



Central Florida Chapter
Associated Builders and Contractors, Inc.
Board of Directors Meeting
May 16, 2022 3:30 pm
Connect | Educate | Advocate

Upcoming Training & Events:

- 5-12 Builders Breakfast
- 5-17 Legislative HobNob
- 5-18 Lien Law
- 5-18 ABC Users Summit
- 5-19 CPR & First Aid
- 5-26 Design & Building Industry Mixer
- 5-26 Maximize Your Membership
- 6-02 Top Golf
- 6-07 NexGen Graduation
- 6-10 ABC Leadership Happy Hour

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 April 18, 2022 Minutes..... Evans/Holmes
2. Financials Final March 2022 Draft April 2022 Bastin

Leadership Reports

Chair Evans

- ABCares Project
- ABC LegCon June 13 – 15 (<https://legislative.abc.org/>)
 - ABC FL Mixer Monday 13th

Chair-elect Velasco

- Nominations Committee

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

- Legislative HobNob, Straw Pool, & State issues Survey
- PAC Event 4/28/2022 T. Wert
- State Convention T. Wert
- YP Participation Holmes

Membership Report Smalley / C. Wert

- Retention for 2022 as of 5/1/2022
 - Member vrs Contractor
- 2022 New Members
 - Goal vrs Actual
 - 2022 Contractor Ratio

President & CEO Daugherty

- ABC One Conference
- ABC Leadership Happy Hour Party | June 10 | Howl at the Moon!
- Workforce Summit
- Technology Conference | October 4
- NAWIC Southeast Region Forum 2022 – Speaker
- iBuild Invitational - April 30th from 9am-1pm

Old Business

- Bi-laws 1st draft for review
- Tenant leases

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
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Key Contacts

Vice President & Chief Operating Officer Nancy Wray:
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Finance Manager Fran Conway:
fconway@abccentralflorida.org
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New Business

- April 2022 New Members approval - **Action Item**
- **June 7 - NexGen Graduation**

New Member Reception, 4:30 PM

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SAVE THE DATE

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 02 | Lake Mary
Lien Law Level | June 08 | ABC Office
ABC Leadership Happy Hour Party | June 10 | Howl at the Moon!
Foundations of Leadership | June 13 | Virtual
ABC Legislative Week | June 13 – 16 | Washington D.C.
CPR & First Aid | June 15 | ABC Office
Basic Workers Comp & Claims Management | June 21 | ABC Office
2022 ABC Legal Conference | June 23 | Virtual

July

Builders Breakfast | July 08 | ABC Office
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 & 26th
CPR & First Aid | May 15 | ABC Office
Construction Expo | September 22 | Central Florida Fairgrounds

October

Technology Conference | October 4
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

April 18, 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
Kevin Bradford	Director	Charles Perry Partners, Inc.
Roy Burkett	Director	S. I. Goldman Company, Inc.
Chris Evans	Chair	Brasfield & Gorrie, LLC
Juan Garcia	Vice-Chair	PCL Construction Services, Inc.
Julie Holmes	Vice-Chair	JK2 Scenic
C. L. Janeski	Director	Tri-City Electrical Contractors
Michael Jordan	Director	Universal Forming, Inc.
John Kurtz	Director	Gilbane Building Company
Earl Lomas	Director	Terry's Electric, Inc.
Debbie Rodriguez	Director	Quality Labor Management, LLC
David Schultz	Director	CEMEX
Scott Scruby	Director	Sunbelt Rentals
John Smalley	Director	Hensel Phelps
Chad Tinetti	Director	Tavistock Development
Derrick Valkenburg	Director	Shutts & Bowen
Carlos Velasco	Chair-Elect	Acousti Engineering Company of Florida
Matt Walton	Director	MiGre Engineers, LLC

BOARD MEMBERS ABSENT

Roxana Hernandez	Director	Turner Construction Co.
Willis Milner	Director	Balfour Beatty
Michael Parks	Immediate Past Chair	Hoar Construction, LLC
Jonathan Sheppard	Director	Austin Commercial, LP
Thomas P. Wert	Vice Chair	Dean Mead Attorneys at Law

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
Nancy Wray	VP

GUESTS

Robert Stuart, Jr.	Gray Robinson
Ben Goodin	Baker Concrete Construction, Inc.

CALL TO ORDER

- **EVANS** called the board meeting to order at 3:33 PM with the Pledge of Allegiance.
- ABC/UCF Student Chapter gave a presentation to the board on their most recent competition and presented **EVANS** with an ABC/UCF Student Chapter polo shirt.

CONSENT AGENDA

1. MINUTES

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

2. FINANCIALS

- **BASTIN** reviewed the final February financials.
- **A motion was made and seconded to approve the February 2022 financials. The motion passed.**
- **BASTIN** reviewed the draft March financials. Total equity is up, \$2.3 million compared to \$2.1 million LY.

LEADERSHIP REPORTS

- **EVANS** recapped Board of Governors event. Working to keep that group engaged.
- **VELASCO** recapped Spring Poker Run event.

VICE CHAIRS

- **HOLMES** recap of YP group's site tour of Camping World Stadium, 35 members attended. YP Committee is looking for more members to be involved, currently at 8 people and would like to have 15-20. Applications go out next month to apply to be on the committee. YP Group list to be sent to the board.
- **GARCIA** the Workforce Summit is April 20 to brainstorm what the chapter wants out of the Workforce Fund. Next month's board meeting will have a recap so board can approve the direction decided on.
 - Casino Night will be August 19 at the Orlando Science Center to raise money for the Workforce Fund.
- **WALTON** PAC Fundraiser is April 28 for the Bourbon Tasting. Legislative Hobnob is going to be May 17 at Leu Gardens. Working on the 2023 Legislative Priorities survey to go out prior to the Hobnob, priorities will be taken to the State Convention.

MEMBERSHIP REPORT

- **SMALLEY** closed March with 364 member companies having renewed, 44 dropped member companies, and 80.71% of invoiced renewals paid.
 - Contractor members are at 62.1% of the membership, chapter goal is 70% contractors.
 - 31 new members so far in 2022, goal for 2022 is 90.
 - Future member, dropped, new, and still to renew call lists handed out.
 - The next New Member Reception is after the May board meeting.

NEW MEMBER COMPANIES

ADT Commercial	Category 6
Associated Industrial Riggers	Category 6
DisposAll, Inc	Category 2
Frank Gay Commercial	Category 10.2
Mellott Construction, LLC	Category 7
Mullet's Aluminum Products, Inc.	Category 7
Northwestern Mutual	Category 1
Remediation Specialists, Inc.	Category 9
Sciens Building Solutions	Category 7

USI

Category 1

Verizon Wireless

Category 2

Victaulic

Category 2

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

PRESIDENT'S REPORT

- **DAUGHERTY** tenant taskforce met, Tinetti working to get building evaluated correctly, Wert helping to draft leases.
- April 30, ABC will be represented at the NAWIC Southeast Forum, Michele doing a mini keynote speech.
- iBuild invitational is April 30, see Debbie Rodriguez to get involved, CF ABC is sponsoring.
- Rooms for State Convention are filling fast, reserve rooms ASAP if you want to get one.
- Design Build Mixer is on May 26, requested board to be encouraging architects to attend as well.
- Talking points handed out on ABC to give board members various topics to talk to non-members about joining.
- Reminder that the EIC entry deadline is April 30.

NEW BUSINESS

- **STUART** the last session social issues took up more than half of the committee and floor time. Money passed in budget for infrastructure projects. Regarding ABC, it was a do no harm session. There were no ABC priority bills but ABC's voice was critical to the debate of other bills including the Construction Defects Bill that was not passed.
 - Special session starts April 19 for redistricting. Challenges expected to go to state and federal courts.
 - Special session to happen in May regarding the property tax crisis. Surfside Condo issue will probably be dealt with during that session.
- **GOODIN** presented the ABCares Project for The Foundation for Foster Children to do a tenant build-out for children aging out of the foster system to provide them with life/job skills, so they do not end up homeless. An office suite has been purchased, need companies to take the charge to do the build out. Asking board to help and a good opportunity for ABC to reach out to the community to get partners to help this happen.

NEXT MEETING

- May 16, 2022, 3:30 PM followed by a New Member Reception at 4:30 PM

ADJOURNMENT

- **EVANS** adjourned the meeting at 5:16 PM.

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

	<u>Mar 31, 22</u>	<u>Mar 31, 21</u>
ASSETS		
Current Assets		
Checking/Savings		
11000 · Petty Cash	500.00	1,328.73
11010 · Raymond James Investment Acct	746,884.15	661,011.06
11026 · Operating - Winter Park Bank	145,542.12	62,912.59
11030 · Operating MM - Winter Park Bank	777,271.62	955,809.59
11031 · Operating - Workforce Funds	185,175.00	0.00
Total Checking/Savings	1,855,372.89	1,681,061.97
Accounts Receivable	95,068.31	35,590.25
Other Current Assets		
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	31,227.85	53,512.29
11240 · Inventory	4,055.30	5,713.87
Total Other Current Assets	298,403.23	316,197.52
Total Current Assets	2,248,844.43	2,032,849.74
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	-1,298,634.56	-1,207,178.32
Total Fixed Assets	1,480,036.68	1,592,497.92
Other Assets	618.30	618.30
TOTAL ASSETS	<u>3,729,499.41</u>	<u>3,625,965.96</u>
LIABILITIES & EQUITY		
Liabilities		
Current Liabilities		
Accounts Payable	17,365.61	32,731.92
Credit Cards	0.00	21,853.86
Other Current Liabilities		
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	51,720.60	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

12:36 PM

05/06/22

Accrual Basis

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

	<u>Mar 31, 22</u>	<u>Mar 31, 21</u>
Total Other Current Liabilities	1,336,480.78	1,388,151.30
Total Current Liabilities	1,353,846.39	1,442,737.08
Long Term Liabilities	18,090.04	26,337.96
Total Liabilities	1,371,936.43	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	-4,517.30	5,853.76
Total Equity	2,357,562.98	2,156,890.92
TOTAL LIABILITIES & EQUITY	<u>3,729,499.41</u>	<u>3,625,965.96</u>

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

March 2022

	Mar 22	Budget	Jan - Mar 22	YTD Budget	Annual Budget
Ordinary Income/Expense					
Income					
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	37,483.44	29,132.22	93,263.32	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	6,207.24		9,886.15		
Total Income	199,175.12	195,858.62	525,947.58	560,166.40	2,419,685.68
Gross Profit	199,175.12	195,858.62	525,947.58	560,166.40	2,419,685.68
Expense					
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	13,178.52	16,650.00	40,256.59	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.	324.59	225.00	667.86	675.00	2,700.00
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
66030 · Job Site Signs expense	414.42	275.00	699.65	825.00	3,300.00
66040 · Student Chapter Expense	6,207.24		9,886.15		
66050 · Personnel Expenses	77,415.14	87,767.84	235,654.16	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	574.42	500.00	1,111.07	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	3,088.59	2,500.00	3,688.45	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	3,163.48	3,083.33	12,034.12	9,249.99	36,999.96
69100 · Office - Postage	1.97	83.34	72.73	250.01	1,000.00
69120 · Telephone & Data Expense	1,023.24	975.00	2,755.44	2,925.00	11,700.00
69190 · Computer Software	1,200.22	961.34	3,878.46	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	470.88	408.34	1,119.02	1,225.01	4,900.00

2:37 PM

05/05/22

Accrual Basis

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

March 2022

	Mar 22	Budget	Jan - Mar 22	YTD Budget	Annual Budget
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
Total Expense	182,167.90	190,252.22	522,701.88	563,009.11	2,462,374.84
Net Ordinary Income	17,007.22	5,606.40	3,245.70	-2,842.71	-42,689.16
Other Income/Expense					
Other Income					
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
Total 470122 · First Floor Lease Space	6,050.86	6,050.86	18,152.58	18,152.58	69,082.74
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
Total 47012 · Rental Income	6,050.86	6,259.19	18,502.58	18,777.57	71,582.70
47020 · Gain (Loss) on Investment/Asset	-5,623.56	668.00	-28,526.11	2,000.00	8,000.00
Total Other Income	1,732.73	7,635.53	-7,763.00	22,902.58	88,082.70
Other Expense					
69392 · Rental Expense (Classroom)	0.00	20.84	0.00	62.51	250.00
Total Other Expense	0.00	20.84	0.00	62.51	250.00
Net Other Income	1,732.73	7,614.69	-7,763.00	22,840.07	87,832.70
Net Income	18,739.95	13,221.09	-4,517.30	19,997.36	45,143.54

Associated Builders and Contractors, Inc.
Balance Sheet Prev Year Comparison Draft
As of April 30, 2022

	Apr 30, 22	Apr 30, 21
ASSETS		
Current Assets		
Checking/Savings		
11000 · Petty Cash	500.00	563.18
11010 · Raymond James Investment Acct	726,628.23	667,026.88
11026 · Operating - Winter Park Bank	168,317.65	39,843.78
11030 · Operating MM - Winter Park Bank	777,380.39	946,005.72
11031 · Operating - Workforce Funds	174,675.00	0.00
Total Checking/Savings	1,847,501.27	1,653,439.56
Accounts Receivable	22,824.88	25,980.68
Other Current Assets		
11200 · Prepaid National Dues	177,378.54	172,467.79
11210 · Prepaid State Dues	46,962.60	38,714.00
11220 · Prepaid Insurance	14,764.70	21,616.71
11230 · Prepaid Expenses	22,069.64	34,791.10
11240 · Inventory	4,055.30	5,151.18
1499 · Undeposited Funds	0.00	500.00
Total Other Current Assets	265,230.78	273,240.78
Total Current Assets	2,135,556.93	1,952,661.02
Fixed Assets		
11300 · Equipment & Furniture	125,925.26	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	-1,305,456.56	-1,214,225.88
Total Fixed Assets	1,480,414.68	1,585,450.36
Other Assets	618.30	618.30
TOTAL ASSETS	3,616,589.91	3,538,729.68
LIABILITIES & EQUITY		
Liabilities		
Current Liabilities		
Accounts Payable	6,639.72	11,041.03
Credit Cards	0.00	28,799.02
Other Current Liabilities		
21030 · State Unemployment Tax Payable	11.08	0.00
21040 · Federal Unemployment Payable	413.00	0.00
2110 · Direct Deposit Liabilities	25,084.56	0.00
22100 · Sales Tax Payable	190.52	443.01
22110 · Accrued Property Taxes	14,233.32	14,233.32
22112 · Equipment Lease - ST	5,528.99	5,348.18
22201 · Tennant Security Deposits	6,426.80	6,426.80
22202 · Future Events Income	57,620.11	46,592.89
22203 · Member & Training Services	67,714.92	61,957.35
22204 · 2022-Renewals Income	721,089.36	0.00
22205 · Partial Pays Renew/New Members	2,925.00	0.00
22206 · Unearned for 2021-Renewals	0.00	710,723.05
22207 · Unearned for 2020-New Members	0.00	31,145.61
22208 · 2021-New Member Income	53,270.30	63,750.58
22209 · VIP Sponsorship Income	218,571.78	191,207.50
22210 · 2022 New Member Income	44,026.00	0.00
22211 · PAC Funds	2,090.00	740.00
22300 · Trimmer Constr. Ed. Foundation	0.00	400.00
22301 · Free Enterprise Alliance	0.00	600.00

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05/06/22

Accrual Basis

Associated Builders and Contractors, Inc.
Balance Sheet Prev Year Comparison Draft
As of April 30, 2022

	<u>Apr 30, 22</u>	<u>Apr 30, 21</u>
22305 · Workforce Enhancement Fund	3,377.92	158,791.76
Total Other Current Liabilities	1,222,573.66	1,292,360.05
Total Current Liabilities	1,229,213.38	1,332,200.10
Long Term Liabilities	18,090.04	26,337.96
Total Liabilities	1,247,303.42	1,358,538.06
Equity		
30000 · Opening Bal Equity	604,557.55	419,382.55
31100 · Retained Earnings	1,757,522.73	1,731,654.61
Net Income	7,206.21	29,154.46
Total Equity	2,369,286.49	2,180,191.62
TOTAL LIABILITIES & EQUITY	<u>3,616,589.91</u>	<u>3,538,729.68</u>

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05/06/22

Accrual Basis

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

	Apr 22	Budget	Jan - Apr 22	YTD Budget	Annual Budget
Ordinary Income/Expense					
Income					
41000 · New Members	6,654.50	9,068.00	35,828.00	78,253.00	115,200.26
41001 · New Member Credit Forward	6,658.78	6,658.78	26,635.12	26,635.12	79,905.42
41010 · Renewals	95,248.25	92,162.93	360,544.68	352,104.65	1,089,408.09
41020 · Enrollment Fee	300.00	600.00	3,375.00	4,300.00	9,000.00
41030 · Membership Promotion	0.00	0.00	0.00	1,000.00	1,000.00
43000 · Seminars Registration	21,778.95	16,587.22	115,042.27	102,624.88	188,604.07
43020 · Safety Seminar Registration	1,264.07	676.07	4,954.07	3,334.28	8,702.84
44000 · Meetings (Ticket Event)	7,424.00	5,300.00	74,680.00	79,450.00	147,450.00
44010 · Golf Tournaments	128,235.55	114,150.00	128,235.55	114,150.00	185,950.00
44030 · Construction Expo	0.00	0.00	0.00	0.00	90,700.00
44050 · EIC Construction Awards	0.00	0.00	210.00	0.00	308,450.00
44100 · Special Events (Sponsors)	3,750.00	5,000.00	11,750.00	16,750.00	39,990.00
44105 · Special Events (YP)	0.00	0.00	0.00	0.00	1,500.00
44107 · Special Other Income	660.23	0.00	3,214.22	3,800.00	5,000.00
45000 · BCF Magazine Advertising	6,662.50	7,542.50	26,625.20	31,210.00	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	25.00	100.00	1,750.00	1,875.00	2,075.00
45020 · Weekly Email Advertising	300.00	300.00	900.00	1,200.00	3,600.00
46030 · Job Site Signs Sales	0.00	541.67	1,279.15	2,166.64	6,500.00
46040 · Student Chapter	1,677.04		11,563.19		
Total Income	280,638.87	258,687.17	806,586.45	818,853.57	2,419,685.68
Gross Profit	280,638.87	258,687.17	806,586.45	818,853.57	2,419,685.68
Expense					
61000 · National Dues	22,606.59	22,523.88	84,262.05	95,471.07	268,313.83
61010 · National Dues Credits	1,106.78	1,106.79	4,427.12	4,427.16	13,281.42
61020 · State Dues	5,872.92	5,015.99	22,010.42	20,621.74	59,000.00
61030 · State Dues Credits	367.71	367.70	1,470.84	1,470.82	4,412.50
61040 · Member Fees & Promotion	788.62	1,500.00	7,883.15	12,800.00	25,600.00
63000 · Seminar Expense	1,644.04	2,850.00	22,660.48	37,396.17	60,506.17
63020 · Seminar Instructors	6,162.78	6,125.00	21,317.78	21,425.00	44,959.00
63100 · Safety Seminar Expense	8.23	0.00	581.65	0.00	0.00
63120 · Safety Instructors	400.00	200.00	800.00	800.00	2,000.00
64000 · Meetings (Ticket Event) Expense	5,142.81	1,650.00	45,399.40	38,950.00	78,450.00
64010 · Golf Tournaments Expense	74,066.57	80,150.00	76,123.76	80,150.00	111,950.00
64030 · Construction Expo Expense	115.55	0.00	115.55	0.00	38,350.00
64050 · Construction Awards Expense	421.43	0.00	791.31	0.00	203,900.00
64100 · Special Events (Sponsor) Exp	1,160.95	2,500.00	3,434.40	9,500.00	21,790.00
64105 · Special Events Expense (YP)	0.00	0.00	0.00	0.00	500.00
64107 · Special Other Expenses	660.23	0.00	3,214.22	3,800.00	5,000.00
64112 · Meetings & Events General Exps.	77.95	225.00	745.81	900.00	2,700.00
65000 · BCF Magazine Expense	1,843.59	2,340.00	9,020.77	9,360.00	28,100.00
65010 · Membership Directory Expense	48.12	0.00	340.70	0.00	8,000.00
65012 · Monthly Mailing Expense	561.46	450.00	1,796.19	1,800.00	5,400.00
65030 · Internet Website	700.00	416.67	2,064.31	1,666.64	5,000.00
66030 · Job Site Signs expense	0.00	275.00	699.65	1,100.00	3,300.00
66035 · Apprenticeship Enhance. Fund	10,500.00		10,500.00		
66040 · Student Chapter Expense	1,677.04		11,563.19		
66050 · Personnel Expenses	85,432.91	87,766.84	321,087.07	351,069.36	1,103,206.00
66060 · Insurances	1,565.65	1,858.33	7,289.75	7,433.32	22,299.96
67050 · Staff & Team Development	245.67	500.00	1,356.74	2,000.00	6,000.00
68000 · Auto Expense	1,000.00	1,250.00	4,000.00	5,000.00	15,000.00
68110 · State Meetings	0.00	0.00	3,356.18	2,250.00	4,000.00
68130 · National Meetings	0.00	0.00	3,688.45	2,500.00	10,000.00
68180 · Chapter Planning Conference	0.00	0.00	0.00	0.00	5,000.00
68190 · Other Conferences	432.85		432.85		
68200 · President's Expense	0.00	166.67	0.00	666.64	2,000.00
68210 · Board of Directors Meetings	0.00	3,000.00	1,750.50	3,000.00	15,000.00
68220 · Committee Meetings	633.10	291.66	948.85	1,166.68	3,500.00
69000 · Utilities	3,164.67	3,163.08	10,526.13	12,652.36	37,957.00
69020 · Property Taxes	3,558.33	3,958.50	15,002.87	15,834.00	47,502.00
69030 · Janitorial & Cleaning	1,065.00	1,000.00	3,141.75	4,000.00	12,000.00
69040 · Building Supplies/Maintenance	2,067.58	3,083.33	14,101.70	12,333.32	36,999.96
69100 · Office - Postage	22.95	83.33	95.68	333.34	1,000.00
69120 · Telephone & Data Expense	594.46	975.00	3,349.90	3,900.00	11,700.00
69190 · Computer Software	1,488.19	961.33	5,366.65	3,845.34	11,536.00

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

	Apr 22	Budget	Jan - Apr 22	YTD Budget	Annual Budget
69200 · Leased Office Equipment	497.05	475.00	1,988.20	1,900.00	5,700.00
69210 · Office Supplies	576.67	408.33	1,695.69	1,633.34	4,900.00
69220 · Equipment R&M, Supplies	633.32	833.33	2,511.14	3,333.32	9,999.96
69300 · Advertising expense	0.00	0.00	0.00	0.00	1,000.00
69315 · Bank Charges	23.80	25.00	91.04	100.00	300.00
69325 · Interest Expense	67.44	63.42	281.07	253.66	761.00
69340 · Professional Services	9,000.00	9,500.00	9,274.95	9,850.00	11,000.00
69350 · Taxes & Licenses	0.00	25.00	519.26	100.00	300.00
69370 · Dues, Subscript., Sponsorships	0.00	100.00	159.72	400.00	1,200.00
69390 · Miscellaneous Expenses	0.00		7,000.00		
69400 · Depreciation	6,822.00	7,666.67	27,288.00	30,666.68	92,000.04
Total Expense	254,825.01	254,850.85	777,526.89	817,859.96	2,462,374.84
Net Ordinary Income	25,813.86	3,836.32	29,059.56	993.61	-42,689.16
Other Income/Expense					
Other Income					
47000 · Interest Income	604.73	708.33	2,213.78	2,833.34	8,500.00
47010 · Miscellaneous Income	5.94		657.42		
47012 · Rental Income					
470122 · First Floor Lease Space					
470125 · Astronaut Lease Ste101-2,975.00	2,975.00		11,900.00		
470126 · Empire Elect ste102 - 1,175.86	1,175.86		4,703.44		
470127 · United Form ste100/103-1,900.00	1,900.00		7,600.00		
470122 · First Floor Lease Space - Other	0.00	6,050.86	0.00	24,203.44	69,082.74
Total 470122 · First Floor Lease Space	6,050.86	6,050.86	24,203.44	24,203.44	69,082.74
470123 · Classroom rental	0.00	208.33	275.00	833.32	2,499.96
470124 · Rental Supplies	0.00		75.00		
47012 · Rental Income - Other	0.00	0.00	0.00	0.00	0.00
Total 47012 · Rental Income	6,050.86	6,259.19	24,553.44	25,036.76	71,582.70
47020 · Gain (Loss) on Investment/Asset	-20,751.88	665.00	-49,277.99	2,665.00	8,000.00
Total Other Income	-14,090.35	7,632.52	-21,853.35	30,535.10	88,082.70
Other Expense					
69392 · Rental Expense (Classroom)	0.00	20.83	0.00	83.34	250.00
Total Other Expense	0.00	20.83	0.00	83.34	250.00
Net Other Income	-14,090.35	7,611.69	-21,853.35	30,451.76	87,832.70
Net Income	11,723.51	11,448.01	7,206.21	31,445.37	45,143.54

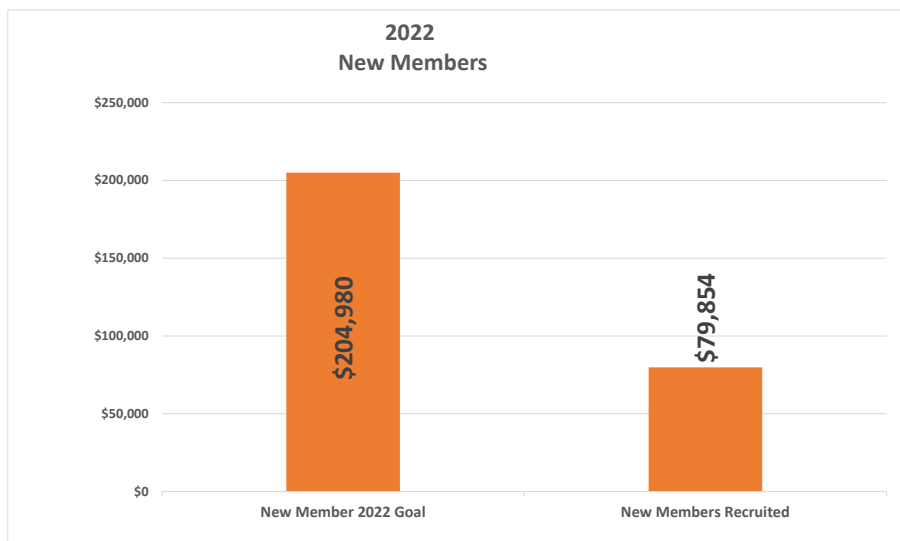
Associated Builders and Contractors, Inc.

A/R Aging Summary

As of April 30, 2022

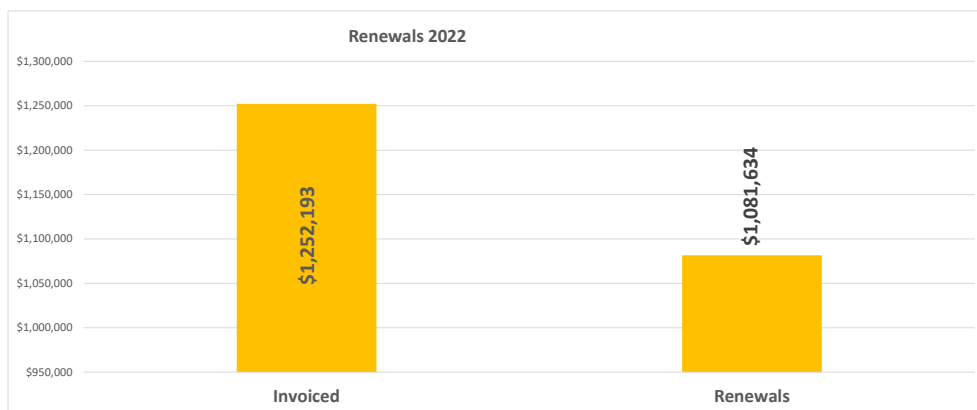
	Current	1 - 30	31 - 60	61 - 90	> 90	TOTAL
ABC Merit Shop PC - C	0.00	0.00	0.00	0.00	0.00	0.00
Acousti Engineering Company of Fl.	0.00	1,665.00	550.00	0.00	0.00	2,215.00
Aireko Construction	0.00	0.00	0.00	0.00	1,250.00	1,250.00
Austin Commercial, LP	0.00	0.00	225.00	0.00	0.00	225.00
Balfour Beatty Construction(Centex)	0.00	500.00	0.00	0.00	0.00	500.00
Competitive Edge Partners & Consulting	0.00	315.00	0.00	0.00	0.00	315.00
CORE Construction Services of FL, LLC	0.00	1,600.00	0.00	0.00	1,250.00	2,850.00
CT Mechanical	0.00	0.00	250.00	0.00	0.00	250.00
DisposAll, Inc.	0.00	0.00	125.00	0.00	0.00	125.00
Environmental Holdings Group	0.00	375.00	0.00	0.00	0.00	375.00
Finfrock Construction, LLC	0.00	0.00	225.00	0.00	4,500.00	4,725.00
Gray/Robinson	0.00	500.00	0.00	0.00	0.00	500.00
J.A. Croson, LLC.	0.00	215.00	0.00	0.00	0.00	215.00
KBI Staffing Solutions LLC	0.00	500.00	0.00	0.00	0.00	500.00
Lebolo Construction Management, Inc.	0.00	0.00	0.00	125.00	0.00	125.00
National Trench Safety, LLC	0.00	400.00	0.00	0.00	0.00	400.00
OHL Building, Inc. (formerly OHL-Arellano	0.00	0.00	125.00	0.00	0.00	125.00
Omnia Construction Group LLC	0.00	0.00	225.00	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	0.00	295.00	0.00	295.00
PCL Construction	0.00	60.00	0.00	0.00	500.00	560.00
PPC Professional Services, Inc.	0.00	0.00	125.00	0.00	0.00	125.00
RB Marks Construction, Inc.	0.00	0.00	125.00	0.00	0.00	125.00
REX Construction Services, Inc.	0.00	0.00	385.00	0.00	0.00	385.00
RJD Risk Management, Inc.	0.00	0.00	0.00	0.00	0.00	0.00
Sinns & Thomas Electrical Contractors, Inc	0.00	0.00	0.00	125.00	0.00	125.00
Southern Fire Protection of Orlando	0.00	350.00	0.00	0.00	0.00	350.00
Sunstate Equipment Co., LLC	0.00	0.00	0.00	0.00	200.00	200.00
Superior Skilled Trades LLC	0.00	0.00	125.00	0.00	0.00	125.00
Thermal Tech, Inc.	0.00	0.00	0.00	367.88	0.00	367.88
Tradesmen International, Inc.	0.00	0.00	0.00	0.00	12.00	12.00
Tucker Paving, Inc.	0.00	500.00	0.00	0.00	0.00	500.00
Turner Construction Co.	0.00	750.00	0.00	0.00	0.00	750.00
Village Pools of Central FL, LLC	0.00	395.00	0.00	0.00	0.00	395.00
Workrise Technologies Inc	0.00	0.00	0.00	1,940.00	0.00	1,940.00
TOTAL	0.00	8,125.00	2,485.00	2,852.88	7,862.00	21,324.88

New Members for 2022



Renewed Members for 2022

Renewal Invoices:	\$1,252,193.19
Paid as of Month End:	\$1,081,634.05
Percentage of Invoiced:	86.4%



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

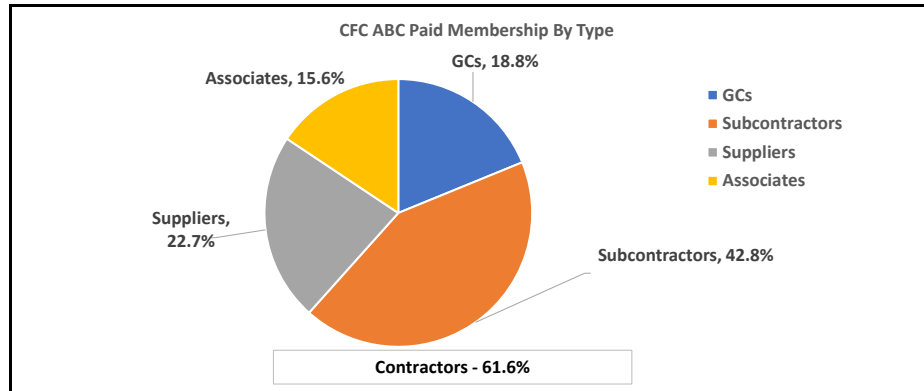
**Central Florida Chapter
Associated Builders & Contractors, Inc.
Membership Report
April 30, 2022**

Membership by Company

<i>Member Companies</i>	
Companies as of YE 2021:	451
2022 Renewed:	374 82.93%
Dropped:	52
Unpaid:	25
Renewals:	374
New Members for 2022:	35 38.89%
Total Paid 2022 Membership:	409

Percentage of Budgeted New Members (90)

Membership by Type



March 2022 New Members

COMPANY	CONTACT	CO. PHONE	CTG/TRADE	BOARD SPONSOR
Commercial Trade Source	Trevor Shaw	321-7430-6736	2-Skilled labor staffing	C. Evans
Ovation Construction Company	Michael Provost	407-242-5429	10.1-General Contractor	R. Burkett
Stark Technologies Group, LLC	Gregory Gronemeier	407-859-6802	10.1-HVAC/Mechanical, security, BMS	W. Milner



Central Florida Chapter ABC ABC Board Election Schedule 2022

May	Review with Chair-elect, President, VP – schedule and process for Board Election
May	Determine Nomination Committee participants - Schedule first meeting
June	Application form is emailed in June. Nomination forms are also available upon request and on the Chapter website. Form may be completed by individual running or by someone else. Forms may be submitted to ABC via email, by mail or in person
	Nomination Committee meets. Develop list of potential applicants, nominations.
July 31	Application forms are due. Each candidate and incumbent are sent questionnaire to complete and return.
	Nomination Committee reviews applications, determine individuals to interview, reviews incumbents.
August 1-14	Nominations Committee interview candidates and incumbents. Determines slate to present to Board of Directors.
August 15	Board meeting - the list of candidates is submitted to the board for approval
August 16	Ballot is created and emailed to membership before September 15.
September 30	Ballots must be cast end of day on September 30.
October 1- 8	Two past Chairman of the Chapter will serve as tellers of election and tabulate the results. Individuals receiving the most votes are selected to fill the open positions. The new slate of officers is then announced at the regular meeting of the Board of Directors in October.
October 17	Board for new year is announced at October board meeting
January 1	New board begin term

The Board of Directors consists of the officer positions: Chair, Chair-elect, Vice Chair(s), Secretary, Treasurer, and immediate past Chair; 12 others elected at large from general contractor and subcontractor member firms; and four board members from the supplier and associate members at large, and up to two board members from construction user/owner. Additional board members from outlying area groups, such as Lake, Volusia or Osceola counties, may also be appointed.

Officers, the immediate past chair, the construction user/owner and outlying area group board members shall serve for a term of one year.



CFC ABC 2023 Board of Directors Application

The election for open positions on the 2023 Central Florida Chapter Associated Builders and Contractors (CFC ABC) Board of Directors is in September. The CFC ABC Nominating Committee will be accepting applications through the end of the day on **July 31, 2021**.

YOUR OPPORTUNITY

This is your opportunity to participate in the leadership of CFC ABC. If you are interested in being on the CFC ABC Board of Directors ballot complete this application and return it to mwyllie@abccentralflorida.org. Several positions on the Board will be filled through this election. The current Board list is on the CFC ABC website at abccentralflorida.com/chapter-leadership/.

WHO IS ELIGIBLE & WHEN TO APPLY?

Unlike other construction associations, all members of ABC -- general contractor, subcontractor, supplier, or professional associate -- are eligible to hold office in CFC ABC. The Nominating Committee will review the applications received, conduct interviews, and present a qualified list to the Board of Directors for its approval at the August Board meeting.

The official ballot will be distributed via email to membership following that meeting and voting must be completed by the end of September. The primary contact from each member firm in good standing will receive one ballot. The chairman of the Nominating Committee is Carlos Velasco, (321) 436-9274, carlosvelasco@acousti.com.

WHAT'S EXPECTED OF A DIRECTOR?

During a term of office (up to three years) that begins January 1, a director of CFC ABC must make a commitment to the association to actively participate through leadership and by example. CFC ABC is a membership driven organization. From committees to member services, from legislative affairs to member receptions, all ABC directors are expected to initiate new ideas and participate in the decisions.

Responsibilities for the 2023 Board of Directors will include board meeting attendance, financial support, membership recruitment and retention, participation in Chapter, State and National programs, and encouraging others from your firm to participate.

Members of the Board of Directors must have a higher level of commitment to the association. This will result in spending your time and resources in support of meetings, communications, and industry representation. Those Board members with a personal knowledge and belief in purpose and mission of ABC are much more likely to succeed in their leadership.

Members of the Board of Directors are often called upon to represent ABC to other members, to speak to the value and services provided by the association. Many of the services and functions of the association are guided and developed by committees.

Complete the application on page two and return to ABC. The Nominating Committee will review all applications and notify you if you are selected for an interview.

Please consider my application for the Central Florida Chapter ABC 2023 Board of Directors:

Name _____ Title _____

Company _____

Length at current co. _____ CFC ABC Chapter join date: _____

Email _____

Office Phone _____ Cell _____

Will your firm support your time commitment to CFC ABC that this position requires?

Will your firm support your financial commitment to CFC ABC that this position requires?

What do you believe is your company's commitment to ABC?

What is your personal knowledge and belief in the purpose and mission of ABC?

Why are you interested in participating in CFC ABC?

Why do you want to join the Central Florida Chapter ABC Board of Directors?

Are you in a position to make decisions on behalf of your company?

On a corporate level, what has been your company's participation in CFC ABC?

On a personal level, what has been your participation in CFC ABC?

List area(s) of expertise/contribution you feel you can make:

If elected, what do you want to accomplish as a Director in your term of office on the CFC ABC Board of Directors?
(Terms are up to 3 years).

If elected, how would you like to benefit from your board participation?

What else would you like your peers to know about you and/or your company that would recommend you for ABC leadership?

Please list your current volunteer commitments with other organizations:

Attached a short (150 words or less) bio and head shot. This information will be included with the electronic ballot if candidate is approved by the Board of Directors.

If elected I pledge to:

- Attend a minimum of 85% of the scheduled board meetings
- Attend the annual ABC CF planning session
- Attend the LegCon or State Planning Conference
- Participate on a Committee or Task Force
- ABC CF VIP Sponsorship (or equivalent) annually
- Recruit at two new contractor members each year
- Participate in Chapter, State, and National events
- Attend 2 out of 3 Chapter premier events each year
- Participate in membership renewal efforts
- Participate and/or recruit others in your company to participate in committees, political action, and/or educational programs
- Contribute to Chapter and National ABC PAC (Political Action Committee)

Date _____ Signature _____

Please include a head shot photograph and a short bio, which may be used if approved for the board ballot.

Deadline to apply is July 31, 2022

Mail: Board of Directors Nominations Committee,
CFC Associated Builders and Contractors, Inc., 651 Danville Dr., Suite 200, Orlando, FL 32825-6393
Email vp@abccentralflorida.org • Phone 407/628-2070

Month: April/May

EXCELLENCE IN CONSTRUCTION AWARDS

ENTRIES RECEIVED AS OF 5/2: 123 (not including all Disney or hard copy, still processing) / Goal: 160

NEW:

- AJ Flooring (3 entries)
- Blue Cord Design & Construction, LLC
- Certified Finishes (2 entries)
- Coastal Construction Company
- Creative Concepts of Orlando
- Dreamcrete Custom Creations
- Falkbuilt Ltd.
- ISEC, Inc.
- KAR & Larrabee Mechanical Contractors
- Sky Builders USA LLC (2 entries)
- Southeast Mechanical Contractors
- Sprinklomatic Fire Protection Systems, Inc. (3 entries)
- Stark Tech
- T&T Construction of Central FLA, Inc.
- Walbridge

APRIL HIGHLIGHTS

Spring Golf Tournament #1, April 11 - ***HIGHEST VOLUME OF SPONSORSHIPS IN 5 YEARS***

- Sponsorships: \$7,800 (typical \$3,500 range)

YP Site Tour: Camping World Stadium, April 14 - ***HIGHEST YP SITE TOUR ATTENDANCE/TURN OUT EVER***

- RSVPS: 42 / ATTENDED: 35

***SEE BACK FOR UPCOMING
EVENTS***



UPCOMING EVENTS

MAY 12	MAY 17	MAY 26	JUNE 2
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BUILDERS' BREAKFAST



VISION 2050: Orange County Planning

The Vision 2050 initiative will guide how and where growth will occur during the next three decades



Presenter: Alberto A. Vargas, Manager, Planning Division

LEGISLATIVE HOBNOB



Join ABC & partnering industry organizations for an evening to network with state representatives!

Balfour Beatty



DESIGN & BUILD INDUSTRY MIXER



Donate for Second Harvest Food Bank in the form of a non-perishable food, cash, or check. **FREE DRINK TICKET TO THE FIRST 100 PEOPLE**



TOPGOLF



Network, build relationships, connect with customers, clients, and your team! Or practice for ABC's Fall Golf Tournaments!



Register: abccentralfloida.com/events/calendar/

TR-D UPDATE — MAY 5, 2022



Training & Development Programming

Partnerships and Advocacy – T/WD, Safety

RDT&E

✓ Executed

- ✓ Common Sense Law
- ✓ CPR/First Aid (1 open/ 1 private)
- ✓ FrontLine Supervisor (TRESTLES)
- ✓ NEXGEN at Tavistock, with DPR Site Tour, Post Session Social

✗ Cancelled

- ✗ Generation Workforce (*no registrations*)

☐ Planned for May

- ☐ Lien Law Level One
- ☐ CPR First Aid (1 open/1 private)
- ☐ Other options developing — *Late May*

☐ Short-Range Schedule Mapping Started (30-180 Days)

- ☐ Legal Track — 4 Classes Intended (Common Sense, 10 Mistakes & Litigation, 10 Mistakes Legislation)
- ☐ Safety Track — 3 Classes Intended (Workers Comp, Site Hurricane Readiness, Suicide)
- ☐ Technology Track 3-4 Classes intended (BIM, Construction Apps, Cyber Risk, PlanGrid)
- ☐ Technical Track 3- 4 Classes Intended (Blueprint Reading, Estimating, Marketing & Communications)

- ☐ I-Build Meeting - Intro
- ☐ Skill Up Osceola Meeting - Intro
- ☐ Craft Championships (Donated Material Storage Site Visit)
- ☐ Met with Tim Bernardi on Safety — Safety Committee and CSPG
 - ☐ Justin to engage with ASCF

Special Projects

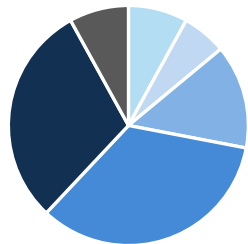
- ☐ NEXGEN Program Review and 2023 Plan
- ☐ Training & Development Strategic Planning
 - ☐ T&D Strategic Vision '23-26
 - ☐ Structuring Accomplished
 - ☐ Developing Roadmap, Milestones, and Metrics
 - ☐ Needs Assessment Survey on the street

- ☐ Grants (TBD)
- ☐ Sponsors (TBD)
- ☐ Partners (TBD)
- ☐ Mentors/Volunteers (TBD)
- ☐ Interns (3-5) UCF, Apprentice (TBD)
- ☐ Summer #1 Scope
 - ☐ Safety
 - ☐ HW/SW/Tools/Techniques
 - ☐ Processes

Under Development

STEP

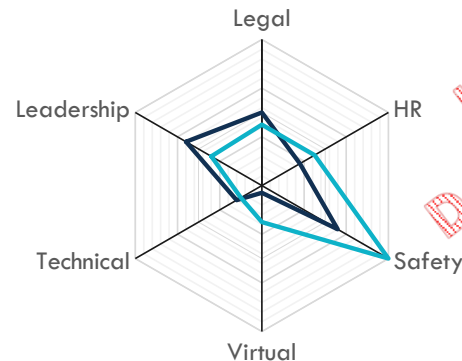
STEP Reporting



Bronze Silver Gold
 Platinum Diamond none

STUDENTS & REVENUES

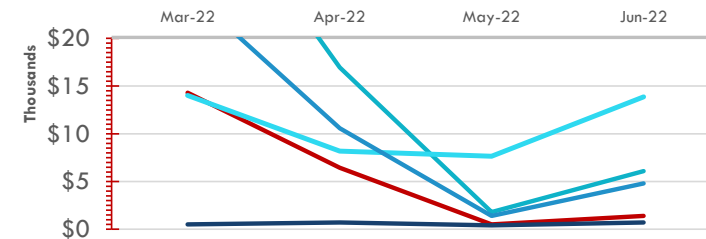
— Revenue (tens) — Students



T&D KPIs

Financials

T&D CASH FLOWS



	Mar-22	Apr-22	May-22	Jun-22
Expenses	\$14,199	\$6,348	\$400	\$1,300
Revenues	\$39,113	\$16,842	\$1,700	\$6,000
In-Kind Services	\$400	\$600	\$300	\$600
Budget	\$13,917	\$8,088	\$7,539	\$13,756
Total Profits	\$24,914	\$10,494	\$1,300	\$4,700



Marketing Report – 5/5/2022

Prepared by: Lauren Kelly, Marketing Director

Recap: April 2022 Projects

1. Email Marketing

<u>Date</u>	<u>Subject</u>	<u>Open Rate</u>	<u>Links</u>
4/5/2022	Weekly Email	26.5%	151
4/6/2022	ABC Tech Marketplace	25.5%	38
4/6/2022	BCF Member News Reminder	37.0%	23
4/12/2022	Weekly Email	26.3 %	111
4/19/2022	Weekly Email	26.6%	76
4/26/2022	Weekly Email	24.3%	64
4/27/2022	Q1 2022 Model Members	27.1%	47

Email Scheduling Spreadsheet: monthly tabs with listing of scheduled content and due dates by week available for staff updates, located on

X: **2022 Email Tracking Schedule**

2. Monthly Mailer - April

Front: EIC Promo; **Back:** What is Model Member; **Inside:** Calendars for Events and Education; **Inserts:** Spring Golf; EIC Workshop; Common Sense Construction Law; Generation Workforce Communication; Frontline Supervisor Training; Motorcycle Poker Run; New Horizons

Monthly Mailer Spreadsheet: monthly tabs with listing of scheduled content and due dates available for staff updates, located on

X: flyers: 2022 flyers: 2022 Monthly Mailing Checklists: **2022 Monthly Mailing Checklists**

3. BUILDING Central Florida Magazine

BCF 2022 Issue 2 – Published APR 1

Notice to members included in Weekly Email with link to digital version on website

BCF 2022 Issue 3 – In Progress – Publishes June 1



BCF Spreadsheet: Issue # tabs with listing of scheduled content and due dates available for staff updates, located on

X: BUILDING Central Florida Magazine: **BCF Contents 2022**

4. Membership Directory 2022/23

Publishes June 2022

Design, layout, production, proofreading and edits; member ad sales; member ad production; print estimates; sending to printer early May 2022

5. www.abccentralflorida.com

Site is continually under content development; all course/event PDFs linked on calendar listings; reposting weekly emails to website homepage; all registrations are processed through Event Manager platform on website, no longer using Constant Contact platform for event registration

Daily Email Tracking Schedule

Content Due	Send date	Day	Platform	2022 Email Schedule	Send time	Staff	% Opened	# Opened	Click Rate	# Clicked	# links opened	# Recipients	#Delivered	#Bounces
4/4/22	04/11/22	Mon												0
4/5/22	04/12/22	Tue	CC	Weekly - See Content TAB	6:30 AM	LK	26.3	815	2.7	85	111	3125	3102	23
4/6/22	04/13/22	Wed	CC	Q1 2022 Model Members										0
4/7/22	04/14/22	Thu	Outlook	New Member Welcome Email (M&E)										0
4/8/22	04/15/22	Fri												0
4/11/21	04/18/22	Mon												0
4/12/21	04/19/22	Tue	CC	Weekly - See Content TAB	6:30 AM	LK	26.6	826	1.8	55	76	3125	3102	23
4/13/21	04/20/22	Wed	CC	Q1 2022 Model Members										0
4/14/21	04/21/22	Thu	Outlook	New Member Welcome - Marketing - Outlook		LK								0
4/15/21	04/22/22	Fri												0
4/18/22	04/25/22	Mon												0
4/19/22	04/26/22	Tue	CC	Weekly - See Content TAB	6:30 AM	LK	24.3	754	1.5	48	64	3129	3106	23
4/20/22	04/27/22	Wed	CC	Q1 2022 Model Members	6:30 AM	LK	27.1	845	1.3	40	47	3134	3115	19
4/21/22	04/28/22	Thu												0
4/22/22	04/29/22	Fri												0
Use MAY Contacts List														
4/25/22	05/02/22	Mon												0
4/26/22	05/03/22	Tue	CC	Weekly - See Content TAB	6:30 AM	LK	25.1	788	2.5	77	101	3180	3143	37
4/27/22	05/04/22	Wed	CC	Construction Safety Week	6:30 AM	LK	23.2	727	0.7	22	38	3180	3145	35
	05/05/22	Thu	CC	2023 Legislative Priorities Survey & Hobnob	7:00am	TD	23.4	737	0.9	29	32	3181	3148	33
4/28/22	05/05/22	Thu	CC	Young Prof. Newsletter		TT								0
4/29/22	05/06/22	Fri												0



NEXGEN
LEADERSHIP PROGRAM

NEXGEN '22 GRADUATION

PLEASE R.S.V.P. BY MAY 31, 2022

JUNE 7, 2022 | 6 PM
HARRY P LEU GARDENS



PLEASE COME IN BUSINESS CASUAL ATTIRE.



ASSOCIATED BUILDERS & CONTRACTORS CENTRAL FLORIDA CHAPTER

**Young Professionals Committee
2022 - Application**

Name: _____ Company Name: _____

Phone: (____) _____ Position/Title: _____

Email: _____ Years at company/In Industry: _____ / _____

I, _____, recognize that it is an important responsibility that I wish to undertake in serving as a member of the Young Professionals Committee of this organization. It requires a serious commitment to building a stronger ABC, a stronger chapter, and a stronger merit shop construction industry.

Have you attended any ABC Young Professionals events in the past? If yes, which ones.

_____.

Why do you want to join the ABC Young Professionals Committee?

_____.

Pick Your Passion: (Circle which area you are interested in serving on the committee)

NETWORKING

EDUCATION

COMMUNITY SERVICE

EVENTS

OTHER: _____

As a Committee member who will lead by example, I pledge to:

1. Attend all regularly scheduled YP meetings (the 3rd Wednesday of each month)
2. Attend YP scheduled events, seminars, and classes
3. Volunteer for assignments as needed/put in equal effort
4. Plan, organize, promote, and implement committee events

5. Be considerate of others time and efforts
6. Recruit individuals for YP Group participation
7. Recruit speakers/presenters when necessary
8. Recruit sponsors when necessary
9. Maintain confidentiality of all proprietary or privileged information
10. Adhere to budget goals and spending
11. Practice honesty and integrity, exercise good conduct, observe high standards of business ethics and comply with all applicable laws and regulations
12. Not engage in actions that may constitute an actual, apparent or potential conflict of interest with the mission and activities of CFC ABC

The above is not an all-inclusive list. As new activities develop, you will be expected to assume an active role. You will discover that the more you participate, the more you will grow as a leader in ABC and in this industry.

Printed Name

Signature

Date

Supervisor Recommendation:

Supervisor Printed Name

Supervisor Signature

Date

Please send your completed application to:
blakem@cesmechanical.com & yp@abccentralflorida.org by 05/16/2022