.00 |
| 44100 · Special Events (Sponsors) | 3,000.00 | 3,000.00 | 3,000.00 | 3,000.00 | 39,990.00 |
| 44105 · Special Events (YP) | 0.00 | 0.00 | 0.00 | 0.00 | 1,500.00 |
| 44107 · Special Other Income | 698.25 | 3,400.00 | 698.25 | 3,400.00 | 5,000.00 |
| 45000 · BCF Magazine Advertising | 5,975.00 | 8,437.50 | 5,975.00 | 8,437.50 | 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 | 300.00 | 500.00 | 300.00 | 500.00 | 2,075.00 |
| 45020 · Weekly Email Advertising | 200.00 | 300.00 | 200.00 | 300.00 | 3,600.00 |
| 46030 · Job Site Signs Sales | 175.40 | 541.63 | 175.40 | 541.63 | 6,500.00 |
| Total Income | 166,251.80 | 182,853.55 | 166,251.80 | 182,853.55 | 2,419,685.68 |
| Gross Profit | 166,251.80 | 182,853.55 | 166,251.80 | 182,853.55 | 2,419,685.68 |
| Expense | | | | | |
| 61000 · National Dues | 18,021.20 | 24,948.74 | 18,021.20 | 24,948.74 | 268,313.83 |
| 61010 · National Dues Credits | 1,106.78 | 1,106.79 | 1,106.78 | 1,106.79 | 13,281.42 |
| 61020 · State Dues | 4,630.73 | 4,916.66 | 4,630.73 | 4,916.66 | 59,000.00 |
| 61030 · State Dues Credits | 367.71 | 367.71 | 367.71 | 367.71 | 4,412.50 |
| 61040 · Member Fees & Promotion | 1,865.95 | 5,800.00 | 1,865.95 | 5,800.00 | 25,600.00 |
| 63000 · Seminar Expense | 11,809.66 | 16,550.00 | 11,809.66 | 16,550.00 | 60,506.17 |
| 63020 · Seminar Instructors | 7,500.00 | 7,500.00 | 7,500.00 | 7,500.00 | 44,959.00 |
| 63100 · Safety Seminar Expense | 523.88 | 0.00 | 523.88 | 0.00 | 0.00 |
| 63120 · Safety Instructors | 200.00 | 200.00 | 200.00 | 200.00 | 2,000.00 |
| 64000 · Meetings (Ticket Event) Expense | 814.59 | 250.00 | 814.59 | 250.00 | 78,450.00 |
| 64010 · Golf Tournaments Expense | 106.75 | 0.00 | 106.75 | 0.00 | 111,950.00 |
| 64030 · Construction Expo Expense | 0.00 | 0.00 | 0.00 | 0.00 | 38,350.00 |
| 64050 · Construction Awards Expense | 66.50 | 0.00 | 66.50 | 0.00 | 203,900.00 |
| 64100 · Special Events (Sponsor) Exp | 1,022.34 | 2,000.00 | 1,022.34 | 2,000.00 | 21,790.00 |
| 64105 · Special Events Expense (YP) | 0.00 | 0.00 | 0.00 | 0.00 | 500.00 |
| 64107 · Special Other Expenses | 698.25 | 2,000.00 | 698.25 | 2,000.00 | 5,000.00 |
| 64112 · Meetings & Events General Exps. | 88.15 | 225.00 | 88.15 | 225.00 | 2,700.00 |
| 65000 · BCF Magazine Expense | 1,891.74 | 2,340.00 | 1,891.74 | 2,340.00 | 28,100.00 |
| 65010 · Membership Directory Expense | 0.00 | 0.00 | 0.00 | 0.00 | 8,000.00 |
| 65012 · Monthly Mailing Expense | 440.67 | 450.00 | 440.67 | 450.00 | 5,400.00 |
| 65030 · Internet Website | 159.21 | 416.63 | 159.21 | 416.63 | 5,000.00 |
| 66030 · Job Site Signs expense | 75.03 | 275.00 | 75.03 | 275.00 | 3,300.00 |
| 66050 · Personnel Expenses | 77,471.53 | 87,767.84 | 77,471.53 | 87,767.84 | 1,103,206.00 |
| 66060 · Insurances | 1,996.12 | 1,858.33 | 1,996.12 | 1,858.33 | 22,299.96 |
| 67050 · Staff & Team Development | 292.68 | 500.00 | 292.68 | 500.00 | 6,000.00 |
| 68000 · Auto Expense | 1,000.00 | 1,250.00 | 1,000.00 | 1,250.00 | 15,000.00 |
| 68110 · State Meetings | 2,973.76 | 2,000.00 | 2,973.76 | 2,000.00 | 4,000.00 |
| 68130 · National Meetings | 109.00 | 0.00 | 109.00 | 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 | 166.63 | 0.00 | 166.63 | 2,000.00 |
| 68210 · Board of Directors Meetings | 0.00 | 0.00 | 0.00 | 0.00 | 15,000.00 |
| 68220 · Committee Meetings | 40.03 | 291.68 | 40.03 | 291.68 | 3,500.00 |
| 69000 · Utilities | 2,966.70 | 3,163.10 | 2,966.70 | 3,163.10 | 37,957.00 |
| 69020 · Property Taxes | 4,327.88 | 3,958.50 | 4,327.88 | 3,958.50 | 47,502.00 |
| 69030 · Janitorial & Cleaning | 692.25 | 1,000.00 | 692.25 | 1,000.00 | 12,000.00 |
| 69040 · Building Supplies/Maintenance | 6,045.24 | 3,083.33 | 6,045.24 | 3,083.33 | 36,999.96 |
| 69100 · Office - Postage | 35.55 | 83.34 | 35.55 | 83.34 | 1,000.00 |
| 69120 · Telephone & Data Expense | 972.01 | 975.00 | 972.01 | 975.00 | 11,700.00 |
| 69190 · Computer Software | 811.22 | 961.34 | 811.22 | 961.34 | 11,536.00 |
| 69200 · Leased Office Equipment | 497.05 | 475.00 | 497.05 | 475.00 | 5,700.00 |
| 69210 · Office Supplies | 522.70 | 408.34 | 522.70 | 408.34 | 4,900.00 |
| 69220 · Equipment R&M, Supplies | 453.32 | 833.33 | 453.32 | 833.33 | 9,999.96 |
| 69300 · Advertising expense | 0.00 | 0.00 | 0.00 | 0.00 | 1,000.00 |

2:33 PM

03/09/22

Accrual Basis

Associated Builders and Contractors, Inc.

Profit & Loss Budget Performance

January 2022

| | Jan 22 | Budget | Jan 22 | YTD Budget | Annual Budget |
|---|-------------------|-------------------|-------------------|-------------------|---------------------|
| 69315 · Bank Charges | 21.90 | 25.00 | 21.90 | 25.00 | 300.00 |
| 69325 · Interest Expense | 73.09 | 63.41 | 73.09 | 63.41 | 761.00 |
| 69340 · Professional Services | 0.00 | 0.00 | 0.00 | 0.00 | 11,000.00 |
| 69350 · Taxes & Licenses | 519.26 | 25.00 | 519.26 | 25.00 | 300.00 |
| 69370 · Dues, Subscript., Sponsorships | 0.00 | 100.00 | 0.00 | 100.00 | 1,200.00 |
| 69390 · Miscellaneous Expenses | 7,000.00 | | 7,000.00 | | |
| 69400 · Depreciation | 6,822.00 | 7,666.67 | 6,822.00 | 7,666.67 | 92,000.04 |
| Total Expense | 167,032.43 | 186,002.37 | 167,032.43 | 186,002.37 | 2,462,374.84 |
| Net Ordinary Income | -780.63 | -3,148.82 | -780.63 | -3,148.82 | -42,689.16 |
| Other Income/Expense | | | | | |
| Other Income | | | | | |
| 47000 · Interest Income | 590.98 | 708.34 | 590.98 | 708.34 | 8,500.00 |
| 47010 · Miscellaneous Income | 5.27 | | 5.27 | | |
| 47012 · Rental Income | | | | | |
| 470122 · First Floor Lease Space | 6,050.86 | 6,050.86 | 6,050.86 | 6,050.86 | 69,082.74 |
| 470123 · Classroom rental | 0.00 | 208.33 | 0.00 | 208.33 | 2,499.96 |
| 47012 · Rental Income - Other | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Total 47012 · Rental Income | 6,050.86 | 6,259.19 | 6,050.86 | 6,259.19 | 71,582.70 |
| 47020 · Gain (Loss) on Investment/Asset | -13,570.51 | 667.00 | -13,570.51 | 667.00 | 8,000.00 |
| Total Other Income | -6,923.40 | 7,634.53 | -6,923.40 | 7,634.53 | 88,082.70 |
| Other Expense | | | | | |
| 69392 · Rental Expense (Classroom) | 0.00 | 20.84 | 0.00 | 20.84 | 250.00 |
| Total Other Expense | 0.00 | 20.84 | 0.00 | 20.84 | 250.00 |
| Net Other Income | -6,923.40 | 7,613.69 | -6,923.40 | 7,613.69 | 87,832.70 |
| Net Income | -7,704.03 | 4,464.87 | -7,704.03 | 4,464.87 | 45,143.54 |

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

| | Jan 31, 22 | Jan 31, 21 |
|---|---------------------|---------------------|
| ASSETS | | |
| Current Assets | | |
| Checking/Savings | | |
| 11000 · Petty Cash | 500.00 | 592.53 |
| 11010 · Raymond James Investment Acct | 761,019.97 | 348,866.31 |
| 11025 · Iberia Bank-MM | 0.00 | 309,227.26 |
| 11026 · Operating - Winter Park Bank | 144,000.62 | 76,625.97 |
| 11027 · Operating - UCF Student Chapter | 36,049.86 | 0.00 |
| 11030 · Operating MM - Winter Park Bank | 777,073.33 | 1,025,410.86 |
| 11031 · Operating - Workforce Funds | 185,175.00 | 0.00 |
| Total Checking/Savings | 1,903,818.78 | 1,760,722.93 |
| Accounts Receivable | 103,953.50 | 56,642.01 |
| Other Current Assets | | |
| 11200 · Prepaid National Dues | 210,407.99 | 213,766.32 |
| 11210 · Prepaid State Dues | 54,982.92 | 46,219.21 |
| 11220 · Prepaid Insurance | 7,248.41 | 8,346.21 |
| 11230 · Prepaid Expenses | 25,823.66 | 36,402.69 |
| 11240 · Inventory | 4,641.56 | 2,952.34 |
| Total Other Current Assets | 303,104.54 | 307,686.77 |
| Total Current Assets | 2,310,876.82 | 2,125,051.71 |
| Fixed Assets | | |
| 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 | -1,284,990.56 | -1,190,562.48 |
| Total Fixed Assets | 1,493,680.68 | 1,609,113.76 |
| Other Assets | | |
| 11600 · Refundable Deposit | 618.30 | 618.30 |
| Total Other Assets | 618.30 | 618.30 |
| TOTAL ASSETS | 3,805,175.80 | 3,734,783.77 |
| LIABILITIES & EQUITY | | |
| Liabilities | | |
| Current Liabilities | | |
| Accounts Payable | 63,276.73 | 56,776.90 |
| Credit Cards | 977.94 | 34,933.03 |
| Other Current Liabilities | | |
| 21030 · State Unemployment Tax Payable | 48.21 | 1,091.01 |
| 21040 · Federal Unemployment Payable | 289.23 | 269.39 |
| 22100 · Sales Tax Payable | 204.85 | 440.96 |
| 22110 · Accrued Property Taxes | 3,558.33 | 3,558.33 |
| 22112 · Equipment Lease - ST | 7,571.01 | 7,323.42 |
| 22201 · Tennant Security Deposits | 6,426.80 | 6,426.80 |
| 22202 · Future Events Income | 57,274.65 | 29,501.24 |
| 22203 · Member & Training Services | 40,233.35 | 45,359.63 |
| 22204 · 2022-Renewals Income | 878,973.46 | 0.00 |
| 22205 · Partial Pays Renew/New Members | 1,303.00 | 1,115.66 |
| 22206 · Unearned for 2021-Renewals | 0.00 | 897,127.68 |
| 22207 · Unearned for 2020-New Members | 0.00 | 42,825.21 |
| 22208 · 2021-New Member Income | 73,246.64 | 13,668.42 |
| 22209 · VIP Sponsorship Income | 256,975.45 | 239,678.46 |
| 22211 · PAC Funds | 3,050.00 | 24,310.00 |

2:28 PM

03/09/22

Accrual Basis

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

| | <u>Jan 31, 22</u> | <u>Jan 31, 21</u> |
|--|----------------------------|----------------------------|
| 22300 · Trimmer Constr. Ed. Foundation | 1,300.00 | 1,100.00 |
| 22301 · Free Enterprise Alliance | 1,950.00 | 1,650.00 |
| 22305 · Workforce Enhancement Fund | 0.00 | 155,866.77 |
| Total Other Current Liabilities | <u>1,332,404.98</u> | <u>1,471,312.98</u> |
| Total Current Liabilities | 1,396,659.65 | 1,563,022.91 |
| Long Term Liabilities | <u>18,090.04</u> | <u>26,337.96</u> |
| Total Liabilities | 1,414,749.69 | 1,589,360.87 |
| Equity | | |
| 30000 · Opening Bal Equity | 640,607.41 | 419,382.55 |
| 31100 · Retained Earnings | 1,757,522.73 | 1,731,654.61 |
| Net Income | <u>-7,704.03</u> | <u>-5,614.26</u> |
| Total Equity | <u>2,390,426.11</u> | <u>2,145,422.90</u> |
| TOTAL LIABILITIES & EQUITY | <u><u>3,805,175.80</u></u> | <u><u>3,734,783.77</u></u> |

10:57 AM

03/21/22

Accrual Basis

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

| | Feb 22 | Budget | Jan - Feb 22 | YTD Budget | Annual Budget |
|---|-------------------|-------------------|-------------------|-------------------|---------------------|
| Ordinary Income/Expense | | | | | |
| Income | | | | | |
| 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 | 11,415.60 | | 11,415.60 | | |
| Total Income | 168,257.35 | 181,454.23 | 334,509.15 | 364,307.78 | 2,419,685.68 |
| Gross Profit | 168,257.35 | 181,454.23 | 334,509.15 | 364,307.78 | 2,419,685.68 |
| Expense | | | | | |
| 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 |

10:57 AM

03/21/22

Accrual Basis

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

| | <u>Feb 22</u> | <u>Budget</u> | <u>Jan - Feb 22</u> | <u>YTD Budget</u> | <u>Annual Budget</u> |
|--|-------------------|-------------------|---------------------|-------------------|----------------------|
| 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 |
| 66030 · Job Site Signs expense | 210.20 | 275.00 | 285.23 | 550.00 | 3,300.00 |
| 66040 · Student Chapter Expense | 4,313.90 | | 4,313.90 | | |
| 66050 · Personnel Expenses | 76,239.79 | 87,766.84 | 153,711.32 | 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 | 1,869.00 | 961.33 | 2,680.22 | 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 |
| Total Expense | 169,610.82 | 186,754.52 | 336,643.25 | 372,756.89 | 2,462,374.84 |
| Net Ordinary Income | -1,353.47 | -5,300.29 | -2,134.10 | -8,449.11 | -42,689.16 |
| Other Income/Expense | | | | | |
| Other Income | | | | | |
| 47000 · Interest Income | 353.73 | 708.33 | 944.71 | 1,416.67 | 8,500.00 |

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03/21/22

Accrual Basis

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

| | <u>Feb 22</u> | <u>Budget</u> | <u>Jan - Feb 22</u> | <u>YTD Budget</u> | <u>Annual Budget</u> |
|---|------------------|-----------------|---------------------|-------------------|----------------------|
| 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 |
| Total 470122 · First Floor Lease Space | 6,050.86 | 6,050.86 | 12,101.72 | 12,101.72 | 69,082.74 |
| 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 |
| Total 47012 · Rental Income | 6,400.86 | 6,259.19 | 12,451.72 | 12,518.38 | 71,582.70 |
| 47020 · Gain (Loss) on Investment/Asset | -9,332.04 | 665.00 | -22,902.55 | 1,332.00 | 8,000.00 |
| Total Other Income | -2,572.33 | 7,632.52 | -9,495.73 | 15,267.05 | 88,082.70 |
| Other Expense | | | | | |
| 69392 · Rental Expense (Classroom) | 0.00 | 20.83 | 0.00 | 41.67 | 250.00 |
| Total Other Expense | 0.00 | 20.83 | 0.00 | 41.67 | 250.00 |
| Net Other Income | -2,572.33 | 7,611.69 | -9,495.73 | 15,225.38 | 87,832.70 |
| Net Income | -3,925.80 | 2,311.40 | -11,629.83 | 6,776.27 | 45,143.54 |

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

| | Feb 28, 22 | Feb 28, 21 |
|---|---------------------|---------------------|
| ASSETS | | |
| Current Assets | | |
| Checking/Savings | | |
| 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 | 173,169.27 | 21,250.47 |
| 11027 · Operating - UCF Student Chapter | 43,193.26 | 0.00 |
| 11030 · Operating MM - Winter Park Bank | 777,172.61 | 975,605.46 |
| 11031 · Operating - Workforce Funds | 183,693.33 | 0.00 |
| Total Checking/Savings | 1,929,670.85 | 1,657,194.78 |
| Accounts Receivable | 101,333.88 | 44,638.00 |
| Other Current Assets | | |
| 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 | 25,936.14 | 40,275.22 |
| 11240 · Inventory | 4,446.14 | 2,831.85 |
| Total Other Current Assets | 311,193.89 | 314,624.87 |
| Total Current Assets | 2,342,198.62 | 2,016,457.65 |
| Fixed Assets | | |
| 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 |
| Total Fixed Assets | 1,486,858.68 | 1,600,805.84 |
| Other Assets | | |
| 11600 · Refundable Deposit | 618.30 | 618.30 |
| Total Other Assets | 618.30 | 618.30 |
| TOTAL ASSETS | 3,829,675.60 | 3,617,881.79 |
| LIABILITIES & EQUITY | | |
| Liabilities | | |
| Current Liabilities | | |
| Accounts Payable | 67,753.43 | 16,475.55 |
| Credit Cards | 0.00 | 30,745.55 |
| Other Current Liabilities | | |
| 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 |
| 21050 · Federal Withholding | 3,297.00 | 0.00 |
| 21060 · Federal Medicare Payable | 784.04 | 0.00 |
| 21070 · Social Security Payable | 3,352.46 | 0.00 |
| 2110 · Direct Deposit Liabilities | 18,802.25 | 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 |

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03/21/22

Accrual Basis

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

| | Feb 28, 22 | Feb 28, 21 |
|--|----------------------------|----------------------------|
| 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 |
| 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 | 0.00 | 156,656.77 |
| Total Other Current Liabilities | 1,357,331.82 | 1,407,627.52 |
| Total Current Liabilities | 1,425,085.25 | 1,454,848.62 |
| 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 | 1,443,175.29 | 1,481,186.58 |
| Equity | | |
| 30000 · Opening Bal Equity | 640,607.41 | 419,382.55 |
| 31100 · Retained Earnings | 1,757,522.73 | 1,731,654.61 |
| Net Income | -11,629.83 | -14,341.95 |
| Total Equity | 2,386,500.31 | 2,136,695.21 |
| TOTAL LIABILITIES & EQUITY | <u>3,829,675.60</u> | <u>3,617,881.79</u> |

Associated Builders and Contractors, Inc.

A/R Aging Summary

As of February 28, 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, North Florida | 0.00 | 0.00 | 26,400.00 | 0.00 | 0.00 | 26,400.00 |
| Aireko Construction | 0.00 | 0.00 | 1,250.00 | 0.00 | 0.00 | 1,250.00 |
| Baker Concrete | 0.00 | 680.00 | 4,500.00 | 0.00 | 0.00 | 5,180.00 |
| Barton Malow | 295.00 | 0.00 | 0.00 | 0.00 | 0.00 | 295.00 |
| CORE Construction Services of FL, LLC | 0.00 | 0.00 | 1,250.00 | 0.00 | 0.00 | 1,250.00 |
| Deatrick Engineering Associates, Inc. | 0.00 | 0.00 | 2,325.00 | 0.00 | 0.00 | 2,325.00 |
| DeWitt Custom Concrete, Inc. | 0.00 | 0.00 | 5,025.00 | 0.00 | 0.00 | 5,025.00 |
| DPR Construction, Inc. | 0.00 | 0.00 | 60.00 | 0.00 | 0.00 | 60.00 |
| Engineered Air | 0.00 | 0.00 | 20.00 | 0.00 | 0.00 | 20.00 |
| Finrock Construction, LLC | 0.00 | 0.00 | 4,500.00 | 0.00 | 0.00 | 4,500.00 |
| Hensel Phelps Construction Co. | 0.00 | 505.00 | 0.00 | 0.00 | 0.00 | 505.00 |
| Herc Rentals, Inc.(formerly Hertz) | 0.00 | 0.00 | 12.00 | 0.00 | 0.00 | 12.00 |
| International Flooring, Inc. | 0.00 | 830.00 | 0.00 | 0.00 | 0.00 | 830.00 |
| John Moriarty & Associates of Florida | 0.00 | 0.00 | 2,200.00 | 0.00 | 0.00 | 2,200.00 |
| KHS&S | 0.00 | 0.00 | 4,500.00 | 0.00 | 0.00 | 4,500.00 |
| Lebolo Construction Management, Inc. | 125.00 | 0.00 | 0.00 | 0.00 | 0.00 | 125.00 |
| Moxe Integrated Marketing | 0.00 | 395.00 | 0.00 | 0.00 | 0.00 | 395.00 |
| Omnia Construction Group LLC | 0.00 | 0.00 | 1,242.50 | 0.00 | 0.00 | 1,242.50 |
| Orange County Engineering Design LLC | 0.00 | 0.00 | 0.00 | 0.00 | 150.00 | 150.00 |
| Pacesetter Personnel Services | 295.00 | 0.00 | 0.00 | 0.00 | 0.00 | 295.00 |
| PCL Construction | 0.00 | 0.00 | 500.00 | 0.00 | 0.00 | 500.00 |
| RJD Risk Management, Inc. | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Sasso & Sasso, P.A. | 0.00 | 0.00 | 4,500.00 | 0.00 | 0.00 | 4,500.00 |
| Siemens Industries, Inc. | 0.00 | 10,560.00 | 1,520.00 | 0.00 | 0.00 | 12,080.00 |
| Sinns & Thomas Electrical Contractors, Inc. | 125.00 | 0.00 | 0.00 | 0.00 | 0.00 | 125.00 |
| Sunstate Equipment Co., LLC | 0.00 | 0.00 | 200.00 | 0.00 | 0.00 | 200.00 |
| Thermal Tech, Inc. | 0.00 | 367.88 | 0.00 | 0.00 | 0.00 | 367.88 |
| Tradesmen International, Inc. | 0.00 | 0.00 | 12.00 | 24.00 | 0.00 | 36.00 |
| Universal Forming, Inc. | 0.00 | 0.00 | 2,000.00 | 0.00 | 0.00 | 2,000.00 |
| Workhorse Temps, LLC | 0.00 | 0.00 | 0.00 | 12.00 | 0.00 | 12.00 |
| Workrise Technologies Inc | 0.00 | 1,940.00 | 0.00 | 0.00 | 0.00 | 1,940.00 |
| TOTAL | 840.00 | 15,277.88 | 62,016.50 | 36.00 | 150.00 | 78,320.38 |

National Goals & Outcomes for Central Florida ABC

Membership Recruitment (as of 3/18/2022)

| Year | Goal | Outcome | |
|------|------|---------|-----------------------------|
| 2022 | 90 | 28 | 60.7% (65% Contractor goal) |
| 2021 | 80 | 83 | |
| 2020 | 72 | 51 | |
| 2019 | 60 | 81 | |

Membership Retention

| Year | Goal | Outcome | |
|------|----------|-------------|-----------------------|
| 2022 | 90% | 80%, 361 | (Need 407 to hit 90%) |
| 2021 | 87% | 87.5%, 371 | |
| 2020 | 84%, 360 | 87.18%, 374 | |
| 2019 | 86%, 344 | 86.75%, 348 | |

Trimmer

| Year | Goal | Outcome | |
|------|----------|----------|--|
| 2022 | \$15,000 | \$14,800 | |
| 2021 | | \$13,800 | |
| 2020 | | \$13,600 | |
| 2019 | | \$11,500 | |

FEA

| Year | Goal | Outcome | |
|------|----------|----------|--|
| 2022 | \$21,500 | \$21,900 | |
| 2021 | \$15,000 | \$20,550 | |
| 2020 | \$13,000 | \$20,250 | |
| 2019 | \$14,500 | \$16,800 | |

National PAC

| Year | Goal | Outcome | |
|------|----------|----------|--|
| 2022 | \$25,000 | \$20,683 | |
| 2021 | — | | |
| 2020 | \$11,000 | | |
| 2019 | \$11,000 | | |

Local PAC

| Year | Goal | Outcome | |
|------|----------|-----------|--|
| 2022 | \$25,000 | | |
| 2021 | | \$22,650+ | |
| 2020 | | \$21,150+ | |
| 2019 | | \$19,158+ | |

Moving ABC Central Florida Moving Forward (Board requests for growth and development in 2022)

| Quarter 1 - Reporting as of 3/15/2022 | Quarter | Status |
|--|---------|-------------|
| Membership Recruitment and Retention | | |
| Address Membership Gaps and Unengaged Members | | |
| Work with Membership & other committees - work on ways to entrench deeper into our member firms to ensure that the firms know that all employees are members not just the primary contact. | Q1 | In Progress |
| Work with Board and Membership Committee to understand 1. Why the member is joining and 2. Why are they staying. | Q2 | |
| Work with Leadership to find strategies to get more Architect /Engineer/Owner Involvement | Q1 - Q3 | In Progress |
| <i>DESIGN & BUILDING INDUSTRY MIXER 5-26-2022</i> | Q2 | Planned |
| <i>IDEA: Top Performers list - Architects and Engineers</i> | | |
| Member Vetting/Exclusivity | | |
| Board, Membership and EIC committees to focus on recruiting the best of the best contractors. | Q1 - Q3 | In Progress |
| Invest Cat's time on contractors' recruitment and retention | Q1 - Q3 | In Progress |
| Shift the closing of associates and suppliers to Taylor D. and the Events and Marketing departments. | Q2 | |
| Continue to offer the Builders Breakfasts | Q1 | In Progress |
| <i>IDEA: Member to member training (lunch and learns)</i> | | |
| Look for ways to attract members that are outside of Orange County | TBD | |
| Evaluate cost of membership and return - Ensure ROI for members | | |
| Addressed with National the chapters that are not following same requirements for dues which is having an adverse effect on membership. | Q1 | Done |
| Communications To Create | | |
| ROI of membership document | Q2 | |
| Membership Success Kit | Q2 | |
| Too Orlando Centric | | |
| Create a demographic lay out of existing members and an overlay with prospective members to see where the growth opportunities are. | Q2 | |
| Work with the executive committee to show how regional councils could grow retention and support of outlying areas. | Q2 | |
| Increase Developers & Owners | | |
| Executive committee to see if we can get a focus group of developers/owners together to see how we can better serve them. | Q2 | |
| Continue to offering Builders Breakfasts and Economic Forecasting | Q1 - Q4 | In Progress |
| Business Development | | |
| "More substance in the ABC Magazine" | | |
| Improve process to increase quality of material in magazine | Q1 | Done |
| Board to evaluate Building Central Florida for increase in quality of materials for member readership. | Q2 | |
| Need a focus group from the board to assist with annual planning session for content | Q2 | |

Promote member-to-member business

| | | |
|---|---------|-------------|
| Membership committee utilizing the EIC list from the past several years to recruit prospective members that are already working with our members. | Q1 - Q3 | In Progress |
| Working on Contractor Focused events | Q3 | |
| Find a tool for the website whereas members can share upcoming projects and request bids from members. | Q3 | |

Attract diverse companies and educate on the benefits of ABC and merit shop philosophy

| | | |
|--|---------|-------------|
| Identify opportunities for potential WMBE mentorship | Q2 - Q4 | |
| Create a Diversity and Inclusion taskforce add a staff liaison | Q1 | Not Started |
| Create awards for efforts of Recruiting WMBE members | TBD | |

Workforce Initiatives

Young Professionals

| | | |
|--|---------|-------------|
| Continue to grow programming for Young Professionals Group / Create more exposure and engagement for younger professionals | Q1 - Q3 | In Progress |
| Create a YP of the Year Award | TBD | |
| Executive committee to consider adding a non-voting liaison to the board from to increase exposure and engagement for YP (Chair) & UCF (Chair) | TBD | |

UCF Student Chapter

| | | |
|--|---------|-------------|
| UCF Student chapter needs attention/ Increase student participation/ Create more exposure and engagement for younger professionals | Q1 - Q4 | In Progress |
| Maria Casas took staff lead in 2022 to giving additional attention to the UCF group | Q1 | Done |
| <i>UCF Golf fundraiser in 2022 will be hosted by the YP group to start creating synergy between the two groups.</i> | Q1 | Success |
| ABC to send UCF competition to compete in the National CMC | Q1 | Done |
| <i>National Winners - 3rd Place in Project Management</i> | Q1 | Success |

Workforce Initiatives / Training & Development

| | | |
|---|----|-------------|
| Chapter Workforce Committee - Review structure of committee & Identify taskforces | Q1 | In Progress |
| First meeting in April once new Training and Development Director Starts. | Q2 | |
| Set-up meetings with iBuild, ACE, ACT, Pipe,FEAT to work on supporting those organizations. | | In Progress |
| <i>Launched New National Level Project Management Course</i> | Q1 | Success |
| <i>Relaunched Safety Professionals Group</i> | Q1 | Success |

Government Affairs and Political Action Committee

Address Labor & Union Concern

| | | |
|--|---------|--|
| Michele will work with leadership to ensure that we are proactively prepared to assist members. | Q2 | |
| Branding effort via the web and other marketing tools ensuring that the merit shop industry knows to call ABC first. | Q2 | |
| Have Labor Law session/panel on current issues to be scheduled in 2022. | Q2 - Q3 | |

Ensuring ABC stays a political leader locally in light of recent political shifts

| | | |
|--|----|-------------|
| Increase ABC CFC's involvement in local politics | Q1 | In Progress |
|--|----|-------------|

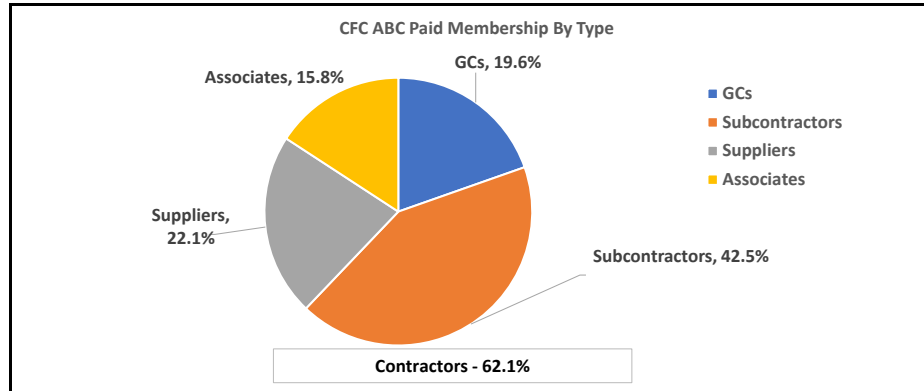
| | | |
|--|--------|---------------------------------------|
| Survey all leadership to know what other boards/commissions ABC companies/board members are involved with to understand full reach. | Q1 | In Progress |
| Report out to board and see what areas we need to get more engaged in. | Q2 | |
| Michele will be working with Government Affairs Committee to look for ways to engage local, state and national elected. | Q1 | In Progress |
| We will invite electeds to events to show them that ABC betters the communities in which we work and live. Examples of exposure opportunities are listed below: | Q1 -Q4 | |
| <i>Hob Nob</i> | Q2 | Scheduled |
| <i>EIC</i> | Q4 | |
| <i>Jobsite tours</i> | TBD | |
| Report out results of 2022 entrenchment. | Q4 | |
| Be the Voice of the Merit Shop at the State Level | | |
| Have strong leadership at the State Legislative Conference | Q1 | Done |
| <i>Great Participation by CFC at Leg Conference - 30 individuals registered</i> | | Success |
| <i>Gave Govenor 10 K (3K PAC and 7K Chapter)</i> | | Success |
| ABC National Building America - The Merit Shop Scorecard (A Review & Ranking of State Construction Environments) | | Ranked 1st in the Nation |
| Operations | | |
| Streamline meeting invitations from ABC | Q1 | In Progress |
| Prepare for 2022's postponed National chapter accreditation visit in 1/2023 - Ensure 4 year accreditation | Q4 | |
| Board will evaluate improvement | Q2 | |
| Review Comprehensive plan from National on what the organization plans to do in next 2 years | | |
| Michele to share the National strategic plan. | Q1 | Done |
| Michele to give a quarterly scorecard to show national objectives against chapter objectives. | Q2 -Q3 | |
| "We would like to see more guest speakers at the board meetings" | Q1 | Purposely Abandoned |
| <i>Board determinded that they did not want to interrupt the business of the organization with speakers. They also felt that it was more important to bring in speakers for the entire membership.</i> | | |
| Schedule board meetings at different locations related to construction for variety / excitement | TBD | To be reviewed by executive committee |

**Central Florida Chapter
Associated Builders & Contractors, Inc.
Membership Report
February 28, 2022**

Membership by Company

| <i>Member Companies</i> | |
|---|------------|
| Companies as of YE 2021: | 451 |
| 2022 Renewed: | 348 77.16% |
| Dropped: | 29 |
| Unpaid: | 74 |
| Percentage of Budgeted New Members (90) | |
| Renewals: | 348 |
| New Members for 2022: | 19 21.11% |
| Total Paid 2022 Membership: | 367 |

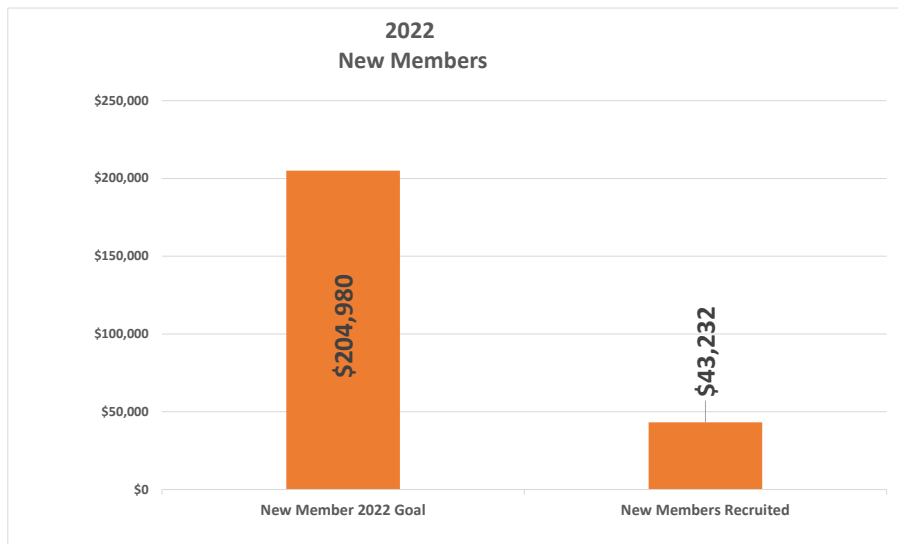
Membership by Type



February 2022 New Members

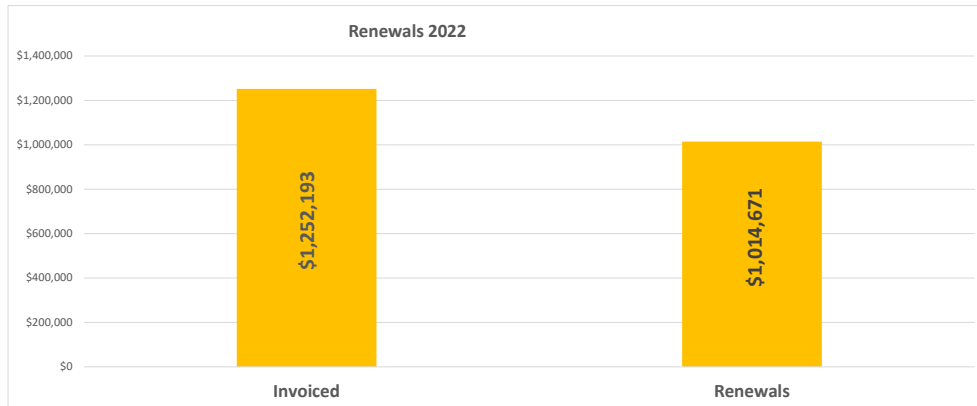
| COMPANY | CONTACT | CO. PHONE | CTG/TRADE | BOARD SPONSOR |
|--------------------------------------|------------------|------------|---|---------------|
| Advanced Roofing, Inc. | Kevin Kornahrens | 4073221555 | 9-Roofing & solar | NA |
| Centennial Bank | Trisha Delatte | 4073716800 | 1-Banking and finance | NA |
| Down To Earth Landscape & Irrigation | Josh Shirley | 3212632700 | 7-Landscape & irrigation | J. Kurtz |
| OMNI Resource Group, LLC | Rob Rycyk | 4073168043 | 1-Business consulting firm | NA |
| RB Marks Construction, Inc. | Russell Cammack | 4073232102 | 11-General Contractor | C. Tinetti |
| Sauer Construction | Jeff Smith | 3213014755 | 6-HVAC/Mechanical, plumbing | NA |
| Stone Mountain Access Systems, Inc. | Jeff Swearingen | 3862819604 | 7-Scaffold, tie back anchor install... | NA |
| Synergy Equipment LLC | Tony Marshall | 4072737383 | 2-Heavy equipment supplier | NA |
| The Companies of Nassal | Melissa Ruminot | 4076480400 | 9-Scenic fabricator | NA |
| Viking Security Inc. | Michael Allbee | 4079851516 | 7-Low voltage electrical: security & fire | NA |

New Members for 2022



Renewed Members for 2022

| | |
|-------------------------|----------------|
| Renewal Invoices: | \$1,252,193.19 |
| Paid as of Month End: | \$1,014,670.82 |
| Percentage of Invoiced: | 81.0% |



Membership Director
 Catherine Wert
cwert@abccentralflorida.org
 D. 407.398.1278
 C. 407.209.5604
ABCcentralflorida.com

Celebrating Women in Construction Week

3/9 - Panelist for Turner WIC week Event



Upcoming Events -

- I have agreed to deliver the "Welcome to Orlando" at the NAWIC upcoming regional education conference on April 29-30. There will be approximately 150 women there from all over Florida, Georgia, Alabama and Tennessee.
- I have agreed to give a 50 on the "State of the Construction Industry" at the FICPA (Florida Institute of Certified Public Accountants) construction conference Friday October 21, 2022.
- Teaching the Trustee Academy at the National Convention on Wednesday – Thursday

EIC status update -

Survey Results based on same time last year:

40 GC's have responded – 42 known projects (2021: 34 GC's had responded – 44 known projects)

41 Sub's have responded – 64 known projects (2021: 27 Sub's had responded – 52 known projects)

Committee Goal: 160 entries – 75 companies, 26 GC's & 49 Sub's

New Companies who have said "Yes": 7 Companies

Sub Letters:

129 letters sent to date (Balfour, Austin, PCL, Hensel Phelps) (2021: 51 letters sent)

Committee Goal: 270 letters, 10 companies

Game plan to reach goal:

- Base Construction (Oskar)
- R.C. Stevens (TT/MC working on currently)
- Orlando Magic Training Facility (Sam)
- WP Library (Jeff)

Please note another Builders' Breakfast has been added to the calendar for May 12.

Orange County Planning Manager to discuss Plans for the area – Just alerting you all of this addition & topic. Will get with those involved in the production of this separately.

Alberto A. Vargas, Manager, Planning Division



Alberto A. Vargas, Manager, Orange County, Planning Division. He has served as Planning Manager for Orange County since November 2012, where he oversees; Long-Range and Current Planning, Urban Design & Placemaking, as well as the Research & Economic Development sections of the Division. Alberto has 24 years of experience in Planning and Urban Design which straddle the realms of the public and private sectors. Prior to joining Orange County, Alberto led the Urban Design Section of Pasco County's Planning & Development Department. As part of his experience in the private sector, Alberto co-founded Martin & Vargas Design, where he designed and planned projects for public and private clients throughout Central Florida, Baltimore, Central America and Africa. He served as Winter Park's first town architect, and was the City's Assistant Planning Director and Community Redevelopment Agency Manager. Alberto is proficient in implementing planning best practices and principles of design evolving out of the history and the context of place.



**Mark your calendars and plan to join
ABC members in 2022!**

JANUARY

- 12** Builders' Breakfast - Atrium
- 20** 2022 Kick Off Party at Gatlin Hall Brewing

FEBRUARY

- 10** Sporting Clays Shoot
at Blackjack Sporting Clays, Sumterville
- 17** ABC On Tap at The Porch in Winter Park
- 21** ABC UCF & YP Golf Tournament
at Eagle Creek Golf
- 24** Maximize Your Membership Workshop

MARCH

- 10** GC Connect at Ocoee Lakeshore Center
- 18** EIC Workshop
- 25** Bass Fishing Tournament
at Hickory Point Recreation Park
- 30** EIC Workshop
- 31** Builders' Breakfast – Mill Creek Residential

APRIL

- 2** Spring Poker Run at Various Locations
- 11** Spring Golf Tournament #1
at Arnold Palmer's Bay Hill Club
- 14** ABC On Tap at Gatlin Hall Brewing
- 15** EIC Workshop
- 18** Spring Golf Tournament #2
at Arnold Palmer's Bay Hill Club

MAY

- 17** Legislative Hobnob at Leu Gardens
- 26** Maximize Your Membership Workshop
- 26** Design & Build Mixer at Ember

JUNE

- 2** TopGolf Lake Mary

JULY

- 21-23** ABC of FL State Convention
at LaPlaya Resort, Naples

AUGUST

- 19** Casino Night Fundraiser at Orlando Science Center
- 25** Maximize Your Membership Workshop

SEPTEMBER

- 9** Fall Golf Tournament #1 at Rosen Shingle Creek Golf Club
- 16** Fall Golf Tournament #2 at Rosen Shingle Creek Golf Club
- 22** Construction Expo at Central Florida Fairgrounds

OCTOBER

- 22** EIC Awards Banquet
- 27** ABC On Tap at Krush Brau Park (*Oktoberfest!*)

NOVEMBER

- 10** Chili Cook Off at Apopka Amphitheater
- 17** Maximize Your Membership Workshop

DECEMBER

- 1** Toys for Tots Holiday Party at Gatlin Hall Brewing
- 8** Sporting Clays Shoot
at Blackjack Sporting Clays, Sumterville

For updates and schedule changes visit
www.abccentralflorida.com/calendar.

Taylor Tidwell, Meetings & Events Director
Maria Casas, Meetings & Events Coordinator

Month: February/March



RECORDS MADE

**Add in Student
Chapter Comp.
Results
once announced -
March 14 -19**

**ABC UCF & YP Golf Tournament,
February 21 \$13,135.81 Raised**

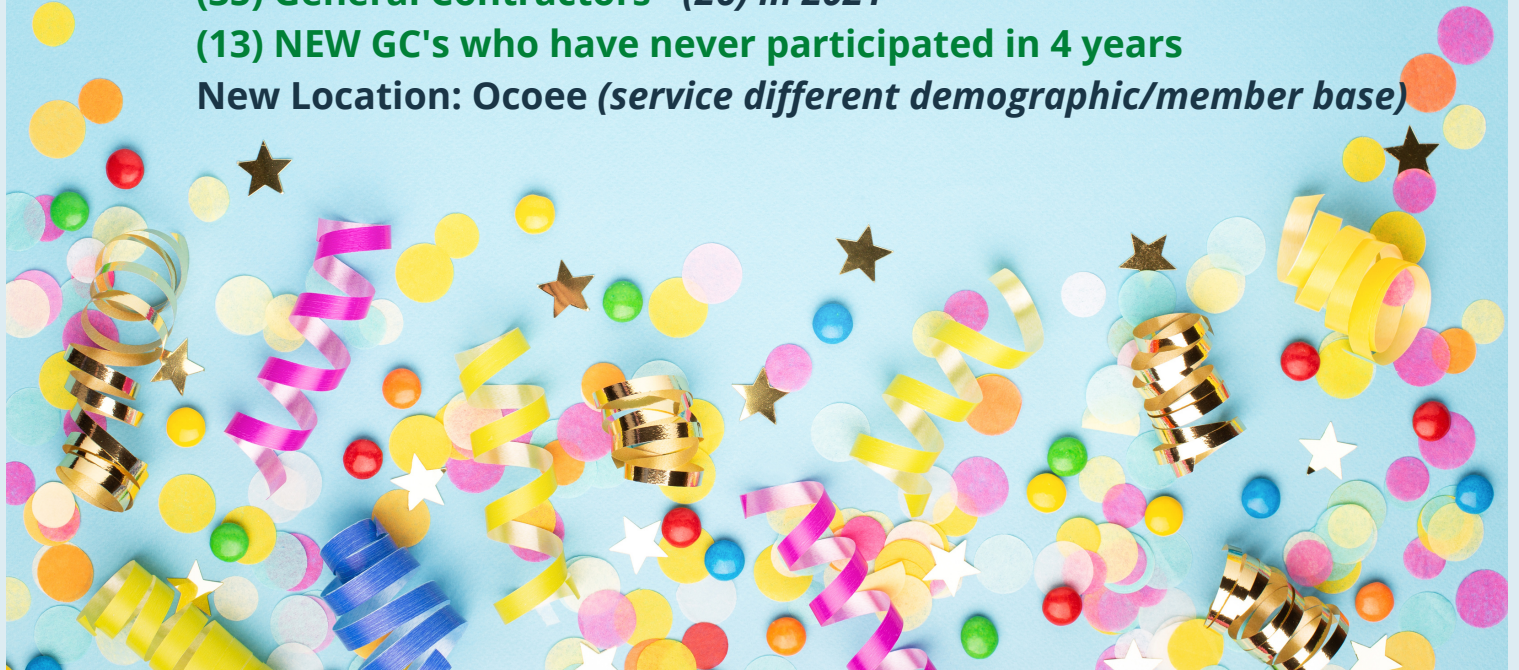
GC Connect, March 10

Highest Participation since event was added in 2018

(35) General Contractors - (26) in 2021

(13) NEW GC's who have never participated in 4 years

New Location: Ocoee (service different demographic/member base)



Excellence in Construction Awards:

Send your sub lists for your EIC entries & ABC will invite all of your subs to participate! Help the EIC Committee meet their 2022 participation goals -

Upcoming Events:

- March 31 - Builders' Breakfast, (GC): Mill Creek Residential
- April 2 - Poker Run
- April 7 - Solar Bears Game (YP: *Send your young professionals!*)
- April 11 & 18 - Bay Hill Spring Tournaments

Taylor Tidwell, *Meetings & Events Director*
Maria Casas, *Meetings & Events Coordinator*

Month: March

GC Connect - March 10

- **General Contractors (27): (Goal: 30)**

- Ajax Building Company, LLC
- Albu & Associates, Inc.
- Austin Commercial
- Balfour Beatty
- Boyer Building Corporation
- Charles Perry Partners, Inc.
- Clancy & Theys Construction Co.
- Cornerstone Group Dba Brookstone Construction, LLC - **NEW**
- Dana B. Kenyon Company - **NEW**
- Gilbane Building Company

- Staff/Volunteers
- Set-up/Format
- Questions?

- H. J. High Construction Company
- Hensel Phelps
- JK2 Construction
- LEGO Construction Co. - **NEW**
- MEC General Contractors - **NEW**
- Mill Creek Residential - **NEW**
- OHLA Building, Inc.
- PCL Construction Services, Inc.
- R. C. Stevens Construction Company
- REX Construction Services - **NEW**
- Skanska USA Building Inc.
- T&G Constructors
- Verity Construction Company - **NEW**
- Walker & Company, Inc.
- Wharton-Smith, Inc.
- Winter Park Construction - **NEW**
- Yates Construction

EIC Workshops - March 18 & 30

- 10 RSVP's
- Set-up/Format
- Questions?

Bass Fishing Tournament - March 25

- **22 Boats (Goal: 45)**
- Set-up/Format
- Questions?



**Trying to
confirm Mill
Creek Dev. for
March Builders
Breakfast**

Construction Expo

- **THEME:** Video Games

Excellence in Construction Awards

- Venue/Date Change
- **THEME:** The Five Elements
 - Earth, Water, Fire, Air, and Space

ABC/UCF Student Chapter & Other Updates

Questions or Concerns?



INTERLACHEN COUNTRY CLUB
2245 INTERLACHEN CT, WINTER PARK, FL

ANNUAL BOARD OF GOVERNOR'S MIXER

HOSTED BY: 2021 CHAIR MICHAEL PARKS & 2020 CHAIR BEN GOODIN

MARCH 24, 2022 4:30 - 6:30 PM

RSVP TO TAYLOR DUPREE AT (407)398-1262

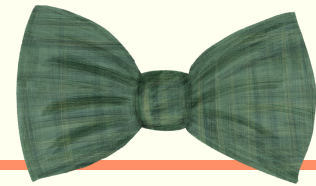
tdupree@abccentralflorida.org



YOU'RE INVITED!

PAC Fundraiser Bourbon Tasting

Serious whiskey, silly bowties



Tickets: \$500 per person

SPONSORSHIPS AVAILABLE

When: April 28, 2022, at 5:30PM

Where: Ben Goodin's Residence: 2300

Randall Rd, Winter Park, FL 32789

UBER is highly encouraged due to limited parking/alcohol

Keep your friends close and your
bourbon closer



SPONSORSHIPS

Pappy Van Winkle \$2,500

*Includes (1) Attendee

W.L. Weller \$2,000

*Includes (1) Attendee

Blanton's \$1,000

Old Fitzgerald \$500

Appetizer \$1,000

Drinkware \$500

Contact Taylor Dupree for additional information
tdupree@abccentralflorida.com | 407-628-2070

Good afternoon valued ACT members,

I wanted to take a minute to briefly introduce myself and express my excitement to join your organization as the new executive director. I want to thank Nancy Merced and the executive committee for their support and assistance in helping me transition into this position. Filling Nancy's shoes will not be easy, but with your input, participation, and support, we can be assured that the Academy of Construction Technologies has a bright future.

Through my career, I have had the honor of holding several positions in the non-profit world, many of them dedicated specifically to helping youth. I have worked as a Marketing Coordinator, Community Outreach Manager, Events and Public Relations Manager, Youth Community Manager, and most recently a Director of Youth Services. In these roles, I was responsible for activities including budgeting, case management, strategic planning, special events, community presentations, recruitment and retention, marketing and branding, education program management, new program development, and building community alliances. I have also had the pleasure of leading some amazing team members and developing relationships throughout the nation while serving on the board of the National Association of Workforce Development Professionals.

I recognize that it will take me a little while to get up to speed, as Nancy has me drinking from a firehose, and I intend to invest time and attention to get to know and understand the ACT culture; policies and procedures; and the economic environment impacting the construction industry throughout the region. I stand with the ACT board in its commitment to educating young adults and inspiring them to pursue a career in the construction industry. Developing new talent is crucial to the continued success and growth of Central Florida. The commitment of the ACT Board and our members is paramount to ensuring our success.

Lastly, one of the many priorities for the organization is our upcoming job fairs. To help with the transition, I would like to ask for your assistance. If your business is going to participate in one or multiple upcoming job fairs, please take a moment and complete the registration form. Also, if you could share this opportunity with your contacts, I would appreciate it enormously; the more employers we can involve, the more opportunities we'll be able to offer students. I have attached the flyer and registration form that Nancy had previously sent out. You may also register by clicking on the following link. [Click Here to Register](#).

Thank you for your time and I am looking forward to an exciting future. Feel free to reach out at any time.

Jason Lietz

C: 407-443-7451

O: 407-851-7803

E: contact@actcareers.com



Saturday, April 30th

VALENCIA COLLEGE

3437 WD Judge Dr, Orlando, FL 32808

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

CHECK IN 8AM - 9AM

CONSTRUCTION JOB FAIR 9AM - 1 PM

SKILLS COMPETITION 9AM - 12 PM

CARPENTRY | WELDING | ELECTRICAL |
PLUMBING | HVAC | HEAVY EQUIPMENT

LUNCH 12PM - 12:30PM

SPECIAL GUEST SPEAKER 12:30PM - 1PM

AWARDS 1PM - 1:30PM

**EVENT IS OPEN TO
THE PUBLIC**



SCAN ABOVE TO REGISTER AS A:

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

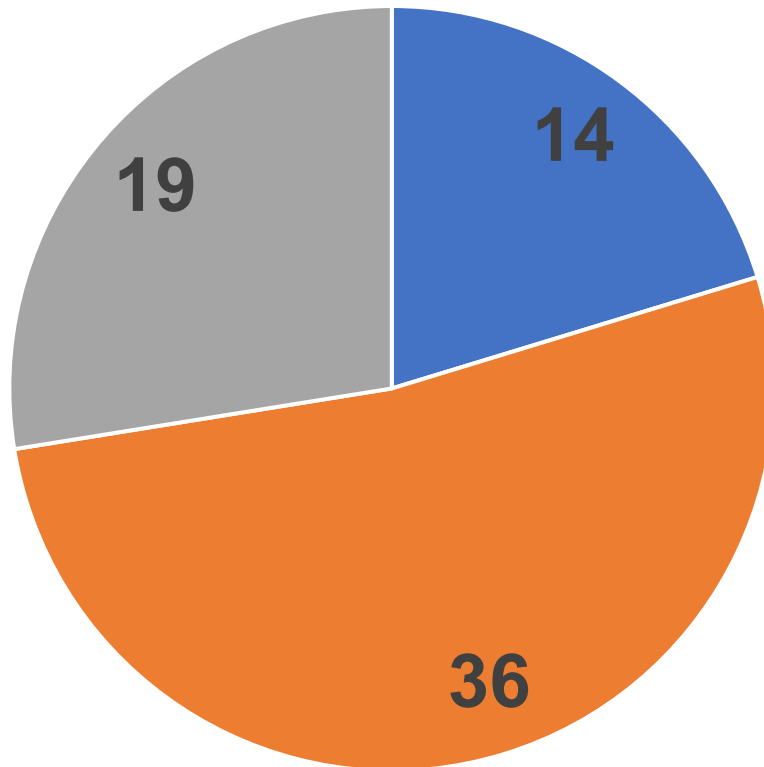
ALL MUST REGISTER ONLINE PRIOR TO ATTENDING!

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

CHAPTER SURVEY – ACE MENTOR ENGAGEMENT

Chapters Involved in ACE



■ Yes ■ No ■ No Response



**ASSOCIATED BUILDERS AND CONTRACTORS
AND
AMERICAN FOUNDATION FOR SUICIDE PREVENTION**

MEMORANDUM OF UNDERSTANDING (MOU)

THIS MEMORANDUM OF UNDERSTANDING (this “MOU”) is entered into by and between the Associated Builders and Contractors (ABC), a national construction industry trade association with offices located at 440 1st St., N.W., Ste., 200, Washington, D.C. 20001 and the American Foundation for Suicide Prevention (AFSP), a 501(c) 3 Delaware corporation with offices located at 199 Water Street, Floor 11, New York, NY, 10038. ABC and AFSP are sometimes referred to individually as a “Party” and collectively the “Parties.”

The Parties recognize the benefits of a collaborative partnership to address mental health, suicide prevention and suicide prevention awareness throughout the United States construction industry.

ABC and AFSP hereby form a Partnership to use their collaborative efforts and expertise to improve the mental health of construction workers through effective suicide prevention, intervention and postvention strategies; to encourage, equip and empower mental health champions throughout the construction workforce, and to introduce ABC and AFSP chapter networks.

ABC and AFSP will work cooperatively through this Partnership to provide communication, outreach, resources, and development opportunities by:

- Developing and disseminating information on mental health and suicide prevention in workplaces and leverage opportunities to raise awareness through print and electronic media, including the ABC and AFSP websites.
- Supporting suicide prevention and postvention education in the construction workplace at all levels of the organizations’ chapters and members.
- Participating in conferences, meetings, and other key events where worker safety and health, and safety and health practitioners’ and other professionals’ development are addressed.
- Promoting and facilitating the transfer of relevant mental health and suicide prevention and postvention research and findings to practitioners and to the construction workforce.
- Sharing opportunities at the ABC and AFSP chapter levels on supportive programs and events.

The Parties shall meet periodically to share information, review the status of the activities, and evaluate results.

Confidentiality: The Parties acknowledge that, in the course of their Partnership under this MOU, it may be necessary for one Party to provide documentation, technical and business information and/or intellectual property, in whatever form recorded (collectively, “Confidential Information”), to the other Party. All Confidential Information provided or disclosed by either Party hereunder shall remain the property of the disclosing Party, and shall be held in strict confidence by the receiving Party, unless the disclosing Party otherwise consents in writing or unless disclosure of such Confidential Information is required by applicable laws. Confidential Information disclosed by any Party hereunder (a) shall not be reproduced or copied, in whole or in part, by the receiving Party except for use as specifically authorized by this MOU; (b) shall, together with any copies thereof, be returned to the disclosing Party, or at the request of the disclosing Party, destroyed, when no longer needed for purposes of this MOU; and (c) shall only be disclosed by the receiving Party to its employees and agents who have a need to know such Confidential Information in connection with the performance of this MOU and who have agreed to comply with the confidentiality obligations set for herein.

| | |
|--|------|
| Robert Gebbia CEO American Foundation for Suicide Prevention | Date |
|--|------|

Associated Builders and Contractors Association Wide Strategic Plan Chapter Performance Award (2022 version)

The intent of the award is to recognize the all-around top chapter performance as it relates to the strategic plan goals and balanced scorecard key metrics.

Each criterion will be given a score from 1-69 for their ranking relative to all other chapters (unless otherwise noted in the table below). Ties will be given the same ranking (eg ties for 3rd will all be given a score of 3 and then the ranking will continue numerically up to 69 – ie if 2 chapters are tied at 3, those chapter are given a 3 and the 5th ranked chapter is given a 5).

All individual areas will be ranked and totaled – Chapters will be ranked 1-69 based on the overall score. The lowest score wins the overall really really really big prize.

There will also be recognition for the greatest improvement year over year in the rankings.

Highlighted criteria are being introduced in 2022 and 2023 as noted. All other criteria apply to 2021 Award.

Minimum qualification criteria:

- Chapter Strategic Plan is in Alignment with ABC Association Wide Strategic Plan

| Award Criteria | Chapter Metric | Year Introduced |
|--|--|-----------------|
| Membership | | |
| Contractor Retention | % Contractors Retained | 2019-2024 |
| Achieve Contractor Retention Goal | Ranking of 1 for all chapters who achieve 95% contractor retention goal – ranking = to # chapters below 95% | 2021-2026 |
| National Contractor Membership Dues Growth | % Contractor Membership National Dues Revenue Growth year over year | 2019-2024 |
| % Market Share Growth | % Ideal Market share growth over previous year | 2020-2025 |
| % Contractor Members | % Contractors of total chapter membership | 2020-2025 |
| Achieve % Contractor Goal | Ranking of 1 for chapters who achieve greater than 60% Contractor Membership Target – Ranking = # of chapters below 60% | 2020-2025 |
| Achieve % Contractor Goal | Ranking of 1 for chapters who achieve greater than 65% Contractor Membership Target – Ranking = to # of chapters below 65% | 2022-2027 |
| Accreditation Level | 1 year = 4, 2 year = 3, 3 year = 2, 4 year = 1, no accreditation automatic ranking at 69. | 2019-2024 |
| CBI/CCI Participation | # CBI/CCI surveys completed for the year/ # contractors | 2019-2024 |
| Health and Safety | | |
| Safety STEP Participation | STEP Contractor Participation % of Contractors | 2019-2024 |
| Safety STEP Diamond and Platinum | STEP Contractor Participation % who are STEP Platinum and Diamond - # STEP Platinum and Diamond / # contractors | 2019-2024 |
| Overall Chapter STEP TRIR | Lowest Total Chapter TRIR (total workhours of all STEP Participants and total incidents by all STEP participants) | 2019-2024 |

| | | |
|--|--|-----------|
| STEP Participation % Growth | # Contractors participating in STEP % Growth year over year | 2020-2025 |
| Achieve % STEP Goal | Ranking of 1 for chapters who achieve greater than 50% Contractor Membership Target – Ranking = \$ of chapters below 50% | 2022-2027 |
| Political Advocacy | | |
| Lawmaker site visits | # of lawmaker visits/# contractor members | 2019-2024 |
| Federal PAC Fund Raising | \$PAC raised /# Contractor Members | 2019-2024 |
| FEA Fund Raising | \$FEA raised/# Contractor Members | 2019-2024 |
| Media Impact | # National sanctioned Media Hits for the year/ # contractor members | 2019-2024 |
| ABC Action App Participation | % members participating in Action App (Downloads) - # downloads/# members | 2019-2024 |
| Workforce Development | | |
| Trimmer Fund Raising | \$ Trimmer raised /# Contractor Members | 2019-2024 |
| AQC Participation | % Contractors AQC participation | 2019-2024 |
| Total Training Classes | # Training of classes conducted/#Contractor Members | 2022-2027 |
| Sponsors a student chapter | For those who sponsor student chapters at a university or college = 1 ranking, for those who do not sponsor = 10 | 2019-2024 |
| Annual Workforce Survey Participation | Chapters with members who participate = 1 ranking, for those chapters with no member participation = 10 | 2022-2027 |
| Workforce Development Framework – Entry Point Programs | Chapters with Entry Point Programs = 1 ranking, for those chapters with no Entry Point Programs = 10 | 2023-2028 |

PAST WINNERS

2019 – Pelican Chapter

2020 – Central Texas Chapter

MOST IMPROVED

N/A

Carolinas Chapter

As important stakeholders in the nation's recovery, ABC members and their employees deserve a voice and an opportunity to participate in critical infrastructure and other federally funded projects. We are fighting for you!

President Biden's Pro-Project Labor Agreement Executive Order

President Joe Biden has signed the Executive Order on use of Project Labor Agreements for Federal Construction. Government-mandated PLAs increase the cost of construction 12% to 20%, reduce competition from 87.4% of the construction industry.

Here is what you need to know about the PLA EO:

- The EO directs federal agencies to require PLAs on federal construction projects of \$35 million or more in value.
- The EO does not affect federally assisted projects, although federal agencies have been pushing PLAs on federally assisted construction projects through grant applications and other tactics independent of this EO.
- The EO goes into effect immediately and strongly encourages federal agencies to mandate PLAs in advance of the final rule.

ABC has activated a grassroots campaign urging U.S. House and Senate lawmakers to co-sponsor the Fair and Open Competition Act (H.R. 1284/S. 403), which would prevent the federal government from mandating PLAs as a condition of winning federal or federally assisted construction contracts. ABC members are encouraged to visit the ABC Action Center and urge their members of Congress to support FOCA. ABC also issued a statement opposing the EO, highlighting why government-mandated PLAs are bad public policy. ABC will continue to invest in a variety of legal, public relations, legislative, political and other tactics to generate industry and public awareness about this issue in order to defeat federal PLAs and help elect merit shop majorities in the U.S. House, Senate and White House.

Over 1,100 Members have signed onto ABC's Letter Opposing Biden PLA Executive Order

ABC National has put together a letter highlighting concerns with the President's recently announced Executive Order 14063, imposing government mandated project labor agreements on federal construction contracts over \$35 million. ABC is encouraging our members nationwide to sign on to the letter to the Biden administration, which will be sent to the White House.

You can view the letter and sign-on here

<https://docs.google.com/forms/d/e/1FAIpQLSdesqvKZnQfXx00nDfpjwR2obcDk80mSVfaQC7cGojTxYKbuA/viewform?vc=0&c=0&w=1&flr=0>

Biden's Proposed Davis-Bacon Act Reforms Are More Pork for Special Interests

ABC released a statement on March 11 from Ben Brubeck, ABC National VP of Regulatory, Labor and State Affairs, in reaction to the U.S. Department of Labor's proposed rule,

<https://www.dol.gov/agencies/whd/government-contracts/construction/NPRM-davis-bacon>.

The Davis-Bacon Act and related acts collectively apply to an estimated \$217 billion in federal and federally assisted construction spending per year and provide government-determined wage rates for an estimated 1.2 million U.S. construction workers.

Davis-Bacon and 71 active related acts are in dire need of modernization and clarity. For decades, watchdogs in the federal government have criticized the DOL's convoluted method for determining prevailing wage and benefit rates through an outdated and unscientific survey process riddled with errors and inefficiencies.

For years, ABC has [called](#) for reforms to confusing DOL compliance rules and enforcement policies which—coupled with a dysfunctional wage determination process—have resulted in a broken system.

In its current form, Davis-Bacon needlessly raises taxpayer-funded construction costs, stifles job creation, undermines productivity and discourages competition from small businesses interested in pursuing federal and federally assisted construction projects.

ABC will continue to advocate for commonsense reforms to Davis-Bacon regulations that will provide clarity for the regulated community and create accurate and timely prevailing wages. This approach will encourage quality contractors and their skilled workforce to compete to rebuild their communities and give taxpayers the best value for investments in public works projects.

ABC encourages its members, industry stakeholders and taxpayers to suggest additional improvements to the Davis-Bacon Act regulations within the 60-day comment period deadline.

From: [Peter Comstock](#)
To: [Peter Comstock](#)
Subject: ABC Beltway Blueprint: Biden Russian Oil Ban; Young and Budd PLA EO Letters; Thune and Scott Apprenticeship Bill; Foxx Letter to DOL; and ABC PLA Letter Sign On
Date: Tuesday, March 8, 2022 3:36:34 PM
Attachments: [image002.png](#)



Legislative, Executive, PAC and FEA Committees, Board Members, Chapter Presidents, and ABC Staff,

Please see below for an update on legislation, elections, and federal, state, and local policies affecting our construction businesses and workforce; ABC's work with Congress and the administration; upcoming webinars; and critical action alerts to capitalize on opportunities to influence our nation's leaders.

The ABC Beltway Blueprint is also meant to be used as a tool for our state and local chapters to share with their members and provide updates on important ABC actions. If you have members who would like to subscribe to the Blueprint, please have them [fill out this form](#) to be added to the email list. As always, feel free to reach out with any questions or concerns.

Biden Bans Russian Energy Imports:

Today, President Biden [announced a ban on Russian imports](#) of oil, natural gas, and coal in response to the country's continued invasion and war against Ukraine.

The U.S. House is also set today to [pass legislation that would also ban Russian energy imports](#) along with other efforts to diminish Russia's global influence, though it is unclear if Speaker Pelosi will move forward with a bipartisan deal that was cut over the weekend by Ways and Means Committee Chair Richie Neal (D-Mass.); Rep. Kevin Brady of Texas, ranking Republican; Senate Finance Committee Chair Ron Wyden (D-Ore.) and Sen. Mike Crapo (R-Idaho), the top Republican on the Senate Finance Committee. This bipartisan proposal would allow President Biden to raise tariffs on goods from Russia and Belarus and authorize the President to begin the effort to kick Russia out of the World Trade Organization.

Sen. Young and Rep. Budd Lead Letters Opposing Biden PLA EO:

Yesterday, U.S. Senator Todd Young, R-Ind., and U.S. Representative Ted Budd, R-N.C., led letters to the White House opposing the President's executive order to mandate project labor agreements on federal construction projects. These letters are critical in assisting ABC's efforts to push back against the Biden administration efforts to impose restrictive labor requirements on taxpayer funded construction projects throughout the country.

[Sen. Young's letter](#) received signatures from 42 of his Republican colleagues: Tuberville, Shelby, Cotton, Boozman, Rick Scott, Crapo, Risch, Braun, Grassley, Ernst, Moran, Marshall, Paul, Cassidy, Kennedy, Collins, Wicker, Hyde-Smith, Fischer, Sasse, Burr, Tillis, Cramer, Hoeven, Portman, Inhofe, Lankford, Toomey, Tim Scott, Graham, Thune, Rounds, Blackburn, Hagerty, Cornyn, Cruz, Lee, Romney, Capito, Johnson, Lummis, and Barrasso. [Rep. Budd's letter](#) received support from 58 of his Republican colleagues.

ABC Supports Sens. Thune, Scott, Apprenticeship Legislation:

Yesterday, U.S. Senators John Thune, R-S.D., and Tim Scott, R-S.C., introduced legislation that would provide federal recognition of industry and market driven apprenticeship programs. The [Training America's Workforce Act](#), would allow third-party, DOL-approved entities, like qualifying trade associations or institutions of higher education, to recognize and perform oversight over apprenticeship programs developed by the private sector and other organizations. You may view ABC's statement on the bill below:

"The Training America's Workforce Act will support the industry-recognized, market-driven apprenticeship programs that many ABC chapters and members use to provide their workers with the skills they need for a successful career," **said Kristen Swearingen, Associated Builders and Contractors vice president of legislative and political affairs.** "At a critical time when the construction industry faces an estimated workforce shortage of 650,000 workers in 2022, we know that the flexibility and modern approach that these programs offer can provide new opportunities for all of America's workers. ABC appreciates Senator Thune and Scott's efforts to better serve construction professionals throughout the country."

Foxx, Allen Oppose Task Force Recommendations:

Today, Republican Ranking Member of the U.S. House Education and Labor Committee Virginia Foxx, R-N.C., and Rep.

Rick Allen, R-Ga., [sent a letter](#) to U.S. Department of Labor Secretary Marty Walsh criticizing restrictive labor recommendations included in the White House Task Force on Worker Organizing and Empowerment and asking for additional information related to the task force's meetings. You can view the committee's [press release here](#).

The [Task Force issued report](#) to the president outlined nearly 70 recommendations that [ABC believes](#) will limit opportunities for construction workers, small businesses and experienced contractors, including PLA mandates, restrictions for independent contractors, and additional recommendations to strip workers of their choices and rights.

REMINDER – ACTION NEEDED – ABC Sign on Letter Opposing Biden PLA Executive Order:

ABC National has put together [a letter](#) highlighting leconcerns with President Biden's recently announced Executive Order 14063, imposing government mandated project labor agreements on federal construction contracts over \$35 million. This letter will be an **opt-out only for ABC Chapters** while members nationwide are encouraged to sign on to the letter to the Biden administration, which will be sent to the White House next month. **At this time, we have over 1,100 member sign ons to the letter.**

On Feb. 4, President Biden signed an [executive order](#) requiring federal construction contracts greater than \$35 million to be subjected to [project labor agreements](#). Read ABC's statement on the executive order [here](#) and the text of the EO [here](#). ABC's letter lays out issues with President Biden's Executive Order, which would impact the allocation of funds under the \$1.2 trillion bipartisan infrastructure package that was signed into law last year. As important stakeholders in the nation's recovery from the COVID-19 pandemic and any effort to rebuild America's crumbling infrastructure, ABC members and their employees deserve a voice and an opportunity to participate in these critical infrastructure and other federally funded projects.

You may view and sign on to the letter here.



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