



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

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 October 17, 2022 Minutes – **Action Item**..... Holmes
2. Financials Final September 2022, Draft October 2022 – **Action Item** . Bastin

Leadership Reports

Chair Evans

- National Board Meeting
- Foundation for Foster Children Project Update
- Annual Board Dinner December 5th 6 pm

Chair-elect Velasco

- Chapter Planning Session December 5 10 – 5 pm

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

- Midterm Election Results Review T.Wert
- Leadership Institute..... Garcia
- YP Strategic Planning Holmes

Membership Report Smalley / C. Wert

- Retention for 2022 as of 11/01/2022
 - Member vrs Contractor
- 2022 New Members
 - Membership Blitz Results
- Approval of New Members – **Action Item** (separate attachment)
- Wade Brooks – Merit Level of Beam Club

President & CEO Daugherty

- National Craft Championship taskforce
- FICPA Construction Industry Conference | October 21st
- State of Construction | October 26th
- Alliance for Central Florida Safety - Booth | October 27th
- Committee Open House | November 3rd
- ABC is co-hosting the annual CRE Holiday Party at the Orlando Science Center on December 13th.

Old Business

- Bi-Laws

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

New Business

- 2023 VIP
- Committee / Council Chair Appointments **Action Item**

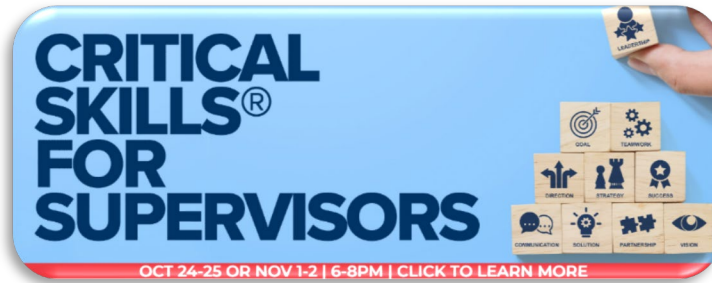
Committee / Council Chair Appointments:

Collegiate Outreach	Chair: Chris Lonas, Core Construction Company
Excellence in Construction	Chair: Jeff Snider, Energy Air, Inc.
Membership Development	Chair: Justin Stehr, Entech Innovative Engineering
Government Affairs	Chair: Tom Wert, Dean Mead Attorneys at Law
Programs	Chair: Joe Orr, Baker Concrete Construction, Inc.
Special Events	Chair: Amanda Mattingly, Mid-Florida Materials
Workforce Council	Chair: Juan Garcia, PCL Construction Services, Inc.
Young Professionals	Chair: Zach Bailey, National Trench Safety, LLC

CFC ABC Board Webpage for documents: <https://www.abccentralflorida.com/bod/>

Annual Planning Session December 5th at the ABC Office

SAVE THE DATE



November

Critical Skills | November 1 - 2 | Live Online
CONSTRUCTION 101 | November 1 | Webinar
How To Improve Your Job Costing with Field To Office Communication | November 2 | Webinar
Committee Open House | November 3 | ABC Office
Financial Intelligence & Risk Management for Decisionmakers | November 8 | ABC Office
CPR & First Aid | November 16 | ABC Office
Chili Cook-Off | November 17 | Apopka Amphitheater
Essential Elements of Workers Compensation | November 16 | ABC Office
Leadership Institute | November 15-17 | San Diego
Maximize Your Membership Workshop | November 17 | ABC Office
Construction 201 | November 29 | Virtual
Building The Foundations of The Future with Process Automation | November 30 | Webinar



December

Holiday Party | December 1 | Gatlin Hall Brewing
ABC Strategic Planning Session | December 5 | ABC Office
FRONTLINE SUPERVISOR TRAINING | December 6 -7 | On-line
Strategic Planning Session | December 5 | ABC Office
CPR & First Aid | December 7 | ABC Office
Holiday Sporting Clays | December 8 | Blackjack Sporting Clays
2023 CONSTRUCTION ECONOMIC UPDATE AND FORECAST | December 14 | Webinar
Annual ABC CF Member Meeting | 2022 Annual ABC CF Member Meeting | ABC Office

Associated Builders and Contractors, Inc.

Balance Sheet Final

As of September 30, 2022

	Sep 30, 22	Sep 30, 21
ASSETS		
Current Assets		
Checking/Savings		
11000 · Petty Cash	500.00	1,610.73
11010 · Raymond James Investment Acct	694,860.68	762,631.57
11026 · Operating - Winter Park Bank	51,634.04	54,358.58
11030 · Operating MM - Winter Park Bank	689,151.88	626,666.80
11031 · Operating - Workforce Funds	222,979.43	0.00
Total Checking/Savings	1,659,126.03	1,445,267.68
Accounts Receivable	11,830.50	24,427.76
Other Current Assets		
11200 · Prepaid National Dues	70,451.23	67,042.52
11210 · Prepaid State Dues	19,153.20	15,342.82
11220 · Prepaid Insurance	6,447.70	10,259.15
11230 · Prepaid Expenses	21,549.60	60,616.70
11240 · Inventory	2,992.34	4,117.19
Total Other Current Assets	120,594.07	157,378.38
Total Current Assets	1,791,550.60	1,627,073.82
Fixed Assets		
11300 · Equipment & Furniture	134,040.56	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	0.00	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	-1,314,842.56	-1,254,190.03
Total Fixed Assets	1,452,596.92	1,545,486.21
Other Assets	618.30	618.30
TOTAL ASSETS	3,244,765.82	3,173,178.33
LIABILITIES & EQUITY		
Liabilities		
Current Liabilities		
Accounts Payable	19,659.19	25,488.72
Credit Cards	0.00	46,875.42
Other Current Liabilities		
22100 · Sales Tax Payable	69.65	795.51
22110 · Accrued Property Taxes	32,024.97	32,024.97
22112 · Equipment Lease - ST	2,087.67	2,019.40
22201 · Tennant Security Deposits	6,426.80	6,426.80
22202 · Future Events Income	207,593.45	146,432.00
22203 · Member & Training Services	80,646.36	23,271.39
22204 · 2022-Renewals Income	277,007.93	0.00
22206 · Unearned for 2023-Renewals	0.00	267,488.16
22207 · Unearned for 2023-New Members	0.00	11,679.61
22208 · 2021-New Member Income	19,976.40	70,805.58
22209 · VIP Sponsorship Income	112,574.12	98,673.25
22210 · 2022 New Member Income	59,270.50	0.00
22211 · PAC Funds	3,490.00	1,090.00
22305 · Workforce Enhancement Fund	0.00	158,535.14
Total Other Current Liabilities	801,167.85	819,241.81
Total Current Liabilities	820,827.04	891,605.95

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Accrual Basis

Associated Builders and Contractors, Inc.

Balance Sheet Final

As of September 30, 2022

	<u>Sep 30, 22</u>	<u>Sep 30, 21</u>
Long Term Liabilities	18,090.04	26,337.96
Total Liabilities	838,917.08	917,943.91
Equity		
30000 · Opening Bal Equity	604,557.55	419,382.55
31100 · Retained Earnings	1,756,735.67	1,731,654.61
Net Income	44,555.52	104,197.26
Total Equity	2,405,848.74	2,255,234.42
TOTAL LIABILITIES & EQUITY	<u>3,244,765.82</u>	<u>3,173,178.33</u>

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

	Sep 22	Budget	Jan - Sep 22	YTD Budget	Annual Budget
Ordinary Income/Expense					
Income					
41000 · New Members	11,806.67	3,359.00	84,989.50	105,963.00	115,200.26
41001 · New Member Credit Forward	6,658.78	6,658.78	59,929.02	59,929.02	79,905.42
41010 · Renewals	92,335.97	92,162.93	831,023.76	812,919.30	1,089,408.09
41020 · Enrollment Fee	200.00	500.00	6,105.00	7,000.00	9,000.00
41030 · Membership Promotion	0.00	0.00	0.00	1,000.00	1,000.00
43000 · Seminars Registration	7,455.00	16,478.44	149,473.35	163,325.76	188,604.07
43010 · Seminar - Books	0.00		1,360.00		
43020 · Safety Seminar Registration	496.28	676.07	8,528.49	6,674.63	8,702.84
44000 · Meetings (Ticket Event)	1,700.00	1,250.00	108,725.00	110,150.00	147,450.00
44010 · Golf Tournaments	61,170.00	71,800.00	189,405.55	185,950.00	185,950.00
44030 · Construction Expo	95,835.00	90,700.00	95,835.00	90,700.00	90,700.00
44050 · EIC Construction Awards	36.72	0.00	3,951.75	0.00	308,450.00
44100 · Sponsored Events	0.00	0.00	16,750.00	21,750.00	39,990.00
44105 · Young Professionals Events	0.00	0.00	3,700.00	0.00	1,500.00
44107 · Special Other Income	0.00	0.00	3,416.07	3,800.00	5,000.00
45000 · BCF Magazine Advertising	6,922.50	7,242.50	61,067.70	67,422.50	89,150.00
45010 · Membership Directory	0.00	0.00	50,040.00	46,000.00	46,000.00
45012 · Monthly Mailing Advertising	0.00	300.00	0.00	1,200.00	1,500.00
45015 · Website Advertising	0.00	100.00	1,750.00	2,075.00	2,075.00
45020 · Weekly Email Advertising	300.00	300.00	2,400.00	2,700.00	3,600.00
46030 · Job Site Signs Sales	0.00	541.67	2,270.15	4,874.99	6,500.00
46035 · Workforce Fund	33,647.28		37,852.27		
46040 · Student Chapter	69.82		13,304.31		
Total Income	318,634.02	292,069.39	1,731,876.92	1,693,434.20	2,419,685.68
Gross Profit	318,634.02	292,069.39	1,731,876.92	1,693,434.20	2,419,685.68
Expense					
61000 · National Dues	23,455.56	21,253.63	201,392.04	204,167.81	268,313.83
61010 · National Dues Credits	1,106.78	1,106.78	9,961.02	9,961.08	13,281.42
61020 · State Dues	6,316.67	4,733.11	54,150.02	44,828.14	59,000.00
61030 · State Dues Credits	367.71	367.71	3,309.39	3,309.37	4,412.50
61040 · Member Fees & Promotion	748.96	1,000.00	12,655.18	21,100.00	25,600.00
63000 · Seminar Expense	2,398.54	3,500.00	33,685.62	52,256.17	60,506.17
63010 · Seminars - Book expense	0.00		2,112.83		
63020 · Seminar Instructors	3,150.00	3,824.00	34,566.78	37,909.00	44,959.00
63100 · Safety Seminar Expense	23.94	0.00	634.61	0.00	0.00
63120 · Safety Instructors	200.00	200.00	1,800.00	1,400.00	2,000.00
64000 · Meetings (Ticket Event) Expense	374.05	600.00	60,348.36	57,450.00	78,450.00
64010 · Golf Tournaments Expense	35,507.11	31,800.00	113,123.89	111,950.00	111,950.00
64030 · Construction Expo Expense	38,502.57	38,350.00	40,190.74	38,350.00	38,350.00
64050 · EIC Construction Awards Expense	1,369.50	0.00	8,679.75	0.00	203,900.00
64100 · Sponsored Events Exp	31.47	0.00	4,704.59	12,000.00	21,790.00
64105 · Young Professionals Expense	0.00	0.00	3,619.47	0.00	500.00
64107 · Special Other Expenses	0.00	0.00	3,416.07	3,800.00	5,000.00
64112 · Meetings & Events General Exps.	335.90	225.00	1,817.48	2,025.00	2,700.00
65000 · BCF Magazine Expense	1,738.19	2,340.00	18,531.93	21,060.00	28,100.00
65010 · Membership Directory Expense	0.00	0.00	9,127.39	8,000.00	8,000.00
65012 · Monthly Mailing Expense	543.52	450.00	4,315.76	4,050.00	5,400.00
65030 · Internet Website	71.99	416.67	3,338.12	3,749.99	5,000.00
6560 · Payroll Expenses	374.56		827.03		
66030 · Job Site Signs expense	0.00	275.00	1,257.18	2,475.00	3,300.00
66035 · Workforce Enhance. Fund	0.00		10,547.84		
66040 · Student Chapter Expense	69.82		13,304.31		
66050 · Personnel Expenses	80,675.69	87,766.83	735,317.83	789,904.51	1,103,206.00
66060 · Insurances	1,575.89	1,858.33	15,158.96	16,724.97	22,299.96
67050 · Staff & Team Development	209.81	500.00	5,607.75	4,500.00	6,000.00
68000 · Auto Expense	1,000.00	1,250.00	9,132.84	11,250.00	15,000.00
68110 · State Meetings	276.08	200.00	5,105.69	3,700.00	4,000.00
68130 · National Meetings	66.92	0.00	14,737.81	7,500.00	10,000.00
68180 · Chapter Planning Conference	0.00	0.00	0.00	0.00	5,000.00
68190 · Other Conferences	0.00		808.04		
68200 · President's Expense	0.00	166.67	0.00	1,499.99	2,000.00
68210 · Board of Directors Meetings	280.80	0.00	2,368.42	9,000.00	15,000.00
68220 · Committee Meetings	304.92	291.66	2,039.57	2,625.02	3,500.00

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

	Sep 22	Budget	Jan - Sep 22	YTD Budget	Annual Budget
69000 · Utilities	3,945.13	3,163.08	28,320.25	28,467.76	37,957.00
69020 · Property Taxes	3,558.33	3,958.50	32,794.52	35,626.50	47,502.00
69030 · Janitorial & Cleaning	1,065.00	1,000.00	8,665.21	9,000.00	12,000.00
69040 · Building Supplies/Maintenance	5,756.77	3,083.33	33,433.08	27,749.97	36,999.96
69100 · Administrative - Postage	17.49	83.33	202.17	750.01	1,000.00
69120 · Telephone & Data Expense	770.01	975.00	9,707.09	8,775.00	11,700.00
69190 · Computer Software	845.21	961.33	11,269.38	8,652.01	11,536.00
69200 · Leased Office Equipment	497.05	475.00	4,473.45	4,275.00	5,700.00
69210 · Office Supplies	357.96	408.33	2,821.99	3,675.01	4,900.00
69220 · Equipment R&M, Supplies	674.05	833.33	8,727.09	7,499.97	9,999.96
69300 · Advertising expense	0.00	0.00	0.00	0.00	1,000.00
69315 · Bank Charges	30.89	25.00	211.53	225.00	300.00
69325 · Interest Expense	57.92	63.42	589.75	570.74	761.00
69340 · Professional Services	0.00	350.00	10,661.22	10,550.00	11,000.00
69350 · Taxes & Licenses	3.42	25.00	627.68	225.00	300.00
69370 · Dues, Subscript., Sponsorships	159.72	100.00	479.16	900.00	1,200.00
69390 · General Expenses	0.00		7,000.00		
69400 · Depreciation	6,981.00	7,666.67	62,434.00	69,000.03	92,000.04
Total Expense	225,796.90	225,646.71	1,664,111.88	1,702,488.05	2,462,374.84
Net Ordinary Income	92,837.12	66,422.68	67,765.04	-9,053.85	-42,689.16
Other Income/Expense					
Other Income					
47000 · Interest Income	1,347.34	708.33	6,656.01	6,375.01	8,500.00
47010 · General Income	5.63		1,971.53		
47012 · Rental Income					
470122 · First Floor Lease Space					
470125 · Astronaut Lease Ste101-2,975.00	2,975.00		26,775.00		
470126 · Empire Elect ste102 - 1,175.86	1,175.86		10,582.74		
470127 · United Form ste100/103-1,900.00	1,350.00		14,350.00		
470122 · First Floor Lease Space - Other	0.00	6,050.86	0.00	54,457.74	69,082.74
Total 470122 · First Floor Lease Space	5,500.86	6,050.86	51,707.74	54,457.74	69,082.74
470123 · Classroom rental	0.00	208.33	725.00	1,874.97	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	5,500.86	6,259.19	52,507.74	56,332.71	71,582.70
47020 · Gain (Loss) on Investment/Asset	-23,009.34	668.00	-84,216.28	5,999.00	8,000.00
Total Other Income	-16,155.51	7,635.52	-23,081.00	68,706.72	88,082.70
Other Expense					
69392 · Rental Expense (Classroom)	0.00	20.83	28.52	187.51	250.00
70000 · Charitable Contributions	0.00		100.00		
Total Other Expense	0.00	20.83	128.52	187.51	250.00
Net Other Income	-16,155.51	7,614.69	-23,209.52	68,519.21	87,832.70
Net Income	76,681.61	74,037.37	44,555.52	59,465.36	45,143.54

Associated Builders and Contractors, Inc.

Balance Sheet Draft

As of October 31, 2022

	Oct 31, 22	Oct 31, 21
ASSETS		
Current Assets		
Checking/Savings		
11000 · Petty Cash	500.00	1,610.73
11010 · Raymond James Investment Acct	701,334.79	769,860.03
11026 · Operating - Winter Park Bank	52,553.06	225,765.40
11030 · Operating MM - Winter Park Bank	589,838.99	776,761.74
11031 · Operating - Workforce Funds	222,979.43	0.00
Total Checking/Savings	1,567,206.27	1,773,997.90
Accounts Receivable	62,250.46	49,585.18
Other Current Assets		
11200 · Prepaid National Dues	85,782.89	113,943.06
11210 · Prepaid State Dues	24,093.82	28,126.50
11220 · Prepaid Insurance	4,697.42	7,337.59
11230 · Prepaid Expenses	18,984.10	14,462.85
11240 · Inventory	3,913.74	3,978.80
1499 · Undeposited Funds	5,000.00	0.00
Total Other Current Assets	142,471.97	167,848.80
Total Current Assets	1,771,928.70	1,991,431.88
Fixed Assets		
11300 · Equipment & Furniture	134,040.56	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	50.00	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	-1,321,823.56	-1,262,182.86
Total Fixed Assets	1,445,665.92	1,537,493.38
Other Assets	618.30	618.30
TOTAL ASSETS	<u>3,218,212.92</u>	<u>3,529,543.56</u>
LIABILITIES & EQUITY		
Liabilities		
Current Liabilities		
Accounts Payable	70,126.20	107,591.61
Credit Cards	0.00	86,211.66
Other Current Liabilities		
22100 · Sales Tax Payable	37.92	588.41
22110 · Accrued Property Taxes	36,316.97	35,583.30
22112 · Equipment Lease - ST	1,393.67	1,348.09
22201 · Tennant Security Deposits	6,426.80	6,426.80
22202 · Future Events Income	22,226.85	33,693.76
22203 · Member & Training Services	59,627.28	47,948.51
22204 · 2022-Renewals Income	184,671.96	298,037.91
22206 · Unearned for 2023-Renewals	137,851.00	178,325.45
22207 · Unearned for 2023-New Members	0.00	7,786.41
22208 · 2021-New Member Income	13,317.62	103,875.75
22209 · VIP Sponsorship Income	40,983.01	61,591.47
22210 · 2022 New Member Income	81,898.58	0.00
22211 · PAC Funds	7,690.00	8,040.00
22300 · Trimmer Constr. Ed. Foundation	2,800.00	4,200.00
22301 · Free Enterprise Alliance	4,200.00	6,300.00
22305 · Workforce Enhancement Fund	3,020.00	164,750.14
Total Other Current Liabilities	602,461.66	958,496.00

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Accrual Basis

Associated Builders and Contractors, Inc.

Balance Sheet Draft

As of October 31, 2022

	<u>Oct 31, 22</u>	<u>Oct 31, 21</u>
Total Current Liabilities	672,587.86	1,152,299.27
Long Term Liabilities	18,090.04	26,337.96
Total Liabilities	690,677.90	1,178,637.23
Equity		
30000 · Opening Bal Equity	604,557.55	419,382.55
31100 · Retained Earnings	1,756,735.67	1,731,654.61
Net Income	166,241.80	199,869.17
Total Equity	2,527,535.02	2,350,906.33
TOTAL LIABILITIES & EQUITY	<u>3,218,212.92</u>	<u>3,529,543.56</u>

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

	Oct 22	Budget	Jan - Oct 22	YTD Budget	Annual Budget
Ordinary Income/Expense					
Income					
41000 · New Members	14,901.92	7,557.00	99,891.42	113,520.00	115,200.26
41001 · New Member Credit Forward	6,658.78	6,658.80	66,587.80	66,587.82	79,905.42
41010 · Renewals	92,335.97	92,162.93	923,359.73	905,082.23	1,089,408.09
41020 · Enrollment Fee	1,175.00	1,500.00	7,280.00	8,500.00	9,000.00
41030 · Membership Promotion	0.00	0.00	0.00	1,000.00	1,000.00
43000 · Seminars Registration	53,118.00	17,026.00	202,591.35	180,351.76	188,604.07
43010 · Seminar - Books	0.00		1,360.00		
43020 · Safety Seminar Registration	388.14	676.07	8,916.63	7,350.70	8,702.84
44000 · Meetings (Ticket Event)	1,730.00	1,250.00	110,455.00	111,400.00	147,450.00
44010 · Golf Tournaments	1,520.25	0.00	190,925.80	185,950.00	185,950.00
44030 · Construction Expo	290.00	0.00	96,125.00	90,700.00	90,700.00
44050 · EIC Construction Awards	340,322.71	308,450.00	344,274.46	308,450.00	308,450.00
44100 · Sponsored Events	3,750.00	5,000.00	20,500.00	26,750.00	39,990.00
44105 · Young Professionals Events	2,947.45	0.00	6,647.45	0.00	1,500.00
44107 · Special Other Income	828.40	1,200.00	4,244.47	5,000.00	5,000.00
45000 · BCF Magazine Advertising	6,922.50	7,242.50	67,990.20	74,665.00	89,150.00
45010 · Membership Directory	0.00	0.00	50,040.00	46,000.00	46,000.00
45012 · Monthly Mailing Advertising	0.00	300.00	0.00	1,500.00	1,500.00
45015 · Website Advertising	0.00	0.00	1,750.00	2,075.00	2,075.00
45020 · Weekly Email Advertising	300.00	300.00	2,700.00	3,000.00	3,600.00
46030 · Job Site Signs Sales	509.50	541.67	2,779.65	5,416.66	6,500.00
46035 · Workforce Fund	0.00		37,852.27		
46040 · Student Chapter	0.00		13,304.31		
Total Income	527,698.62	449,864.97	2,259,575.54	2,143,299.17	2,419,685.68
Gross Profit	527,698.62	449,864.97	2,259,575.54	2,143,299.17	2,419,685.68
Expense					
61000 · National Dues	28,488.56	22,436.98	229,880.60	226,604.79	268,313.83
61010 · National Dues Credits	1,106.78	1,106.78	11,067.80	11,067.86	13,281.42
61020 · State Dues	7,516.67	4,941.12	61,666.69	49,769.26	59,000.00
61030 · State Dues Credits	367.71	367.71	3,677.10	3,677.08	4,412.50
61040 · Member Fees & Promotion	2,884.48	2,500.00	15,539.66	23,600.00	25,600.00
63000 · Seminar Expense	27,032.13	2,750.00	60,717.75	55,006.17	60,506.17
63010 · Seminars - Book expense	0.00		2,112.83		
63020 · Seminar Instructors	8,674.57	6,800.00	43,241.35	44,709.00	44,959.00
63100 · Safety Seminar Expense	30.70	0.00	665.31	0.00	0.00
63120 · Safety Instructors	200.00	200.00	2,000.00	1,600.00	2,000.00
64000 · Meetings (Ticket Event) Expense	688.54	600.00	61,036.90	58,050.00	78,450.00
64010 · Golf Tournaments Expense	0.00	0.00	113,123.89	111,950.00	111,950.00
64030 · Construction Expo Expense	743.55	0.00	40,934.29	38,350.00	38,350.00
64050 · EIC Construction Awards Expense	221,715.58	203,900.00	230,395.33	203,900.00	203,900.00
64100 · Sponsored Events Exp	2,185.00	2,500.00	6,889.59	14,500.00	21,790.00
64105 · Young Professionals Expense	0.00	0.00	3,619.47	0.00	500.00
64107 · Special Other Expenses	698.88	1,200.00	4,114.95	5,000.00	5,000.00
64112 · Meetings & Events General Exps.	568.51	225.00	2,385.99	2,250.00	2,700.00
65000 · BCF Magazine Expense	1,783.99	2,340.00	20,315.92	23,400.00	28,100.00
65010 · Membership Directory Expense	0.00	0.00	9,127.39	8,000.00	8,000.00
65012 · Monthly Mailing Expense	544.71	450.00	4,860.47	4,500.00	5,400.00
65030 · Internet Website	750.00	416.67	4,088.12	4,166.66	5,000.00
6560 · Payroll Expenses	606.35		1,433.38		
66030 · Job Site Signs expense	367.35	275.00	1,624.53	2,750.00	3,300.00
66035 · Workforce Enhance. Fund	0.00		10,547.84		
66040 · Student Chapter Expense	0.00		13,304.31		
66050 · Personnel Expenses	81,075.91	87,766.83	816,393.74	877,671.34	1,103,206.00
66060 · Insurances	1,575.89	1,858.33	16,734.85	18,583.30	22,299.96
67050 · Staff & Team Development	484.37	500.00	6,092.12	5,000.00	6,000.00
68000 · Auto Expense	1,000.00	1,250.00	10,132.84	12,500.00	15,000.00
68110 · State Meetings	140.47	0.00	5,246.16	3,700.00	4,000.00
68130 · National Meetings	107.00	2,500.00	14,844.81	10,000.00	10,000.00
68180 · Chapter Planning Conference	0.00	0.00	0.00	0.00	5,000.00
68190 · Other Conferences	0.00		808.04		
68200 · President's Expense	0.00	166.67	0.00	1,666.66	2,000.00
68210 · Board of Directors Meetings	53.22	3,000.00	2,421.64	12,000.00	15,000.00
68220 · Committee Meetings	424.51	291.66	2,464.08	2,916.68	3,500.00

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

	Oct 22	Budget	Jan - Oct 22	YTD Budget	Annual Budget
69000 · Utilities	3,145.57	3,163.08	31,465.82	31,630.84	37,957.00
69020 · Property Taxes	4,292.00	3,958.50	37,086.52	39,585.00	47,502.00
69030 · Janitorial & Cleaning	1,087.05	1,000.00	9,752.26	10,000.00	12,000.00
69040 · Building Supplies/Maintenance	3,184.78	3,083.33	36,617.86	30,833.30	36,999.96
69100 · Administrative - Postage	8.78	83.33	210.95	833.34	1,000.00
69120 · Telephone & Data Expense	1,731.57	975.00	11,438.66	9,750.00	11,700.00
69190 · Computer Software	1,211.06	961.33	12,480.44	9,613.34	11,536.00
69200 · Leased Office Equipment	497.05	475.00	4,970.50	4,750.00	5,700.00
69210 · Office Supplies	471.76	408.33	3,293.75	4,083.34	4,900.00
69220 · Equipment R&M, Supplies	4,507.63	833.33	13,234.72	8,333.30	9,999.96
69300 · Advertising expense	0.00	0.00	0.00	0.00	1,000.00
69315 · Bank Charges	22.10	25.00	233.63	250.00	300.00
69325 · Interest Expense	56.00	63.42	645.75	634.16	761.00
69340 · Professional Services	0.00	0.00	10,661.22	10,550.00	11,000.00
69350 · Taxes & Licenses	0.00	25.00	627.68	250.00	300.00
69370 · Dues, Subscript., Sponsorships	0.00	100.00	479.16	1,000.00	1,200.00
69390 · General Expenses	0.00		7,000.00		
69400 · Depreciation	6,981.00	7,666.67	69,415.00	76,666.70	92,000.04
Total Expense	419,011.78	373,164.07	2,083,123.66	2,075,652.12	2,462,374.84
Net Ordinary Income	108,686.84	76,700.90	176,451.88	67,647.05	-42,689.16
Other Income/Expense					
Other Income					
47000 · Interest Income	1,612.62	708.33	8,268.63	7,083.34	8,500.00
47010 · General Income	257.33		2,228.86		
47012 · Rental Income					
470122 · First Floor Lease Space					
470125 · Astronaut Lease Ste101-2,975.00	2,975.00		29,750.00		
470126 · Empire Elect ste102 - 1,175.86	0.00		10,582.74		
470127 · United Form ste100/103-1,900.00	1,350.00		15,700.00		
470122 · First Floor Lease Space - Other	1,175.86	4,875.00	1,175.86	59,332.74	69,082.74
Total 470122 · First Floor Lease Space	5,500.86	4,875.00	57,208.60	59,332.74	69,082.74
470123 · Classroom rental	150.00	208.33	875.00	2,083.30	2,499.96
470124 · Rental Supplies	35.00		110.00		
47012 · Rental Income - Other	0.00	0.00	0.00	0.00	0.00
Total 47012 · Rental Income	5,685.86	5,083.33	58,193.60	61,416.04	71,582.70
47020 · Gain (Loss) on Investment/Asset	5,548.60	667.00	-78,667.68	6,666.00	8,000.00
Total Other Income	13,104.41	6,458.66	-9,976.59	75,165.38	88,082.70
Other Expense					
69392 · Rental Expense (Classroom)	0.00	20.83	28.52	208.34	250.00
70000 · Charitable Contributions	0.00		100.00		
Total Other Expense	0.00	20.83	128.52	208.34	250.00
Net Other Income	13,104.41	6,437.83	-10,105.11	74,957.04	87,832.70
Net Income	121,791.25	83,138.73	166,346.77	142,604.09	45,143.54



CFC ABC
Political Action Committee Funds
UCF Student Chapter Funds
Workforce Enhancement Funds
October 31, 2022

Total PAC funds available
10/31/2022

\$27,591.69

UCF Student Chapter Account Funds

\$35,510.53

Workforce Enhancement Account Funds

\$225,999.43

Associated Builders and Contractors, Inc.

A/R Aging Summary

As of October 31, 2022

	Current	1 - 30	31 - 60	61 - 90	> 90	TOTAL	
ABC Merit Shop PC - C	0.00	0.00	0.00	0.00	0.00	0.00	
ABC National Customer	0.00	594.09	0.00	0.00	0.00	594.09	
Acousti Engineering Company of Fl.	0.00	500.00	0.00	1,120.00	0.00	1,620.00	Reached out to Emily as a reminder
AJ Flooring Specialist Svcs.,Inc	2,995.00	0.00	0.00	0.00	0.00	2,995.00	
Associated Industrial Riggers	0.00	300.00	0.00	0.00	0.00	300.00	
Autodesk Construction Cloud (PlanGrid)	0.00	300.00	0.00	0.00	0.00	300.00	
Badger Daylighting	0.00	0.00	100.00	0.00	0.00	100.00	
Brasfield & Gorrie General Contractor, LL	0.00	3,600.00	2,795.00	0.00	0.00	6,395.00	
CEMEX	0.00	500.00	0.00	0.00	0.00	500.00	
Charles Perry Partners, Inc.	0.00	595.00	0.00	0.00	0.00	595.00	
Companies of Nassal, The	0.00	0.00	0.00	160.00	0.00	160.00	Left VM, reminder
Cornerstone Group	0.00	575.00	0.00	0.00	0.00	575.00	
Cuhaci & Peterson Architects, Inc.	0.00	585.00	0.00	0.00	0.00	585.00	
DPR Construction, Inc.	0.00	0.00	1,695.00	0.00	0.00	1,695.00	
DPS Orlando (formerly LDI Reproprinting)	0.00	0.00	300.00	0.00	0.00	300.00	
EFCO Forms	0.00	300.00	1,695.00	0.00	0.00	1,995.00	
Exterior Walls, Inc.	0.00	180.00	0.00	0.00	0.00	180.00	
F. L. Crane & Sons, INC.	0.00	750.00	0.00	0.00	0.00	750.00	
ISEC, Inc.	0.00	1,980.00	0.00	0.00	0.00	1,980.00	
ISI Demolition	0.00	0.00	650.00	0.00	0.00	650.00	
JK2 Scenic	0.00	0.00	0.00	0.00	587.50	587.50	Paid in November
KBI Staffing Solutions LLC	0.00	195.00	0.00	0.00	0.00	195.00	
KENPAT	0.00	5,000.00	5,085.00	0.00	0.00	10,085.00	
KHS&S	0.00	3,600.00	0.00	0.00	0.00	3,600.00	
Milwaukee Electric Tool Corp	0.00	0.00	3,000.00	0.00	0.00	3,000.00	
Modern Plumbing	0.00	500.00	0.00	0.00	0.00	500.00	
Moxe Integrated Marketing	0.00	0.00	1,695.00	0.00	0.00	1,695.00	
N-RG Cladding, LLC	0.00	1,695.00	0.00	0.00	0.00	1,695.00	
Nash Plumbing and Mechanical, LLC	0.00	205.00	0.00	0.00	0.00	205.00	
National Trench Safety, LLC	0.00	50.00	650.00	0.00	0.00	700.00	
NCCER - Nat'l Center for Construction Edu	0.00	2,000.00	0.00	0.00	0.00	2,000.00	
PCL Construction	0.00	0.00	0.00	0.00	0.00	0.00	
Randall Mechanical	0.00	1,695.00	0.00	0.00	0.00	1,695.00	
RJD Risk Management, Inc.	0.00	0.00	0.00	0.00	0.00	0.00	
Rolling Plains Construction, Inc.	0.00	835.00	0.00	0.00	0.00	835.00	
S.I. Goldman Company, Inc.	0.00	150.00	0.00	0.00	0.00	150.00	Paid in November
Skanska USA Building	0.00	500.00	0.00	0.00	0.00	500.00	
Southern Safety & Supply, Inc.	0.00	0.00	650.00	0.00	0.00	650.00	
Sunbelt Rentals	0.00	595.00	0.00	0.00	0.00	595.00	
The Adams Group	0.00	0.00	460.00	0.00	0.00	460.00	
Tradesmen International, Inc.	0.00	0.00	0.00	0.00	0.00	0.00	
Turner Construction Co.	7,200.00	0.00	0.00	90.87	0.00	7,290.87	
Two Way Technology Systems Corporation	0.00	0.00	250.00	0.00	0.00	250.00	
Vectomet	0.00	0.00	0.00	0.00	0.00	0.00	
WELBRO Building Corp.	0.00	3,600.00	0.00	0.00	0.00	3,600.00	
TOTAL	10,195.00	31,379.09	19,025.00	1,370.87	587.50	62,557.46	

CF ABC Q4 2022 YE Projection

**does not include UCF or WEF Income/Expense

					TOTAL	
	Jan - Sep 22	Oct 22	Nov 22	Dec 22	Jan - Dec 22	BUDGET 2022
Ordinary Income/Expense						
Income						
41000 · New Members	84,989.50	11,806.67	11,806.67	11,806.67	120,409.51	115,200.26
41001 · New Member Credit Forward	59,929.02	6,658.80	6,658.80	6,658.80	79,905.42	79,905.42
41010 · Renewals	831,023.76	92,335.97	92,335.97	92,335.97	1,108,031.67	1,089,408.09
41020 · Enrollment Fee	6,105.00	300.00	300.00	300.00	7,005.00	9,000.00
41030 · Membership Promotion	0.00	0.00	0.00	1,000.00	1,000.00	1,000.00
43000 · Seminars Registration	150,833.35	50,898.00	5,826.00	10,656.00	218,213.35	188,604.07
43020 · Safety Seminar Registration	8,528.49	270.00	0.00	0.00	8,798.49	8,702.84
44000 · Meetings (Ticket Event)	108,725.00	1,480.00	0.00	36,300.00	146,505.00	147,450.00
44010 · Golf Tournaments	189,405.55	0.00	0.00	0.00	189,405.55	185,950.00
44030 · Construction Expo	95,835.00	0.00	0.00	0.00	95,835.00	90,700.00
44050 · EIC Construction Awards	3,951.75	339,761.00	7,938.00	0.00	351,650.75	308,450.00
44100 · Special Events (Sponsors)	16,750.00	3,750.00	12,945.00	2,000.00	35,445.00	39,990.00
44105 · Special Events (YP)	3,700.00	2,947.45	0.00	1,500.00	8,147.45	1,500.00
44107 · Special Other Income	3,416.07	200.00	500.00	4,300.00	8,416.07	5,000.00
45000 · BCF Magazine Advertising	61,067.70	6,922.50	6,705.00	6,705.00	81,400.20	89,150.00
45010 · Membership Directory	50,040.00	0.00	0.00	0.00	50,040.00	46,000.00
45012 · Monthly Mailing Advertising	0.00	0.00	0.00	1,500.00	1,500.00	1,500.00
45015 · Website Advertising	1,750.00	0.00	0.00	1,000.00	2,750.00	2,075.00
45020 · Weekly Email Advertising	2,400.00	300.00	300.00	300.00	3,300.00	3,600.00
46030 · Job Site Signs Sales	2,270.15	541.67	250.00	250.00	3,311.82	6,500.00
Total Income	1,680,720.34	518,172.06	145,565.44	176,612.44	2,521,070.28	2,419,685.68
Gross Profit	\$1,679,623.40	518,172.06	145,565.44	176,612.44	2,519,973.34	2,419,685.68

	Jan - Sep 22	Oct 22	Nov 22	Dec 22	Jan - Dec 22	BUDGET 2022
Expense						
61000 · National Dues	201,392.04	22,376.89	22,376.89	22,376.89	268,522.71	268,313.83
61010 · National Dues Credits	9,961.02	1,106.78	1,106.78	1,106.78	13,281.36	13,281.42
61020 · State Dues	54,150.02	6,016.67	6,016.67	6,016.67	72,200.03	59,000.00
61030 · State Dues Credits	3,309.39	367.71	367.71	367.71	4,412.52	4,412.50
61040 · Member Fees & Promotion	12,655.18	3,400.00	1,500.00	3,400.00	20,955.18	25,600.00
63000 · Seminar Expense	35,798.45	30,400.07	600.00	300.00	67,098.52	60,506.17
63020 · Seminar Instructors	34,566.78	7,340.00	0.00	5,400.00	47,306.78	44,959.00
63100 · Safety Seminar Expense	634.61	0.00	0.00	0.00	634.61	-
63120 · Safety Instructors	1,800.00	200.00	0.00	0.00	2,000.00	2,000.00
64000 · Meetings (Ticket Event) Expense	60,348.36	416.13	0.00	26,570.00	87,334.49	78,450.00
64010 · Golf Tournaments Expense	113,123.89	0.00	0.00	0.00	113,123.89	111,950.00
64030 · Construction Expo Expense	40,190.74	0.00	0.00	0.00	40,190.74	38,350.00
64050 · Construction Awards Expense	8,679.75	241,472.00	6,324.25	0.00	256,476.00	203,900.00
64100 · Special Events (Sponsor) Exp	4,704.59	1,500.00	6,105.00	3,200.00	15,509.59	21,790.00
64105 · Special Events Expense (YP)	3,619.47	250.00	0.00	1,000.00	4,869.47	500.00
64107 · Special Other Expenses	3,416.07	200.00	500.00	700.00	4,816.07	5,000.00
64112 · Meetings & Events General Exps.	1,817.48	225.00	225.00	225.00	2,492.48	2,700.00
65000 · BCF Magazine Expense	18,531.93	1,990.00	1,990.00	1,990.00	24,501.93	28,100.00
65010 · Membership Directory Expense	9,127.39	0.00	0.00	0.00	9,127.39	8,000.00
65012 · Monthly Mailing Expense	4,315.76	550.00	550.00	550.00	5,965.76	5,400.00
65030 · Internet Website	3,338.12	750.00	750.00	750.00	5,588.12	5,000.00
6560 · Payroll Expenses	827.03	472.50	472.50	472.50	2,244.53	-
66030 · Job Site Signs expense	1,257.18	275.00	100.00	100.00	1,732.18	3,300.00
66050 · Personnel Expenses						
67000 · Salaries	567,920.70	58,033.00	64,329.00	66,762.00	757,044.70	804,670.00
67005 · Bonuses	0.00	0.00	0.00	0.00	0.00	50,000.00
Total 67000 · Salaries	567,920.70	58,033.00	64,329.00	66,762.00	757,044.70	854,670.00
67030 · Payroll Taxes	44,465.23	4,520.77	5,011.23	5,200.76	59,197.99	70,000.00
67040 · Group Insurance & HRA	92,113.24	15,668.87	13,056.45	13,056.45	133,895.01	134,700.00
67060 · Workers' Compensation	1,406.56	175.00	175.00	175.00	1,931.56	1,836.00
67070 · Retirement Plan	29,412.10	3,250.00	3,250.00	3,250.00	39,162.10	42,000.00
Total 66050 · Personnel Expenses	735,317.83	81,647.64	85,821.68	88,444.21	991,231.36	1,103,206.00

	Jan - Sep 22	Oct 22	Nov 22	Dec 22	Jan - Dec 22	BUDGET 2022
66060 · Insurances						
Total 66060 · Insurances	15,158.96	1,575.89	1,575.89	1,575.89	19,886.63	22,299.96
67050 · Staff & Team Development	5,607.75	100.00	145.00	147.25	6,000.00	6,000.00
68000 · Auto Expense	9,132.84	1,100.00	1,100.00	1,100.00	12,432.84	15,000.00
68110 · State Meetings	5,105.69	0.00	300.00	0.00	5,405.69	4,000.00
68130 · National Meetings	14,737.81	0.00	2,500.00	0.00	17,237.81	10,000.00
68180 · Chapter Planning Conference	0.00	0.00	0.00	5,000.00	5,000.00	5,000.00
68190 · Other Conferences	808.04				808.04	-
68200 · President's Expense	0.00	500.00	500.00	1000.00	0.00	2,000.00
68210 · Board of Directors Meetings	2,368.42	500.00	500.00	7,000.00	10,368.42	15,000.00
68220 · Committee Meetings	2,039.57	150.00	150.00	1,000.00	3,339.57	3,500.00
69000 · Utilities	28,320.25	3,950.00	3,950.00	3,950.00	40,170.25	37,957.00
69020 · Property Taxes	32,794.52	4,292.00	4,292.00	4,292.00	45,670.52	47,502.00
69030 · Janitorial & Cleaning	8,665.21	1,065.00	1,065.00	1,065.00	11,860.21	12,000.00
69040 · Building Supplies/Maintenance	33,433.08	3,083.33	4,633.33	4,633.33	45,783.07	36,999.96
69100 · Administrative Postage	202.17	45.00	45.00	45.00	337.17	1,000.00
69120 · Telephone & Data Expense	9,707.09	1,100.00	800.00	800.00	12,407.09	11,700.00
69190 · Computer Software	11,269.38	900.00	900.00	900.00	13,969.38	11,536.00
69200 · Leased Office Equipment	4,473.45	495.00	495.00	495.00	5,958.45	5,700.00
69210 · Office Supplies	2,821.99	400.00	400.00	400.00	4,021.99	4,900.00
69220 · Equipment R&M, Supplies	8,727.09	1,958.33	833.33	833.33	12,352.08	9,999.96
69300 · Advertising expense	0.00	0.00	0.00	1,000.00	1,000.00	1,000.00
69315 · Bank Charges	211.53	23.50	23.50	23.50	282.03	300.00
69325 · Interest Expense	589.75	56.00	54.07	52.14	751.96	761.00
69340 · Professional Services						
69310 · Accounting expense	9,000.00	0.00	0.00	0.00	9,000.00	9,500.00
69340 · Professional Services - Other	1,661.22	0.00	0.00	0.00	1,661.22	1,500.00
Total 69340 · Professional Services	10,661.22	0.00	0.00	0.00	10,661.22	11,000.00

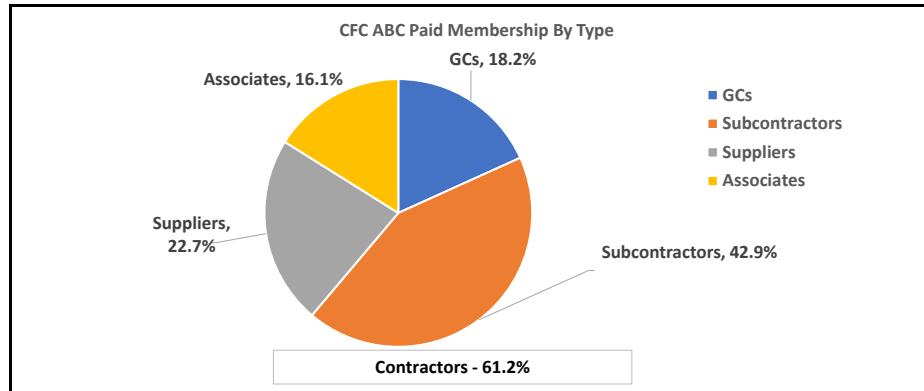
	Jan - Sep 22	Oct 22	Nov 22	Dec 22	Jan - Dec 22	BUDGET 2022
69350 · Taxes & Licenses	627.68	0.00	0.00	0.00	627.68	300.00
69370 · Dues, Subscript., Sponsorships	479.16	0.00	0.00	0.00	479.16	1,200.00
69390 · General Expenses	7,000.00				7,000.00	
69400 · Depreciation	62,434.00	6,981.00	6,981.00	6,981.00	83,377.00	92,000.04
Total Expense	1,640,259.73	429,231.44	166,049.60	205,263.20	2,440,803.97	2,462,374.84
Net Ordinary Income	39,363.67	89,440.62	-19,984.16	-27,650.76	81,169.37	-42,689.16
Other Income/Expense						
Other Income						
47000 · Interest Income	6,656.01	300.00	300.00	300.00	7,556.01	8,500.00
47010 · General Income	1,971.53				1,971.53	-
47012 · Rental Income						
470122 · First Floor Lease Space	51,707.74	5,500.86	4,025.86	4,025.86	65,260.32 *	69,082.74
470123 · Classroom rental	725.00	208.33	0.00	0.00	933.33	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	52,507.74	5,709.19	4,025.86	4,025.86	66,268.65	71,582.70
47020 · Gain (Loss) on Investment/Asset	-84,216.28	-1,000.00	-1,000.00	-1,000.00	-87,216.28	8,000.00
Total Other Income	-23,081.00	5,009.19	3,325.86	3,325.86	-11,420.09	88,082.70
Other Expense						
69392 · Rental Expense (Classroom)	28.52	20.83	0.00	0.00	49.35	250.00
70000 · Charitable Contributions	100.00				100.00	
Total Other Expense	128.52	20.83	0.00	0.00	149.35	250.00
Net Other Income	-23,209.52	4,988.36	3,325.86	3,325.86	-11,569.44	87,832.70
Net Income	16,154.15	93,928.98	-17,158.30	-25,324.90	67,599.93	45,143.54

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

Membership by Company

<i>Member Companies</i>	
Companies as of YE 2021:	451
2022 Renewed:	389 86.25%
Dropped:	65
Unpaid:	0
Percentage of Budgeted New Members (90)	
Renewals:	389
New Members for 2022:	77 85.56%
Total Paid 2022 Membership:	466

Membership by Type



October 2022 New Members

COMPANY	CONTACT	CO. PHONE	CTG/TRADE	BOARD SPONSOR
Adams Group	Michael Hornung	941-639-7188	7-Millwork, finish carpentry	Garcia
East Coast Rigging and Contracting Co., Inc.	Joel Ross	954-616-8487	7-Heavy haul, rigging, erection..	NA
Helicon	Steve Wightman	321-455-8007	8-Deep foundation systems, soil stablization	NA
Kelsie's Blinds Inc.	Eric Stapp	407-977-0827	7-Window covering contractor	Torres
Liberty Investment Properties, Inc.	Jennifer Bollhofer	407-774-8818	1-Land developer	NA
Midstate Caulking & Construction Services, LLC	Brenda Clement	407-350-5958	10-Caulking, waterproofing, stucco	Scruby
Miller Electric Company	Tony Staiano	407-328-5220	14-Electrical contractor	Scruby
Oelrich Construction, Inc.	Amanda-Gaye Smith	352-745-7877	11-General Contractor	Evans
Owen Electric Company	Justin Lee	407-790-7094	11-Electrical contractor	Garcia
Quinco Electrical, Inc.	Richard Cavazos	407-857-6133	11-Electrical contractor	Evans
Ref-Chem L.P. dba Burns & McDonnell	Fernanda Lopes	321-280-5810	7-General Contractor	NA
Rollins College	Jenn Annan	407-691-1000	1-Land owner representative	NA
SmartBuild	Zulq Malik	888-403-0421	1-Construction mgmt. software	NA
Superior Rigging & Erecting Co.	Fred Metz	4074-730-8886	8-Heavy haul, rigging, crane rental....	Milner

Central Florida ABC Ranking

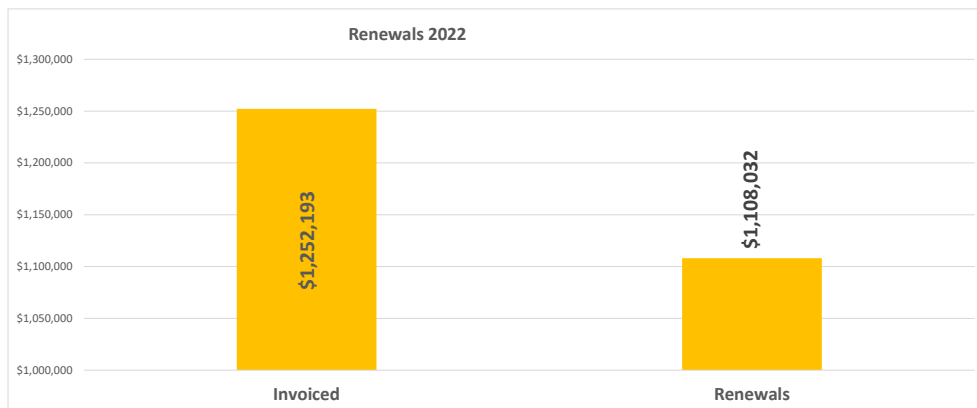
Comparison to all other ABC chapters:	Comparison to all ABC SE region chapters:
Member Size - 16 out of 68	Member Size - 5 out of 12
Contractor Numbers - 18 out of 68	Contractor Numbers - 4 out of 12
Overall Renewals - 18 out of 68	Overall Renewals - 5 out of 12
Contractor Renewal - 19 out of 68	Contractor Renewal - 4 out of 12
Growth - 17 out of 68	Growth - 6 out of 12
% of Contractors - 37 out of 68	% of Contractors - 4 out of 12

New Members for 2022



Renewed Members for 2022

Renewal Invoices:	\$1,252,193.19
Paid as of Month End:	\$1,108,031.70
Percentage of Invoiced:	88.5%



Membership Director
 Catherine Wert
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 D. 407.398.1278
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ABCCentralfloida.com

General Election Results



Election Day was November 8, 2022

Thank you to ABC members for getting out to vote in the 2022 Midterm Election!

The continued support of members for candidates aligned with Merit Shop values allows ABC to better support these efforts for the construction industry. Now it is time to get to work. Thank you for making your voice heard! View all the **winners** below!

Governor of Florida

Ron DeSantis

U.S. Congress

Senator - Marco Rubio

House District 6 - Michael Waltz

House District 7 - Cory Mills

House District 8 - Bill Posey

House District 9 - Scott Moore

House District 10 - Calvin Wimbish

House District 11 - Daniel Webster

House District 15 - Laurel Lee

Florida Senate

Senate District 7 - Travis Huston

Senate District 8 - Tommy Wright

Senate District 10 - Jason Brodeur

Senate District 12 - Colleen Burton

Senate District 13 - Dennis Baxley

Senate District 17 - Steve Dixon

Senate District 25 - Peter Vivaldi

Senate District 27 - Ben Albritton

Florida House of Representatives

House District 25 - Taylor Yarkosky

House District 26 - Keith Truenow

House District 27 - Stan McClain

House District 28 - Tom Leek

House District 29 - Webster Barnaby

House District 30 - Chase Tramont

House District 35 - Fred Hawkins

House District 36 - Rachel Plakon

House District 37 - Susan Plasencia

House District 38 - David Smith

House District 39 - Tiffany Hughes

House District 40 - Nate Robertson

House District 41 - Bruce Antone

House District 42 - Bonnie Jackson

House District 43 - Christopher Wright

House District 45 - Carolina Amesty

House District 46 - Christian De La Torre

House District 47 - Paula Stark

House District 48 - Sam Killebrew

House District 49 - Melony Bell

House District 50 - Jennifer Canady

House District 51 - Josie Tomkow

Florida Commission of Agriculture

Wilton Simpson

Orange County

County Commissioner District 4 -

Mercedes Fonseca

OCPS District 1 - Angie Gallo

Seminole County

County Commissioner District 2 -

Jay Zembower

County Commissioner District 4 -

Amy Lockhart

School Board District 2 - Sean Cooper



VOTES
2022

www.abcvotes.com

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651 Danville Drive, Suite 200 Orlando, FL 32825
407-628-2070 abccentralflorida.com



Political Committees Financial Report – by Carol Bowen November 9, 2022

Overview:

ABC of Florida has two political committees, the ABC Merit Shop PC and the ABC of Florida Political Committee. These PACs exist to cut political contributions to Florida Cabinet Members, State Senate and State House officials. We have, when necessary and appropriate, utilized these funds for an occasional local race (School Board or County Commission) or a statewide ballot initiative.

When we look at political fundraising, we typically look at it over a two-year period given that most candidates are up for re-election every two years.

Lastly, we try to focus our giving on individuals who are in key leadership positions within the bodies of government detailed above which means we give every election cycle, but also participate in strategic giving prior to the beginning of the actual legislative sessions.

Two Year Financial Numbers for each ABC of FL PAC

(1) ABC of Florida Political Committee – 2020-Present

a. Ending Balance November 2020 (post-election)	\$4,032.26
b. Raised (December 2020-Present)	\$238,744.00
c. Disbursements (December 2020-Present)	\$227,500.00
d. Current Balance-Cash on Hand	\$13,325.29
i. Disbursements (04/01/2022 - present)	\$177,000.00
ii. Dollars raised (04/01/2022 – present)	\$186,096.00

(2) ABC Merit Shop PC – 2020-Present

a. Ending Balance November 2020 (post-election)	\$4,876.13
b. Raised (December 2020-Present)	\$58,850.00
c. Disbursements (December 2020-Present)	\$63,500.00
d. Current Balance – Cash on Hand	\$5,037.67
i. Disbursements (04/01/2022-present)	\$28,500.00
ii. Dollars “raised” (04/01/2022-present)	\$29,750.00

Note: ABC of FL online and related fundraising efforts go directly to the ABC of FL PAC. These dollars raised come from a fund transfer from ABC of FL PAC and as a result of revenues generated by Tallahassee Leg Con and the Summer State Convention.

Dollars Raised by PACs 2020-Present

NOTE: Numbers as of November 3, 2022 – based on Division of Elections Website

PAC	Raised	Spent
ABC PAC	\$ 288,075.00	\$ 286,118.00
Central Florida	\$ 70,422.00	\$ 57,250.00
First Coast	\$ 13,000.00	\$ 18,500.00
Gulf Coast	\$ 67,950.00	\$ 70,900.00
North Florida	\$ 21,804.00	\$ 24,881.00
Total	\$ 461,251.00	\$ 457,649.00
ABC of FL PAC	\$ 238,744.00	\$ 227,500.00
ABC Merit Shop PC	\$ 37,850.00	\$ 63,500.00
Total	\$ 276,594.00	\$ 291,000.00
Combined Total	\$ 737,845.00	\$ 748,649.00

Note: A specific breakdown of contributions by PAC is included as a separate handout. This document is meant to provide a general overview of money spent during the 2020-2022 campaign cycle.

Note: Dollars raised for ABC of FL PAC and ABC Merit Shop PC reflect revenue generated via Tallahassee Leg Con, and Summer Convention, AND budgeted support from ABC of Florida Annual Budget. Numbers are below.

Conference	ABC of FL Budget	Revenue Generated
22 Tal Leg Con	\$ 8,750.00	\$ 19,949.00
22 Convention	\$ 34,000.00	\$ 75,000.00

**Dollars Raised by ABC FL Fundraising Task Force
Through Direct Member Ask**

Monies Raised (March to Present)	
Bradleigh Applications	\$ 250.00
Even Spradlin	\$ 500.00
D&B Tile	\$ 500.00
NV2A	\$ 2,500.00
Greenhut Construction	\$ 1,000.00
Steven Sanko	\$ 1,000.00
Norwood Stucco	\$ 500.00
Hypower	\$ 5,000.00
Moss	\$ 25,000.00
Builders Notice	\$ 2,500.00
Shaffield Building Specialties	\$ 100.00
Dunlap & Shipman	\$ 1,000.00
Gray Robinson	\$ 1,000.00
JA&M	\$ 1,000.00
Mike Doherty/ISI Demo	\$ 1,000.00
Commercial Door Systems	\$ 100.00
Southern Standard Construction	\$ 1,000.00
Hensel Phelps	\$ 1,500.00
Guignard Company	\$ 1,000.00
B&I	\$ 1,000.00
Total	\$ 47,450.00

Note: At a Board meeting earlier this year, the ABC of FL State Board voted to match contributions dollar-for-dollar up to a specific amount. We agreed to wait until this November Board meeting to have a final discussion on matching amounts.

Post Session 2022 Political Giving

At the March ABC of FL Board meeting, we discussed the need to improve fundraising for the two ABC of Florida Political Committees so that we would be better equipped, on a more consistent basis, to support those who support us in Tallahassee. At the March Board meeting, we created the ABC of Florida fundraising Task Force. Our fundraising efforts are noted on the previous page.

At the May ABC of Florida Board meeting, Carol made recommendations for contributions to certain candidates and at certain amounts based on previously determined criteria for receiving checks from ABC of Florida. Individuals must be leadership level, key committee chair, or bill sponsor. These recommendations were made knowing we only had around \$24,000 combined in our two PACs. Below, you will see those recommendations and a final accounting from ABC of Florida Political Committees.

2022 Election Recommendations Approved at the May Board Meeting - SENATE

Florida Senate	Position	Proposed	Actual/ABCFL
Kathleen Passidomo	Senate President	\$ 60,000.00	\$ 50,000.00
Debbie Mayfield	Senate Leadership	\$ 2,500.00	\$ 5,000.00
Ben Albritton	President Designate	\$ 2,500.00	\$ 3,000.00
Doug Broxson	Senate Leadership	\$ 5,000.00	\$ 2,500.00
Keith Perry	Bill Sponsor/Industry	\$ 5,000.00	\$ 4,000.00
Ed Hooper	Bill Sponsor	\$ 5,000.00	\$ 6,500.00
Jason Brodeur	Bill Sponsor	\$ 5,000.00	\$ 4,000.00
Jen Bradley	Important Sen Ctee Sponsor	\$ 5,000.00	\$ 3,000.00
Nick DiCeglie	Bill Sponsor/Industry-ish	\$ 10,000.00	\$ 10,000.00
Blaise Ingoglia	Great friend – Industry guy	\$ 10,000.00	\$ 2,500.00
Jay Trumbull	ABC Family and will rank high	\$ 2,000.00	\$ 2,000.00
Total		\$ 112,000.00	\$ 91,000.00

Note Passidomo: I had suggested to ABC Board spending \$60,000.00. Her team and Senate Leadership requested \$50,000.00 for the FRSCC which I agreed to.

Note Mayfield: I had suggested to ABC Board spending \$2,500.00 with Mayfield. She requested \$5,000.00 and is Senate President Passidomo's closest ally. That amount was increased to \$5,000.00 based on availability of funds AND reduced giving to Passidomo. Monies raised by Mayfield went to the FRSCC.

Note Bradley: I had initially proposed \$5,000.00 for her. She ended up without opposition, decreasing our amount for the election cycle to an agreed upon \$3,000.00

Note Blaise: I had originally proposed \$10,000 given the work he does for ABC. He ended up without any real opposition and we negotiated a decreased rate for the election cycle.

Note on Brodeur: Central Florida had already cut \$1,000.00

2022 Election Recommendations Approved at the May Board Meeting – HOUSE

Florida House	Position	Proposed	Actual ABCFL
Paul Renner	Speaker Designate	\$ 50,000.00	\$50,000.00
Tom Leek	Leadership Under Renner	\$ 2,500.00	\$1,500.00
Chuck Clemons	Leadership Under Renner	\$ 2,000.00	\$1,000.00
Bobby Payne	Leadership Under Renner	\$ 2,000.00	\$ -
Daniel Perez	House Speaker 2025)	\$ 30,000.00	\$ -
Lawrence McClure	Leadership Under Perez	\$ 10,000.00	\$9,000.00
Wyman Duggan	Key Ctee Chair/Leadership Role	\$ 2,000.00	\$ -
Alex Andrade	Bill Sponsor/Key Chair	\$ 5,000.00	\$5,000.00
Sam Garrison	Speaker After Perez	\$ 5,000.00	\$5,000.00
Michelle Salzman	House District 1/Leadership Request	\$ 2,000.00	\$2,000.00
Total		\$ 110,500.00	\$69,000.00

Note on Renner: I proposed less for Renner than I did for Passidomo because there are more leadership individuals to contend with in the House, all of whom are charged with raising funds for House Republicans.

Note on Leek: Central Florida cut \$2,000 in contributions for him.

Note on Clemons: First Coast Chapter made a \$500 contribution to him.

Note on Payne: First Coast Chapter made a \$500 contribution to his campaign. ABC of FL gave him \$1,500 pre-session. He adjusted his request based on race match-up.

Note on Perez: East Coast Chapter cut the check for the full \$30,000 contribution since he is from their region.

Note on McClure: Gulf Coast Chapter gave \$1,000 to McClure

Note on Duggan: unopposed in election cycle, won without opposition.

Note on Garrison: ABC First Coast Chapter cut \$1,500 in contributions.

Note on Salzman: Direct request from Renner – had drawn Mike Hill as an opponent.

NOTE: A specific accounting of contributions made by all 5 Chapters and ABC of FL is included in a separate document.

Biggest Recipients of Contributions from ABC of FL and Chapters Combined

Cabinet

Governor DeSantis:	\$82,500.00
Ashley Moody:	\$5,000.00
Patronis:	\$5,000.00

Florida Senate

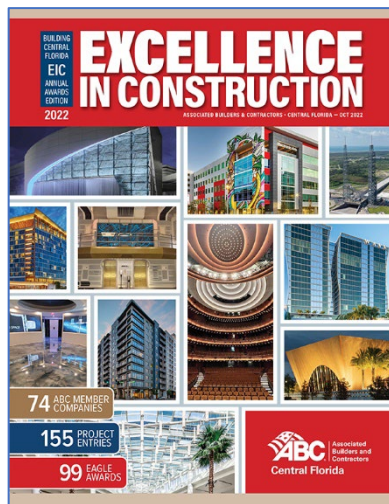
Passidomo:	\$51,000.00	Gulf Coast cut an additional \$1,000.00
DiCeglie:	\$12,000.00	Central and East each cut \$1,000.00
Brodeur:	\$9,000.00	Central, East and Gulf each added to the 4k from State
Calatayud (open seat):	\$7,500.00	Ineligible for ABC of FL PACs – this comes from Central, East and Gulf Coast Chapters
Hooper :	\$6,500.00	Gulf gave in addition to ABCFL contributions
Mayfield :	\$5,000.00	
Perry:	\$5,000.00	
Collins:	\$5,000.00	Gulf at 3k with Central and East each contributing 1k

Florida House

Renner:	\$50,000.00	
Perez:	\$30,000.00	
Busatta Cabrera:	\$15,000.00	5K from ABCFL, 5k from East, 2,500 from Central and Gulf
LaMarca:	\$8,000.00	East cut at \$5,500 with the state cutting \$2,500
Smith:	\$6,000.00	4k from Central, with 1k from East and Gulf



<https://abccentralfloida.com/media/building-central-florida/>



<https://abccentralfloida.com/abc-events/eic-awards/>

ABC's Mission – Connect, Advocate, and Educate



Session #3: Thursday December 1, 2022
Venue & Lunch Sponsor: Trane Technologies

Facilitator: Corey Schoenfelder, Education & Development Coordinator, ABC Central Florida

AGENDA

11:00 am: Lunch

**11:30 am: Central Florida Over the Years,
with Gary Kreisler & Oskar Torres**

**12:00 pm: ABC National's Mission & Programs/State, Chapters,
Priorities & Election Results, with Michele Daugherty**

**1:00 - 3:00 pm: Mental Health Awareness & Leadership
with Michele Daugherty & Ashley Grimes**

**3:00 - 4:00 pm: Narcan Training
with CareerSource**

**5:30 pm: Holiday Party at Gatlin Hall Brewing
Bring a Toy!**

Gary Kreisler - Senior Solutions Advisor, Trane
Oskar Torres - President, Towers Construction Company
Ashley Grimes - President, National Alliance on Mental Illness
Michele Daugherty - President & CEO, ABC Central Florida

**A leader is one who
knows the way, goes
the way, and shows
the way.**

-John C. Maxwell

Next Session: January 19, 2023 at Gray|Robinson 301 E. Pine St. Ste 1400 Orlando, FL

Platinum Program Sponsor





2023 Strategic Plan



ABC Purpose – Bylaws Article 1

The Associated Builders and Contractors, Inc. is the voice of the Merit Shop in the Construction industry. We assume the responsibility of making that voice heard.

We believe that the Merit Shop movement is a movement for the betterment of the individual, the industry and the nation.

We believe in the system of free enterprise and open competition.

We believe that employees and employers should have the right to determine wages and working conditions, through either individual or collective bargaining, as they choose, within the boundaries of the law.

We believe that the employer must have concern for the general welfare of the employee and that there must be fair compensation for work performed. By the same token, we believe that the employee has an obligation for satisfactory performance of assigned work.

We support sound legislation in the areas of workers' compensation, safety and unemployment compensation. We believe legislation that embraces fair play for both employer and employee is essential to the preservation of our free enterprise system. The law should protect the right of employees to work regardless of race, color, creed, age, sex, national origin, membership or non-membership in a labor organization or other protected class.

We oppose violence, coercion, intimidation and the denial of the rights of both employees and management.

We believe that economy is incumbent upon all branches of government and that government should award contracts to the lowest responsible bidder only. We oppose any unjust pressure to violate these principles.

We believe that work opportunities in this nation should be made available to all our people, regardless of race, color, creed, age, sex, national origin, membership or non-membership in a labor organization, protected veteran status, qualified individuals with disabilities or other protected class, and we support programs towards this end.

We believe that monopolies or any kind of price or wage fixing in either the public or private sector are detrimental to our system of free enterprise.

We believe that the destiny of all Americans can best be served by cooperation and following the tenets of free enterprise and democratic government. We believe business leaders can best preserve these tenets by becoming active in politics and civic affairs.



ABC Objectives – Bylaws Article 3

The primary objective of this Association is to foster and perpetuate the principles of the Merit Shop, Open Competition and Free Enterprise as listed in Article I.

In addition to this primary objective, this Association shall pursue and promote the following activities:

1. Encourage, develop and protect the construction industry.
2. Promote confidence and goodwill within the building and construction industry and between this industry and the general public.
3. Organize builders, general contractors, specialty contractors, suppliers and related groups of all kinds into Chapters and organizations in order to encourage the free interchange of views and techniques and to facilitate the accomplishment of the primary objectives of the Association.
4. Organize and promote meetings, seminars, conferences, publications and other media of all kinds in order to maintain a well-informed industry and general public.
5. Promote and encourage continuing education, apprenticeship and other training programs for management and the crafts within the construction industry.
6. Promote safety and training within the construction industry.
7. Promote insurance, hospitalization, pension, training and other programs for the benefit of the general welfare of the employees of the Merit Shop industry.
8. Promote the ABC Code of Ethics for the construction industry as provided in the ABC National Policy & Procedures Manual.
9. Promote such other activities or services as may benefit the membership, further the objectives of ABC, and promote the principles of the Merit Shop, Open Competition and Free Enterprise.



Summary 2023-2028 Strategic Goals

Member Value Proposition

Founded on the Merit Shop Philosophy, ABC helps its members develop their people, win work and deliver that work safely, ethically and profitably for the betterment of the communities in which they work

Operating Principles

Be an organization of high trust, high collaboration and effective communication to deliver value to our members

Utilize quality data to be an effective and efficient fact-based decision-making organization

2022-2027 Long Range Strategic Goals

1. Health and Safety

Be a recognized health and safety leader in the industry by 2028 by improving the collective TRIR of ABC STEP members of 1.6 in 2020 to 1.3 by 2027. Be seen by member as the tip of the spear when it comes to safety resources and training in Central Florida.

2. Political Advocacy

Political Advocacy: Preserve and advance free and open competition through relentless education, marketing and fundraising to the entire ABC community and engage non-traditional stakeholders.

3. Workforce Development

Double the number of ABC Workforce Development framework “entry point” programs from 2020 levels by 2027.

4. Membership Growth

Increase Contractor members to 70% and member retention to 90% by at least 1% annually while achieving overall net membership growth.



Workforce Development Framework - provide career opportunities and education that will help ALL Americans who choose to enter the construction industry thrive



	Description	Key Performance Metric
Grow the Workforce 1	Identify, create, and promote the diversity of welcoming entry points into the Construction Industry for those who choose construction as a career	# of programs in each Workforce Development Framework entry point and opportunities offered via Diversity Resource Group programs
Develop the Workforce 2	Create and provide career advancement educational opportunities that add value to the employer and ALL employees	# of classes offered/year
Create Career Dreams 3	Create and promote a construction career development ecosystem that aligns the employer needs with the employee dreams	Demographics of all employees and demographics of employees in supervisor/ leadership



ABC Workforce Development Framework

