



Central Florida Chapter  
Associated Builders and Contractors, Inc.  
Board of Directors Meeting  
May 15, 2023 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  
6/1 Board of Governors & Board Mixer

Consent Agenda:

1. Approval of April 17, 2023 Minutes (P. 4-7) – Action Item..... Burkett
2. March 2023 Final and April 2023 Draft for review (P. 8-21) ..... Bastin

Committee Liaison Reports:

- National Board Meeting – June 13<sup>th</sup> ..... Evans
  - Legislative Conference <https://www.youtube.com/watch?v=OYdY8HgAaNc>
  - National Dues structure restructure history and proposal
  - Approve an increase of 2% for dues to take effect with the 2024 dues billing cycle <https://nationalconnections.abc.org/Leadership/Executive-Committee-and-BOD-Files>
  - Email: [abcboard@abc.org](mailto:abcboard@abc.org) Password: abcnational123
- Membership Development ..... Smalley / C. Wert
  - Final Retention for 2023
  - 2023 New Members (P. 22)
    - Approval of New Members – Action Item
- Government Affairs ..... T.Wert
  - 5/25 - Legislative HobNob ..... Dupree
  - ABC of Florida Update (P. 24-28)..... T.Wert/Jordan
    - Board meeting on 5/17
      - We have our SOR Reform House Sponsor Rep. Snyder zooming in from 11:15-11:30 and then Senator DiCeglie on Public Construction from 11:30-11:40.
      - Chapter to appoint 2024 Chair. Chapter responsible for planning conference.
      - State Convention..... Daugherty
        - July 13 -15, 2023 Marco Island – <https://abccentralflorida.com/abc-events/state-convention/>
- Workforce Council ..... Garcia
  - Workforce Outreach Committee Meeting met on 3/22/2023 ..... Rodriguez
    - PIPE Graduation 5/18
    - Lyman HS Skills USA National Competition Support
    - IBuild Invitational was on April 29<sup>th</sup>
    - iCAP Graduation
    - ACT needs teachers.
    - Osceola SkillUp is looking for more contractors to get involved.
    - NAWIC Summer Girls Camp – MD Speaking
  - Training & Development Committee..... Garcia
    - 5-9 Tech Conference
    - Schedule of Seminars and Training
  - Collegiate Outreach ..... Bradford
  - Young Professionals ..... Holmes

Central Florida Chapter Associated Builders and Contractors, Inc.

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

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

Key Contacts

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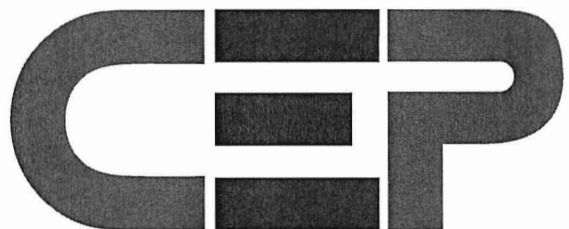
Associated  
Builders and  
Contractors

Central Florida

# Congratulations!

## Model Members OF THE QUARTER

**Recognition for Excellence**  
in Chapter Participation and Support!  
***Member Dedication at it's Best!***



**COMPETITIVE EDGE**  
**PARTNERS & CONSULTING LLC**



**GUIGNARD**  
AN UNCOMMON BOND

For questions about how to become a Model Member and access the maximum membership benefits please contact:  
Catherine Wert, Membership Director at 407-398-1278 or [membership@abccf.org](mailto:membership@abccf.org)

\*Two Model Members are chosen each quarter, based on the range of membership category in which they belong. (Category 1-6 and Category 7-14)

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

- Safety Committee ..... Hernandez
  - 2023 STEP Application – Need all board members to ensure that they get it filled out and get subs to do it.
  - Total Human Health Week 5/22-26/2023 ..... Daugherty
    - Meetings with GC's, Mental Health Class, NAWIC Panel, Safety Academy Training, & Safety Stand Down.
- Excellence in Construction met on 3/31/2023 ..... Torres
- Programs ..... OPEN
- Special Events ..... OPEN
  - Events
    - May 11 ABC on Tap
    - May 13 Poker Run – Lake County
    - May 25 Legislative Hobnob
    - PopStroke
  - Next Committee meeting 5/2/2023.

President & CEO ..... Daugherty

- ABC Legislative Conference, June 13-14
- ABC Convention 2024, when ABC will return to the Gaylord Palms, March 13-15. Prepare for an even bigger and better celebration!

#### Old Business

- NARCAN Campaign roll-out is still going
- Trimmer Application
- Chapter Growth Grant

#### New Business

- End of year Financials - presented to auditors – Review in progress
- 2023 ABC National Chair of the Board of Directors - Milton Graugnard member message  
<https://www.youtube.com/watch?v=XxZ9-qbqcMg>
- 22 1 p p

**New Member Reception directly following meeting.**

**Next Board Meeting is June 19, 2023 @ 3:30 p.m.**

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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 17, 2023**

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

**BOARD MEMBERS PRESENT**

Jason Albu	Director	Albu & Associates, Inc.
Ray Bastin	Treasurer	Withum
Charles Bracco	Director	Modern Plumbing Industries, Inc
Roy Burkett	Vice Chair	S. I. Goldman Company, Inc.
Chris Evans	Chair	Brasfield & Gorrie, LLC
Juan Garcia	Vice-Chair	PCL Construction Services, Inc.
Roxana Hernandez	Director	Turner Construction Co.
Julie Holmes	Chair-Elect	JK2 Scenic
C. L. Janeski	Director	Tri-City Electrical Contractors
Michael Jordan	Director	Universal Forming, Inc.
John Kurtz	Director	Gilbane Building Company
Willis Milner	Director	Balfour Beatty
Debbie Rodriguez	Director	Competitive Edge Partners
David Schultz	Director	CEMEX
Scott Scruby	Director	Sunbelt Rentals
Derrick Valkenburg	Director	Shutts & Bowen
Matt Walton	Director	MiGre Engineers, LLC

**BOARD MEMBERS ABSENT**

Earl Lomas	Director	Terry's Electric, Inc.
Michael Parks	Past-Chair	Hoar Construction, LLC
Jonathan Sheppard	Director	Austin Commercial, LP
John Smalley	Director	Hensel Phelps
Oskar Torres	Director	Towers Construction Company

**BOARD MEMBERS ON ZOOM**

Kevin Bradford	Director	Charles Perry Partners, Inc.
Chad Tinetti	Director	Tavistock Development
Thomas P. Wert	Vice Chair	Dean Mead Attorneys at Law

**GENERAL COUNSEL PRESENT**

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

Michele Daugherty	President & CEO
Taylor Dupree	Chapter Resources & Government Affairs
Catherine Wert	Membership Director
Nancy Wray	VP & COO

**GUESTS**

Tyson Smith	Tyson Smith Group of Raymond James
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Christa Hyland (Zoom)	ABC Insurance Trust
Phillip Grisafi	ABC Insurance Trust

### **CALL TO ORDER**

- **EVANS** called the board meeting to order at 3:35PM with the Pledge of Allegiance.

### **CONSENT AGENDA**

#### **1. MINUTES**

- All minutes will be uploaded to the new website.
- **A motion was made and seconded to approve the minutes from the March 20, 2023, meeting. The motion passed.**

#### **2. FINANCIALS**

- **BASTIN** reviewed the draft financials for March 2023.
- **A motion was made and seconded to approve the February 2023 financials. The motion passed.**

### **GUESTS**

- Tyson Smith gave an economic update on investments.
  - Market bottomed around October 2022, due to Ukraine crisis but is up 15.8% now.
  - For ABC the plan is to make sure all liquidity is covered, and then maximize returns using conservative options.
  - Not concerned about a banking crisis, might see more consolidation of assets.

### **NEW MEMBER COMPANIES**

Core USA Construction, Inc.	Category 2
Creative Flooringcovering Inc	Category 7
DeAngelis Diamond	Category 11
Eagle Fire Protection, Inc.	Category 8
Grassland Enterprises, Inc.	Category 9
KAST Construction Company	Category 7
Mobile Air & Power Rentals	Category 2
Osceola County Office of Building Safety	Category 1
Rayhaven Group, Inc.	Category 7
Sims Crane & Equipment	Category 2
Sunshine 811	Category 1
United Electrical Sales	Category 2

- **A motion was made and seconded to approve the new members from March 2023. The motion passed.**

### **COMMITTEE LIAISON REPORTS**

- **DAUGHERTY** gave an update on the national board meeting – let MD know if you're planning to go to the National LegCon because proxies will be needed for the meeting. If you are a proxy, your flight and one night at the hotel are covered.
- **C. WERT** gave a membership development update.
  - A little behind currently on new members for the year, currently at 29 new members, goal is 90 by the end of the year.
  - New member, dropped, and still to renew lists handed out.
  - There are 28 dropped members for 2023 currently and 41 still unpaid.
- **WERT** gave a government affairs update.

- DeSantis signed SB 360 into law regarding Chapter 558 changes requiring materiality for building code violations and changes the Statute of Repose to 7 years instead of 10 with the first of two being the trigger, date of abandonment or date of certificate of occupancy. Great victory for ABC and for the chapter.
- Three weeks left to go in the session, legislature is trying to get in as much as they can. Hoping our bills keep moving forward including a Prompt Pay Act for Public Works Buildings.
- PAC Fundraiser is sold out, April 19, 2023.
- 2024 Legislative Priorities survey went out, will resend to board as well.
- **WRAY** gave an update on the State Convention.
  - A third of the rooms are sold out, if you do not get a room at the JW Marriot, there are no group rates at any other hotels. You must work with the JW Marriot directly to change anything with your room or to upgrade.
    - Reminder that this event is a fundraiser to pay for lobbyists and sponsorships are needed.
- **GARCIA** gave an update on the Workforce Council.
  - Continuing to work on the Construction Innovation Lab downstairs, looking for more subcontractor members willing to donate time/materials for the renovation.
  - Tech Conference is on May 9, 2023. Get information out to teams and peers to attend.
  - New training class next week, Intro to Pre-Construction and Estimating and there is another Frontline Supervisor class starting in May.
  - NEXGEN applications are opening soon, start thinking about who to send from companies to participate. There are a limited number of seats for this program.
- **RODRIGUEZ** gave an update on the Workforce Outreach Committee.
  - iBuild Invitational begins on April 29, 2023.
  - iCAP Graduation for the first group of carpentry program participants.
  - ACT needs teachers if anyone knows someone that is interested.
    - There are instructor shortages everywhere that need to be addressed because it is becoming a bigger and bigger issue.
  - PIPE graduation is May 18, 2023, and needs sponsorships. Hit up your suppliers for these types of asks.
  - Curriculums are set at state and/or county levels for apprenticeship programs. Need fresh people to look at and bring up any disconnects or outdated requirements.
- **HOLMES** gave an update on the Young Professionals Group.
  - Thank you to everyone that came out to the Solar Bears game, the event was a big success.
  - There is a YP Site Tour scheduled for April 27, 2023, at the Epic Universe CEP with S.I. Goldman Company.
- **HERNANDEZ** gave an update from the Safety Committee.
  - There are 43 companies signed up to participate in STEP. All board contractor members are encouraged to get their applications in.
  - **DAUGHERTY** gave an update on the Safety Week planning for May. Greg Sizemore with ABC National will be here for the Total Human Health aspect.
    - There will be a Suicide Prevention course and Total Human Health buy-in for companies.
    - There is also a two-day Safety Training Academy on May 24-25, 2023.
- **DAUGHERTY** gave an update on EIC, deadline for entries is April 30, 2023. There is also one more EIC workshop members can sign up to be walked through the whole process of submitting the entry.

#### **ABC INSURANCE TRUST – GUESTS**

- **CHRISTA HYLAND** gave an overview of what the ABC Insurance Trust is, health insurance options for ABC members. Working with Central Florida Chapter to sponsor events and get the word out since many members do

not know about this available benefit.

- **PHIL GRISAFI** National Medical Captive being rolled out for bigger contractor members.
  - Currently a great option for smaller range contractors.
  - Working to make the option more attractive to gain new members and retain current members.
  - This would help the renewal process with members due to having to renew their health insurance services they'd have to renew their membership first. Shows additional value add which makes it even easier to show members benefits.

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

- **DAUGHERTY** membership directory is finishing up, materials are due now.
- ABC User Summit is coming up May 10-12, 2023. Gave a summary of what the event is, there are a lot of owner/developers that will be in attendance. Encouraged to look online to see if maybe it fits to attend next year.
- Lyman High Schoolers took gold at the Skills USA Competition for OSHA and will be going to Nationals in Atlanta.

#### **OLD BUSINESS**

- NARCAN Campaign has rolled out.
- Trimmer Application is being drafted.
- Chapter Growth Grant was held a big due to slow renewals.

#### **NEW BUSINESS**

- Lyman High Schoolers took gold at the Skills USA Competition for OSHA and will be going to Nationals in Atlanta.
- End of year financials were presented to the auditors and the review is in progress.
- June 1, 2023, will be a Board of Governors mixer for the board and past presidents.

#### **NEXT MEETING**

- May 15, 2023, at 3:30 PM followed by a new member reception.

#### **ADJOURNMENT**

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

TD 4/17/2023

# Associated Builders and Contractors, Inc.

## Balance Sheet

As of March 31, 2023

	Mar 31, 23	Mar 31, 22
<b>ASSETS</b>		
<b>Current Assets</b>		
<b>Checking/Savings</b>		
11000 · Petty Cash	500.00	590.67
11010 · Raymond James Investment Acct	722,956.02	746,884.15
11026 · Operating - Winter Park Bank	199,143.01	145,836.38
11030 · Operating MM - Winter Park Bank	935,517.65	777,271.62
11031 · Operating - Workforce Funds	244,119.76	185,175.00
<b>Total Checking/Savings</b>	<b>2,102,236.44</b>	<b>1,855,757.82</b>
<b>Accounts Receivable</b>	<b>69,332.83</b>	<b>95,068.31</b>
<b>Other Current Assets</b>		
11200 · Prepaid National Dues	230,197.67	194,927.58
11210 · Prepaid State Dues	56,663.69	51,721.98
11220 · Prepaid Insurance	15,801.78	16,470.52
11230 · Prepaid Expenses	32,636.11	30,597.20
11240 · Inventory	2,463.81	4,055.30
<b>Total Other Current Assets</b>	<b>337,763.06</b>	<b>297,772.58</b>
<b>Total Current Assets</b>	<b>2,509,332.33</b>	<b>2,248,598.71</b>
<b>Fixed Assets</b>		
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
11350 · Equipment - Capital Lease	41,400.00	41,400.00
11355 · Building Tenant Improvement	249,754.48	249,754.48
11400 · Accumulated Depreciation	-1,356,650.07	-1,272,874.56
<b>Total Fixed Assets</b>	<b>1,410,789.41</b>	<b>1,479,249.62</b>
<b>Other Assets</b>	<b>618.30</b>	<b>618.30</b>
<b>TOTAL ASSETS</b>	<b>3,920,740.04</b>	<b>3,728,466.63</b>
<b>LIABILITIES &amp; EQUITY</b>		
<b>Liabilities</b>		
<b>Current Liabilities</b>		
<b>Accounts Payable</b>	<b>31,353.10</b>	<b>17,627.69</b>
<b>Other Current Liabilities</b>		
21030 · State Unemployment Tax Payable	0.00	119.70
21040 · Federal Unemployment Payable	0.00	378.00
22100 · Sales Tax Payable	305.33	237.65
22110 · Accrued Property Taxes	11,787.00	10,674.99
22112 · Equipment Lease - ST	6,421.60	6,211.55
22201 · Tennant Security Deposits	6,776.80	6,426.80
22202 · Future Events Income	167,513.43	111,383.36
22203 · Member & Training Services	19,369.14	51,720.60
22204 · 2022-Renewals Income	0.00	795,889.28
22205 · Partial Pays Renew/New Members	1,220.00	4,361.00

# Associated Builders and Contractors, Inc.

## Balance Sheet

As of March 31, 2023

	Mar 31, 23	Mar 31, 22
22206 · Unearned for 2023-Renewals	919,581.59	0.00
22207 · Unearned for 2023-New Members	54,302.54	0.00
22208 · 2024 Renewal Dues	0.00	59,929.08
22209 · VIP Sponsorship	231,413.64	243,007.01
22210 · 2022 New Member Credit to 2023	65,555.24	58,104.58
22211 · PAC Funds	30,950.00	1,190.00
22300 · Trimmer Constr. Ed. Foundation	1,550.00	800.00
22301 · Free Enterprise Alliance	2,250.00	1,200.00
22305 · Workforce Enhancement Fund	285.00	2,837.92
<b>Total Other Current Liabilities</b>	<b>1,519,281.31</b>	<b>1,354,471.52</b>
<b>Total Current Liabilities</b>	<b>1,550,634.41</b>	<b>1,372,099.21</b>
<b>Long Term Liabilities</b>	<b>9,563.09</b>	<b>18,090.04</b>
<b>Total Liabilities</b>	<b>1,560,197.50</b>	<b>1,390,189.25</b>
<b>Equity</b>		
30000 · Opening Bal Equity	604,557.55	604,557.55
31100 · Retained Earnings	1,780,007.21	1,756,100.62
Net Income	-24,022.22	-22,380.79
<b>Total Equity</b>	<b>2,360,542.54</b>	<b>2,338,277.38</b>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b>3,920,740.04</b>	<b>3,728,466.63</b>

Associated Builders and Contractors, Inc.  
Profit & Loss Budget Performance  
March 2023

	Mar 23	Budget	Jan - Mar 23	YTD Budget	Annual Budget
Ordinary Income/Expense					
Income					
41000 - New Members	6,033.62	19,453.92	10,871.46	58,361.76	233,447.04
41010 - Renewals	108,039.65	98,194.34	304,121.67	294,583.02	1,178,332.08
41020 - Enrollment Fee	1,130.00	708.33	2,855.00	2,125.03	8,500.00
41030 - Membership Promotion	200.00	0.00	230.00	0.00	1,000.00
43000 - Seminars Registration	9,436.07	19,036.00	34,341.52	45,664.66	304,438.00
44000 - Meetings (Ticket Event)	12,250.00	30,505.00	16,790.00	35,615.00	140,775.00
44001 - Casino Night	0.00		0.00		
44010 - Golf Tournaments	0.00	0.00	0.00	0.00	248,325.00
44030 - Construction Expo	0.00	0.00	0.00	0.00	100,000.00
44040 - GC Connect	29,250.00		29,250.00		
44050 - EIC Construction Awards	760.00	0.00	1,240.00	0.00	376,575.00
44100 - Sponsored Events	0.00	0.00	14,400.00	14,000.00	50,625.00
44105 - Young Professionals Events	4,615.00	0.00	4,615.00	0.00	7,175.00
45000 - BCF Magazine Advertising	0.00	0.00	10,600.72	9,525.00	70,555.00
45010 - Membership Directory	0.00	0.00	0.00	0.00	52,000.00
45012 - Monthly Mailing Advertising	0.00	0.00	1,400.00	2,000.00	3,200.00
45015 - Website Advertising	0.00	550.00	8,100.00	7,125.00	7,775.00
45020 - Weekly Email Advertising	300.00	300.00	900.00	900.00	3,600.00
46030 - Job Site Signs Sales	851.02	300.00	1,760.45	900.00	3,500.00
Total Income	172,865.36	169,047.59	441,475.82	470,799.47	2,789,822.12
Gross Profit	172,865.36	169,047.59	441,475.82	470,799.47	2,789,822.12
Expense					
61000 - National Dues	25,577.52	25,621.83	70,173.50	76,865.53	307,462.00
61020 - State Dues	6,295.97	6,956.25	16,948.81	20,868.75	83,475.00
61040 - Member Fees & Promotion	4,588.41	2,133.33	9,532.65	6,400.03	25,600.00
63000 - Seminar Expense	1,099.27	8,260.00	6,894.29	16,864.00	175,674.00
64000 - Meetings (Ticket Event) Expense	12,002.70	10,070.00	13,331.43	10,910.00	62,950.00
64010 - Golf Tournaments Expense	1,524.63	0.00	3,248.09	0.00	144,575.00
64030 - Construction Expo Expense	49.90	0.00	49.90	0.00	43,800.00
64040 - GC Connect Expense	6,292.16		6,499.04		
64050 - EIC Construction Awards Expense	963.82	0.00	2,017.94	0.00	266,575.00
64100 - Sponsored Events Exp	11.91	0.00	3,233.07	4,000.00	20,000.00
64105 - Young Professionals Expense	3,063.94	0.00	3,084.48	0.00	5,000.00
64107 - Special Other Expenses	947.17	500.00	3,200.23	5,500.00	6,500.00
64112 - Meetings & Events General Exps.	195.13	300.00	487.48	900.00	3,500.00
65000 - BCF Magazine Expense	151.09	450.00	4,233.46	4,775.00	26,000.00
65010 - Membership Directory Expense	100.80	0.00	177.98	0.00	9,500.00
65012 - Monthly Mailing Expense	573.47	550.00	3,129.37	1,650.00	6,600.00
65030 - Internet Website	0.00	583.33	635.76	1,750.03	7,000.00
6560 - Payroll Expenses	250.75	400.00	767.12	1,200.00	4,800.00
66030 - Job Site Signs expense	497.68	166.67	1,039.10	499.97	2,000.00
66050 - Personnel Expenses	83,840.09	94,233.39	252,697.27	282,700.17	1,180,800.60
66060 - Insurances	1,681.54	2,000.00	5,189.53	6,000.00	24,000.00
67050 - Staff & Team Development	197.86	750.00	762.97	2,250.00	9,000.00
68000 - Auto Expense	1,000.00	1,250.00	3,100.00	3,750.00	15,000.00
68110 - State Meetings	4,394.22	0.00	4,820.62	4,500.00	7,000.00
68130 - National Meetings	16,696.33	2,375.70	18,294.19	7,126.70	28,508.00
68180 - Chapter Planning Conference	0.00	0.00	0.00	0.00	10,000.00
68190 - Other Conferences	0.00	100.00	0.00	100.00	1,000.00
68200 - President's Expense	0.00	166.66	13.80	499.99	2,000.00
68210 - Board of Directors Meetings	1,030.07	833.33	1,697.59	2,500.00	10,000.00
68220 - Committee Meetings	265.58	291.66	663.34	874.99	3,500.00
69000 - Utilities	2,641.15	3,250.00	7,984.99	9,750.00	39,000.00
69020 - Property Taxes	3,929.00	4,377.08	12,360.30	13,131.28	52,525.00
69030 - Janitorial & Cleaning	1,099.96	1,165.00	3,468.59	3,495.00	13,980.00
69040 - Building Supplies/Maintenance	4,485.51	4,342.50	11,258.90	13,027.50	52,110.00
69100 - Administrative - Postage	-18.65	41.67	0.86	124.97	500.00
69120 - Telephone & Data Expense	924.14	1,125.00	3,100.51	3,375.00	13,500.00



Associated Builders and Contractors, Inc.  
Profit & Loss Budget Performance  
March 2023

	Mar 23	Budget	Jan - Mar 23	YTD Budget	Annual Budget
69190 · Computer Software	1,280.68	1,166.67	3,264.72	3,499.97	14,000.00
69200 · Leased Office Equipment	497.05	495.00	1,491.15	1,485.00	5,940.00
69210 · Office Supplies	156.14	416.67	761.40	1,249.97	5,000.00
69220 · Equipment R&M, Supplies	940.70	1,500.00	5,104.68	4,500.00	18,000.00
69300 · Advertising expense	0.00	100.00	464.44	100.00	1,000.00
69315 · Bank Charges	57.40	33.33	101.30	100.03	400.00
69325 · Interest Expense	46.31	46.31	144.77	144.77	473.05
69340 · Professional Services	0.00	416.68	0.00	1,250.02	15,700.00
69350 · Taxes & Licenses	0.00	25.00	545.04	75.00	300.00
69370 · Dues, Subscript., Sponsorships	0.00	100.00	16.40	300.00	1,200.00
69391 · Community Enrichment	70.06		265.09		
69400 · Depreciation	6,823.17	7,083.34	20,469.51	21,250.02	85,000.00
<b>Total Expense</b>	<b>196,224.63</b>	<b>183,676.40</b>	<b>506,725.66</b>	<b>539,343.69</b>	<b>2,810,447.65</b>
<b>Net Ordinary Income</b>	<b>-23,359.27</b>	<b>-14,628.81</b>	<b>-65,249.84</b>	<b>-68,544.22</b>	<b>-20,625.53</b>
<b>Other Income/Expense</b>					
<b>Other Income</b>					
46035 · Workforce Fund	2,944.08		9,792.00		
46040 · Student Chapter	3,637.46		3,637.46		
47000 · Interest Income	2,397.99	833.33	6,531.15	2,500.03	10,000.00
47010 · General Income	5.11		22.36		
47012 · Rental Income					
470122 · First Floor Lease Space					
470125 · Astronaut Lease Ste101-1,500	1,500.00	1,500.00	4,500.00	4,500.00	18,000.00
470126 · Empire Elect ste102 - 1,666.25	1,666.25	1,666.25	4,998.75	4,998.75	19,995.00
470127 · United Form ste103-1,350.00	1,350.00	1,350.00	4,050.00	4,050.00	16,200.00
<b>Total 470122 · First Floor Lease Space</b>	<b>4,516.25</b>	<b>4,516.25</b>	<b>13,548.75</b>	<b>13,548.75</b>	<b>54,195.00</b>
470123 · Classroom rental	275.00	208.34	1,550.00	625.02	2,500.00
470124 · Rental Supplies	82.00		437.00		
<b>Total 47012 · Rental Income</b>	<b>4,873.25</b>	<b>4,724.59</b>	<b>15,535.75</b>	<b>14,173.77</b>	<b>56,695.00</b>
47020 · Gain (Loss) on Investment/Asset	5,653.60		9,346.36		
<b>Total Other Income</b>	<b>19,511.49</b>	<b>5,557.92</b>	<b>44,865.08</b>	<b>16,673.80</b>	<b>66,695.00</b>
<b>Other Expense</b>					
66040 · Student Chapter Expense	3,637.46		3,637.46		
69392 · Rental Expense (Classroom)	0.00	20.83	0.00	62.53	250.00
<b>Total Other Expense</b>	<b>3,637.46</b>	<b>20.83</b>	<b>3,637.46</b>	<b>62.53</b>	<b>250.00</b>
<b>Net Other Income</b>	<b>15,874.03</b>	<b>5,537.09</b>	<b>41,227.62</b>	<b>16,611.27</b>	<b>66,445.00</b>
<b>Net Income</b>	<b>-7,485.24</b>	<b>-9,091.72</b>	<b>-24,022.22</b>	<b>-51,932.95</b>	<b>45,819.47</b>

Associated Builders and Contractors, Inc.

Balance Sheet

As of April 30, 2023

	Apr 30, 23	Apr 30, 22
<b>ASSETS</b>		
Current Assets		
Checking/Savings		
11000 · Petty Cash	500.00	1,726.99
11010 · Raymond James Investment Acct	726,162.41	726,628.23
11026 · Operating - Winter Park Bank	123,616.14	167,489.51
11030 · Operating MM - Winter Park Bank	936,855.05	777,380.39
11031 · Operating - Workforce Funds	245,284.76	174,675.00
Total Checking/Savings	2,032,418.36	1,847,900.12
Accounts Receivable	64,644.76	22,824.88
Other Current Assets		
11200 · Prepaid National Dues	214,436.89	177,378.54
11210 · Prepaid State Dues	53,778.84	46,962.60
11220 · Prepaid Insurance	14,120.24	14,764.70
11230 · Prepaid Expenses	27,283.86	21,495.53
11240 · Inventory	3,383.35	4,055.30
1499 · Undeposited Funds	1,050.00	0.00
Total Other Current Assets	314,053.18	264,656.67
Total Current Assets	2,411,116.30	2,135,381.67
Fixed Assets		
11300 · Equipment & Furniture	134,040.56	125,925.26
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
11350 · Equipment - Capital Lease	41,400.00	41,400.00
11355 · Building Tenant Improvement	249,754.48	249,754.48
11400 · Accumulated Depreciation	-1,363,473.24	-1,279,696.56
Total Fixed Assets	1,403,966.24	1,479,627.62
Other Assets	618.30	618.30
<b>TOTAL ASSETS</b>	<b>3,815,700.84</b>	<b>3,615,627.59</b>
<b>LIABILITIES &amp; EQUITY</b>		
Liabilities		
Current Liabilities		
Accounts Payable	28,646.02	5,366.43
Other Current Liabilities		
21030 · State Unemployment Tax Payable	0.00	11.08
21040 · Federal Unemployment Payable	0.00	413.00
2110 · Direct Deposit Liabilities	0.00	25,084.56
22100 · Sales Tax Payable	386.68	190.52
22110 · Accrued Property Taxes	15,716.00	14,233.32
22112 · Equipment Lease - ST	5,715.96	5,528.99
22201 · Tennant Security Deposits	6,776.80	6,426.80
22202 · Future Events Income	104,667.28	57,450.77
22203 · Member & Training Services	13,660.50	67,714.92

Associated Builders and Contractors, Inc.

Balance Sheet

As of April 30, 2023

	Apr 30, 23	Apr 30, 22
22204 · 2022-Renewals Income	0.00	721,089.36
22205 · Partial Pays Renew/New Members	0.00	1,644.00
22206 · Unearned for 2023-Renewals	846,091.78	0.00
22207 · Unearned for 2023-New Members	67,471.59	0.00
22208 · 2024 Renewal Dues	0.00	53,270.30
22209 · VIP Sponsorship	217,497.92	218,571.78
22210 · 2022 New Member Credit to 2023	58,271.32	62,186.08
22211 · PAC Funds	23,550.00	2,090.00
22300 · Trimmer Constr. Ed. Foundation	650.00	0.00
22301 · Free Enterprise Alliance	900.00	0.00
22305 · Workforce Enhancement Fund	0.00	3,377.92
<b>Total Other Current Liabilities</b>	<b>1,361,355.83</b>	<b>1,239,283.40</b>
<b>Total Current Liabilities</b>	<b>1,390,001.85</b>	<b>1,244,649.83</b>
<b>Long Term Liabilities</b>	<b>9,563.09</b>	<b>18,090.04</b>
<b>Total Liabilities</b>	<b>1,399,564.94</b>	<b>1,262,739.87</b>
<b>Equity</b>		
30000 · Opening Bal Equity	604,557.55	604,557.55
31100 · Retained Earnings	1,780,007.21	1,756,100.62
Net Income	31,571.14	-7,770.45
<b>Total Equity</b>	<b>2,416,135.90</b>	<b>2,352,887.72</b>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b>3,815,700.84</b>	<b>3,615,627.59</b>

Associated Builders and Contractors, Inc.  
Profit & Loss Budget Performance  
April 2023

	Apr 23	Budget	Jan - Apr 23	YTD Budget	Annual Budget
Ordinary Income/Expense					
Income					
41000 - New Members	8,433.95	19,453.92	19,305.41	77,815.68	233,447.04
41010 - Renewals	113,045.39	98,194.34	417,167.06	392,777.36	1,178,332.08
41020 - Enrollment Fee	700.00	708.33	3,555.00	2,833.36	8,500.00
41030 - Membership Promotion	0.00	500.00	230.00	500.00	1,000.00
43000 - Seminars Registration	20,467.52	21,651.45	54,809.04	67,316.11	304,438.00
44000 - Meetings (Ticket Event)	1,960.00	2,555.00	18,750.00	38,170.00	140,775.00
44001 - Casino Night	0.00		0.00		
44010 - Golf Tournaments	155,268.00	160,740.00	155,268.00	160,740.00	248,325.00
44030 - Construction Expo	0.00	0.00	0.00	0.00	100,000.00
44040 - GC Connect	0.00		29,250.00		
44050 - EIC Construction Awards	0.00	0.00	1,240.00	0.00	376,575.00
44100 - Sponsored Events	0.00	0.00	14,400.00	14,000.00	50,625.00
44105 - Young Professionals Events	0.00	3,975.00	4,615.00	3,975.00	7,175.00
45000 - BCF Magazine Advertising	11,775.72	11,875.00	22,376.44	21,400.00	70,555.00
45010 - Membership Directory	0.00	0.00	0.00	0.00	52,000.00
45012 - Monthly Mailing Advertising	0.00	300.00	1,400.00	2,300.00	3,200.00
45015 - Website Advertising	75.00	350.00	8,175.00	7,475.00	7,775.00
45020 - Weekly Email Advertising	300.00	300.00	1,200.00	1,200.00	3,600.00
46030 - Job Site Signs Sales	189.50	300.00	1,949.95	1,200.00	3,500.00
Total Income	312,215.08	320,903.04	753,690.90	791,702.51	2,789,822.12
Gross Profit	312,215.08	320,903.04	753,690.90	791,702.51	2,789,822.12
Expense					
61000 - National Dues	26,804.61	25,621.83	96,978.11	102,487.36	307,462.00
61020 - State Dues	6,722.35	6,956.25	23,671.16	27,825.00	83,475.00
61040 - Member Fees & Promotion	2,191.58	2,133.33	11,724.23	8,533.36	25,600.00
63000 - Seminar Expense	5,202.81	4,830.00	12,097.10	21,694.00	175,674.00
64000 - Meetings (Ticket Event) Expense	676.56	420.00	14,007.99	11,330.00	62,950.00
64010 - Golf Tournaments Expense	87,938.58	100,740.00	91,186.67	100,740.00	144,575.00
64030 - Construction Expo Expense	492.80	0.00	542.70	0.00	43,800.00
64040 - GC Connect Expense	0.00		6,499.04		
64050 - EIC Construction Awards Expense	454.99	0.00	2,472.93	0.00	266,575.00
64100 - Sponsored Events Exp	0.00	0.00	3,233.07	4,000.00	20,000.00
64105 - Young Professionals Expense	0.00	3,600.00	3,084.48	3,600.00	5,000.00
64107 - Special Other Expenses	672.90	500.00	3,873.13	6,000.00	6,500.00
64112 - Meetings & Events General Exps.	255.62	300.00	743.10	1,200.00	3,500.00
65000 - BCF Magazine Expense	4,082.78	3,875.00	8,316.24	8,650.00	26,000.00
65010 - Membership Directory Expense	91.41	0.00	269.39	0.00	9,500.00
65012 - Monthly Mailing Expense	1,019.12	550.00	4,148.49	2,200.00	6,600.00
65030 - Internet Website	1,259.88	583.33	1,895.64	2,333.36	7,000.00
6560 - Payroll Expenses	686.02	400.00	1,453.14	1,600.00	4,800.00
66030 - Job Site Signs expense	107.97	166.67	1,147.07	666.64	2,000.00
66050 - Personnel Expenses	96,916.55	94,233.39	349,613.82	376,933.56	1,180,800.60
66060 - Insurances	1,717.09	2,000.00	6,906.62	8,000.00	24,000.00
67050 - Staff & Team Development	264.84	750.00	1,027.81	3,000.00	9,000.00
68000 - Auto Expense	1,050.00	1,250.00	4,150.00	5,000.00	15,000.00
68110 - State Meetings	0.00	0.00	4,820.62	4,500.00	7,000.00
68130 - National Meetings	-473.12	2,375.70	17,821.07	9,502.40	28,508.00
68180 - Chapter Planning Conference	0.00	0.00	0.00	0.00	10,000.00
68190 - Other Conferences	0.00	100.00	0.00	200.00	1,000.00
68200 - President's Expense	0.00	166.67	13.80	666.66	2,000.00
68210 - Board of Directors Meetings	378.68	833.34	2,076.27	3,333.34	10,000.00
68220 - Committee Meetings	167.71	291.67	831.05	1,166.66	3,500.00
69000 - Utilities	2,878.49	3,250.00	10,863.48	13,000.00	39,000.00
69020 - Property Taxes	3,929.00	4,377.08	16,289.30	17,508.36	52,525.00
69030 - Janitorial & Cleaning	1,065.00	1,165.00	4,533.59	4,660.00	13,980.00
69040 - Building Supplies/Maintenance	3,745.02	4,342.50	15,003.92	17,370.00	52,110.00
69100 - Administrative - Postage	79.68	41.67	80.54	166.64	500.00
69120 - Telephone & Data Expense	1,357.63	1,125.00	4,458.14	4,500.00	13,500.00

Associated Builders and Contractors, Inc.  
**Profit & Loss Budget Performance**  
April 2023

	Apr 23	Budget	Jan - Apr 23	YTD Budget	Annual Budget
69190 · Computer Software	852.71	1,166.67	4,117.43	4,666.64	14,000.00
69200 · Leased Office Equipment	497.05	495.00	1,988.20	1,980.00	5,940.00
69210 · Office Supplies	176.76	416.67	938.16	1,666.64	5,000.00
69220 · Equipment R&M, Supplies	1,513.30	1,500.00	6,617.98	6,000.00	18,000.00
69300 · Advertising expense	1,500.00	100.00	1,964.44	200.00	1,000.00
69315 · Bank Charges	22.50	33.33	123.80	133.36	400.00
69325 · Interest Expense	44.36	44.36	189.13	189.13	473.05
69340 · Professional Services	2,720.10	9,916.66	2,720.10	11,166.68	15,700.00
69350 · Taxes & Licenses	0.00	25.00	545.04	100.00	300.00
69370 · Dues, Subscript., Sponsorships	0.00	100.00	16.40	400.00	1,200.00
69391 · Community Enrichment	1,532.35		1,797.44		
69400 · Depreciation	6,823.17	7,083.34	27,292.68	28,333.36	85,000.00
<b>Total Expense</b>	<b>267,418.85</b>	<b>287,859.46</b>	<b>774,144.51</b>	<b>827,203.15</b>	<b>2,810,447.65</b>
<b>Net Ordinary Income</b>	<b>44,796.23</b>	<b>33,043.58</b>	<b>-20,453.61</b>	<b>-35,500.64</b>	<b>-20,625.53</b>
<b>Other Income/Expense</b>					
<b>Other Income</b>					
46035 · Workforce Fund	1,165.00		10,957.00		
46040 · Student Chapter	0.00		3,637.46		
47000 · Interest Income	2,346.48	833.33	8,877.63	3,333.36	10,000.00
47010 · General Income	447.30		469.66		
47012 · Rental Income					
470122 · First Floor Lease Space					
470125 · Astronaut Lease Ste101-1,500	1,500.00	1,500.00	6,000.00	6,000.00	18,000.00
470126 · Empire Elect ste102 - 1,666.25	1,666.25	1,666.25	6,665.00	6,665.00	19,995.00
470127 · United Form ste103-1,350.00	1,350.00	1,350.00	5,400.00	5,400.00	16,200.00
<b>Total 470122 · First Floor Lease Space</b>	<b>4,516.25</b>	<b>4,516.25</b>	<b>18,065.00</b>	<b>18,065.00</b>	<b>54,195.00</b>
470123 · Classroom rental	1,444.94	208.34	2,994.94	833.36	2,500.00
470124 · Rental Supplies	245.00		682.00		
47012 · Rental Income - Other	350.00		350.00		
<b>Total 47012 · Rental Income</b>	<b>6,556.19</b>	<b>4,724.59</b>	<b>22,091.94</b>	<b>18,898.36</b>	<b>56,695.00</b>
47020 · Gain (Loss) on Investment/Asset	2,197.31		11,543.67		
<b>Total Other Income</b>	<b>12,712.28</b>	<b>5,557.92</b>	<b>57,577.36</b>	<b>22,231.72</b>	<b>66,695.00</b>
<b>Other Expense</b>					
66035 · Workforce Enhance. Fund	1,900.70		1,900.70		
66040 · Student Chapter Expense	0.00		3,637.46		
69392 · Rental Expense (Classroom)	14.45	20.83	14.45	83.36	250.00
<b>Total Other Expense</b>	<b>1,915.15</b>	<b>20.83</b>	<b>5,552.61</b>	<b>83.36</b>	<b>250.00</b>
<b>Net Other Income</b>	<b>10,797.13</b>	<b>5,537.09</b>	<b>52,024.75</b>	<b>22,148.36</b>	<b>66,445.00</b>
<b>Net Income</b>	<b>55,593.36</b>	<b>38,580.67</b>	<b>31,571.14</b>	<b>-13,352.28</b>	<b>45,819.47</b>



**PAC | UCF | WEF | TRIMMER | FEA**  
**Financial Status Report**  
**As of April 30, 2023**

**Total PAC Funds**

**\$67,982.63**

Of which \$15,380.92 is from the PAC Fundraiser on 4/19/23.

Of which \$28,350.00 has been collected in 2023 YTD.

**UCF Student Chapter Funds**

**\$37,346.32**

Of which \$17,136.31 is net profit from February Golf Tournament.

**Workforce Enhancement Funds**

**\$245,284.76**

Of which \$22,383.33 has been collected in 2023 YTD.

**Trimmer Construction Education Foundation Funds**

**\$18,550.00**

**Free Enterprise Alliance Funds**

**\$27,450.00**



**THE TYSON SMITH GROUP OF RJ**

Raymond James & Associates  
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 (407) 883-4226  
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CENTRAL FL CHAPTER ASSOCIATED  
 BUILDERS AND CONTRACTORS INC  
 651 DANVILLE DR STE 200  
 ORLANDO FL 32825-6393504

**Raymond James Client Services**

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

**Online Account Access**

[raymondjames.com/clientaccess](http://raymondjames.com/clientaccess)

**ABC - Central FL Chapter Account Summary - #700C0151**

## Brokerage

Value This Statement		This Statement	Year to Date
<b>\$726,162.41</b>		<b>Beginning Balance</b>	<b>\$722,956.02</b>
		Deposits	\$0.00
		Income	\$1,009.08
		Withdrawals	\$0.00
		Expenses	\$0.00
		Change in Value	\$2,197.31
		<b>Ending Balance</b>	<b>\$726,162.41</b>
Last Statement	Prior Year-End		
\$722,956.02	\$710,654.07		
<hr/>			
Dollar-Weighted Performance*			
YTD	2022		
2.18%	(8.23)%		

Performance Inception: 05/07/2018

**Important Messages**

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



## Your Portfolio

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

	Quantity	Price	Value	Gain or (Loss) <sup>°</sup>	Estimated Annual Income
<b>Cash &amp; Cash Alternatives</b>					
Raymond James Bank Deposit Program ‡ 1.0% - Selected Sweep Option			<b>\$419,343.89</b>		\$4,193.43
Raymond James Bank			\$245,201.46		
Tristate Capital Bank			\$174,075.92		
Citibank NA			\$66.51		

### Your bank priority state: FL

‡ Please see the Raymond James Bank Deposit Program on the Understanding Your Statement page.

Estimated Income Yield for RJB DP was calculated as of 04/24/2023.

<b>Cash &amp; Cash Alternatives Total</b>	<b>\$419,343.89</b>	<b>\$4,193.43</b>
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## Mutual Funds

WESTERN ASSET CORE PLUS BOND FUND CL C M/F (WAPCX)	20,467.768	\$9.620	<b>\$196,899.93</b>	\$(40,090.39) <sup>B</sup>	\$5,116.94
<b>Mutual Funds Total</b>			<b>\$196,899.93</b>	<b>\$(40,090.39)</b>	<b>\$5,116.94</b>

## Exchange-Traded Products (ETPs)

INVESCO QQQ (QQQ)	29.000	\$322.560	<b>\$9,354.24</b>	\$(299.06)	\$63.05
INVESCO S&P 500 EQUAL WEIGHT ETF (RSP)	186.000	\$145.140	<b>\$26,996.04</b>	\$4,787.81	\$484.16
SPDR S&P 500 ETF (SPY)	78.000	\$415.930	<b>\$32,442.54</b>	\$10,258.80	\$503.96
VANGUARD DIVIDEND APPRECIATION ETF (VIG)	261.000	\$157.570	<b>\$41,125.77</b>	\$11,372.95	\$790.05
<b>Exchange-Traded Products Total</b>			<b>\$109,918.59</b>	<b>\$26,120.50</b>	<b>\$1,841.22</b>

Please see the Exchange-Traded Products on the Understanding Your Statement page.

<b>Portfolio Total</b>	<b>\$726,162.41</b>	<b>\$(13,969.89)</b>	<b>\$11,151.59</b>
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<sup>B</sup> Please see Cost Basis on the Understanding Your Statement page regarding Open End Mutual Funds.

<sup>°</sup> Please see Cost Basis on the Understanding Your Statement page.

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



## Your Activity

Date	Activity Type	Description	Quantity/ Price	Amount
<b>Income</b>				
04/03/2023	Dividend - Taxable	WESTERN ASSET CORE PLUS BOND FUND CL C M/F (WAPCX) \$.02614 per share x 20,412.136 shares		\$533.51
04/28/2023	Interest at RJ Bank Deposit Program	Raymond James Bank Deposit Program		\$344.40
04/28/2023	Dividend - Taxable	SPDR S&P 500 ETF (SPY) \$1.50615 per share x 78.000 shares		\$117.48
04/28/2023	Dividend - Taxable	INVESCO QQQ (QQQ) \$.47207 per share x 29.000 shares		\$13.69
<b>Income Total</b>				<b>\$1,009.08</b>
<b>Purchases, Sales and Redemptions</b>				
04/03/2023	Reinvest	WESTERN ASSET CORE PLUS BOND FUND CL C M/F (WAPCX) \$.02614 per share x 20,412.136 shares	55.632 \$9.58998	\$(533.51)



**Associated Builders and Contractors, Inc.**  
**A/R Aging Summary**  
As of April 30, 2023

	<u>Current</u>	<u>1 - 30</u>	<u>31 - 60</u>	<u>61 - 90</u>	<u>&gt; 90</u>	<u>TOTAL</u>	
Aagaard-Juergensen, Inc.	0.00	0.00	0.00	0.00	153.89	153.89	Sign order
ABC National, Inc.	0.00	0.00	4,636.45	0.00	0.00	4,636.45	* Paid 5/9
ABC, Gulf Coast	0.00	275.00	0.00	0.00	0.00	275.00	CILB renewal
AJ Flooring Specialist Svcs.,Inc	0.00	0.00	0.00	0.00	3,392.25	3,392.25	* Paid 5/8
Ajax Building Corporation	0.00	317.88	0.00	0.00	0.00	317.88	April room rental
Balfour Beatty Construction(Centex)	0.00	500.00	0.00	0.00	15,000.00	15,500.00	2023 sponsorship package
Central Florida Waterproofing, Inc.	0.00	150.00	0.00	0.00	0.00	150.00	BCF
Charles Perry Partners, Inc.	0.00	0.00	200.00	0.00	0.00	200.00	Chapter Dinner - Kevin Bradford
Coastal Mechanical Services, LLC	0.00	477.75	0.00	0.00	0.00	477.75	*Paid 5/3
Dixie Metal Products, Inc.	0.00	0.00	0.00	0.00	1,200.00	1,200.00	BCF
Exterior Walls, Inc.	0.00	55.00	0.00	0.00	0.00	55.00	* paid 5/4
Ford & Harrison LLP	0.00	0.00	250.00	0.00	0.00	250.00	*Paid 5/8
JD James Inc/Nature Bridges	0.00	0.00	200.00	0.00	0.00	200.00	Chapter dinner - JD James
KHS&S	0.00	0.00	106.50	0.00	0.00	106.50	* Paid 5/8
Mader Southeast	0.00	0.00	0.00	0.00	4,500.00	4,500.00	2023 sponsorship package
Milwaukee Electric Tool Corp	0.00	0.00	5,570.91	0.00	0.00	5,570.91	National convention sponsorship
Modern Plumbing	0.00	825.00	0.00	0.00	0.00	825.00	* paid 5/10
National Trench Safety, LLC	0.00	2,965.00	0.00	0.00	0.00	2,965.00	Spring Golf #1 & #2
Owen Electric Company, Inc.	0.00	0.00	0.00	20.00	0.00	20.00	Builders Breakfast
Preferred Materials, Inc.	0.00	500.00	0.00	0.00	0.00	500.00	PAC Fundraiser
R.C. Stevens Construction	0.00	0.00	0.00	0.00	2,000.00	2,000.00	2023 sponsorship package
RAMS RPG	0.00	0.00	0.00	0.00	1,000.00	1,000.00	2023 sponsorship package
Robins & Morton Group	0.00	0.00	0.00	0.00	2,000.00	2,000.00	2023 sponsorship package
Shutts & Bowen, LLP	0.00	885.00	0.00	0.00	1,250.00	2,135.00	PAC Fundraiser & 2023 Sponsorship package
Sims Crane & Equipment Co.	0.00	0.00	0.00	740.00	0.00	740.00	UCF/YP Golf
Southwire	0.00	0.00	200.00	0.00	0.00	200.00	*Paid 5/1
Sperry & Associates	0.00	0.00	200.00	0.00	0.00	200.00	Chapter Dinner Jay Bostwick
Sunbelt Rentals	0.00	0.00	150.00	0.00	1,000.00	1,150.00	*Paid 5/5
Sunstate Equipment Co., LLC	0.00	2,535.00	0.00	0.00	5,550.00	8,085.00	spring golf & 2023 sponsorship package
Tharp Plumbing Systems	0.00	0.00	0.00	250.00	0.00	250.00	UCF/YP Golf
Thermal Tech, Inc.	0.00	369.50	0.00	0.00	0.00	369.50	*Paid 5/4
Trade Management, Inc.	0.00	0.00	0.00	0.00	2,000.00	2,000.00	2023 sponsorship package
Tri-City Electrical Contractors	0.00	0.00	110.00	0.00	0.00	110.00	YP event March
Turner Construction Co.	0.00	0.00	374.88	234.75	0.00	609.63	*Paid 5/3 both amounts
Waste Pro USA	0.00	0.00	0.00	0.00	2,000.00	2,000.00	2023 sponsorship package
Winter Park Construction	0.00	500.00	0.00	0.00	0.00	500.00	BCF
<b>TOTAL</b>	<b>0.00</b>	<b>10,355.13</b>	<b>11,998.74</b>	<b>1,244.75</b>	<b>41,046.14</b>	<b>64,644.76</b>	
						34,050.00	2023 Sponsorship Package
						12,097.08	Paid in May 2023
						18,497.68	Various outstanding AR

## Possible New National Dues Schedule

After many iterations, countless discussions, and numerous meetings, the Executive Committee voted to send the attached proposed national dues schedule to the full board for consideration at the June board meeting.

If adopted, the new dues schedule could be effective for 2024. While there is no way to predict what the national board will adopt. I have started to run scenarios for our chapter should this schedule be adopted and implemented for 2024 and prepare for the possibility that this **might be** the new national dues schedule.

	Description	Dues 2023 with 2%	Proposed	Difference	Category	Proposed Dues	
1	Associate Member	\$ 390.00	\$ 550.00	\$ 160.00	Non Contractor**^	\$ 550.00	Category 1
2	Supplier Member	\$ 390.00	\$ 550.00	\$ 160.00			Category 2
30	Architect	\$ 390.00	\$ 550.00	\$ 160.00			
25	Startup	\$ 222.00	\$ 400.00	\$ 178.00	Small Construction (Under \$1mil	\$ 400.00	(Category 4, 6 & 25)
4	Under \$500,000	\$ 335.00	\$ 400.00	\$ 65.00			
6	>\$500,000 to \$1 million	\$ 491.00	\$ 400.00	\$ (91.00)			
7	>\$1 million to \$3 million	\$ 747.00	\$ 550.00	\$ (197.00)	Cat 1 (\$1mil to \$3mil)	\$ 550.00	(Category 7)
8	>\$3 million to \$6 million	\$ 1,073.00	\$ 1,160.00	\$ 87.00	Cat 2 (\$3 to \$20mil)	\$ 1,160.00	(Category 8, 9, 10)
9	>\$6 million to \$10 million	\$ 1,343.00	\$ 1,160.00	\$ (183.00)			
10	>\$10 million to \$20 million	\$ 1,588.00	\$ 1,160.00	\$ (428.00)			
11	>\$20 million to \$50 million	\$ 1,834.00	\$ 1,800.00	\$ (34.00)	Cat 3 (\$20 to \$50mil)	\$ 1,800.00	(Category 11)
12	>\$50 million to \$100 million	\$ 2,451.00	\$ 3,000.00	\$ 549.00	Cat 4 (\$50 to \$250mil)	\$ 3,000.00	(Category 12,13)
13	>\$100 million to \$250 million	\$ 3,008.00	\$ 3,000.00	\$ (8.00)			
14	Over \$250 million	\$ 3,621.00	\$ 4,500.00	\$ 879.00	Cat 5 (\$250 or more)	\$ 4,500.00	(Category 14)

Two key points:

1. The national board could adopt this schedule, some other schedule, make no change, delay implementation or take any number of actions which are impossible to predict. Nothing happens until the board has acted.
2. Any change in a national dues schedule does not change the ability for chapters to set their chapter dues schedule.

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

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

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

### Key Contacts

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

Finance Manager Fran Conway:  
[fconway@abccentralflorida.org](mailto:fconway@abccentralflorida.org)  
 Direct 407.398.1270

# ABC Central Florida Membership Report

## April 30, 2023



### New Members - April 2023

COMPANY	CONTACT	CO. PHONE	CTG	TRADE	BOARD SPONSOR
Condor Construction Corp.	Luis F. Pinzon	407-895-2598	9	Site development, concrete, utilities, foundation	Albu
Country Boy Marine DbA Phoenix Fabrications	Michael Williams	407-276-1249	7	Misc. metal fab and install, specialty: marine	
Fanfabulous, LLC	Chelle Johnson	321-284-8235	2	Promotional items	
R.A. Rogers Construction Company	Robert Drane	407-339-4001	12	General Contractor	Tinetti
RedTeam Software, LLC	Rob Morton	407-781-1500	1	Construction management software	
Rose Fence Company	Ken Rose	407-382-5000	8	Fence and gate contractor	
United Fire Protection, Inc.	Jeff Henderson	407-830-7000	9	Fire Protection: Alarm, sprinkler, suppression	

### Recruitment 2023

<i>New Member Companies</i>	
This Month:	7
YTD:	36
Goal:	90
Percentage of Goal	40.0%

**\$14,720.00** Current Month New Members  
**\$80,678.00** YTD New Members  
**36.8%** Percentage of Budget





## 2023 Retention (as of 02/28/2023)

<i>Member Companies</i>	
As of Year End 2022:	478
2023 Renewed:	424 88.70%
Dropped:	42
Unpaid:	12

Renewal Invoices: \$1,354,404.75  
 Paid as of Month End: \$1,231,069.17  
 Percentage of Invoiced: 90.9%

Non Renewed: \$123,335.58



<i>Total Member Companies</i>	
As of Year End 2022	478
Renewed 2023	424
New 2023	36
Total Members	460
Needed for Growth	19

**Paid Member Contractor Percentage: 62%**



Catherine Wert, Membership Director  
[cwert@abccf.org](mailto:cwert@abccf.org)  
 D. 407.398.1278  
 C. 407.209.5604  
 ABCCF.org



### **Governor DeSantis Signed Senate Bill 360 Into Law**

On Thursday, April 6, 2023, Governor DeSantis signed the industry-backed bill, SB 360, into law. For years, we have been fighting for reforms to protect the industry against unscrupulous attorneys who abuse the Chapter 558 Construction Defects in the hopes of a large pay day from contractors for issues that are truly the result of deferred maintenance.

This legislation will require materiality as a requirement for alleged defect claims that stem from Building Code violations. Additionally, Florida's statute of repose is reduced from 10 to 7 years, at the earliest of the following events: abandonment if construction not completed, or the issuance of a temporary certificate of occupancy, certificate of occupancy, or certificate of completion.

### **ABC's Public Construction Bill PASSES**

Earlier today, Senate Bill 346 on Public Construction passed the full legislature, and will make its way to the Governor for final consideration and passage into law. We want to thank our exceptional bill sponsors for their great work on this legislation. Senator Nick DiCeglie and Representative Griff Griffiths believe strongly in fighting against Local Government overreach and we appreciate their efforts and support.

### **The Bill on Prompt Pay**

- Clarifies and tightens deadlines for establishing punchlists on projects
- Clarifies calendar days vs. business days for invoicing and payment
- Decreases wait periods for payments to be received
- Requires FULL PAYOUT of monies owed, including retainage, at the time the punch list is developed
- It allows public owners to hold onto up to 150% of costs to complete punchlist work to ensure completion

---

### **The Bill Increases Competition and Decreases Government Mandates**

- On any public works project of any dollar value, where any amount of funds come from the state, even if it is only a penny, Local Public Entities MAY NOT:
  - Impose Local Hiring Requirements
  - Impose Local Geographic Preference Requirements
  - Impose Local Wage Rate or Benefit Package Requirements
  - Impose Apprenticeship Mandates

At the end of the day, we know that the more demands public entities make on public bid opportunities, the less competitive these opportunities become. We also know that with less competition we see the cost to complete the work skyrocket. There have been many discussions this session focussed on identifying ways to drive down the costs of construction to make things more affordable for tax payers. Eliminating unnecessary and anti-competitive government mandates is one of the best places to start.

---

## **ABC Sends Veto Request to Governor DeSantis**

ABC sent you an action alert yesterday on Senate Bill 7026. This bill deals generally with Higher Education Finances but incorporates a number of proposed changes to procurement practices and permissions that cause concern. For the last five years, there has been a push to allow for hard bid procurement opportunities on university construction projects. The language has always taken a different format, but in all cases, has been confirmed as allowing for opportunities to utilize hard bid. For the last five years, we have asked to sit and discuss with proponents because we know the inherent issues with hard bid. It's a race to the bottom to see who can be lowest in order to secure the award. Then it's a series of change orders to cover costs, which leads to project delays and legal battles. Without knowing more, and based on prior years' efforts, we can only surmise that hard bid is a direction university procurement would like to go. We sent the action alert to you yesterday and submitted our Veto Letter to the Governor and his team as well.

---

## **Local Licensing Issue Gets Worked Out**

In 2021, the Legislature passed House Bill 735, which was meant to limit local jurisdictions from requiring a uniquely established local license in order to pull a permit. The enactment date was July 1, 2023 in order to allow for time for local jurisdictions to adjust. During this interim period, some local governments adjusted by simply requiring that everyone hold a GC license in order to pull a permit - OR - do work in that jurisdiction. Clearly that was not the intent of the original legislative effort and therefore, the Legislature has responded with clarifying bills this year. Just passed today by both chambers, House Bill 1383 will go to the Governor for final contemplation and action. The bill:

- Extends the expiration date for local licensing not governed by this bill to July 1, 2024.
- The bill requires the CILB by July 1, 2024 to establish specialty contractor categories for voluntary licensure that include:

- Structural aluminum or screen enclosures
- Marine seawall work
- Marine bulkhead work
- Marine dock work

- Marine pile driving
- Structural masonry
- Structural prestressed, precast concrete work
- Rooftop solar heating installation
- Structural Steel
- Window and door installation, including garage door installation and hurricane or windstorm protection, and
- Plaster and lath

The bill provides that a local government may not require a license issued by the local government or the CILB to perform a job scope which does not substantially correspond to one of the state contractor or specialty contractor categories. Local governments may not require a license to obtain a permit for a job scope outside of the practice or contracting. Lastly, the bill provides that a local government may not require a license as a prerequisite to submit a bid for public works projects if the work to be performed does not require a license under general law.

### Update on Immigration Bills

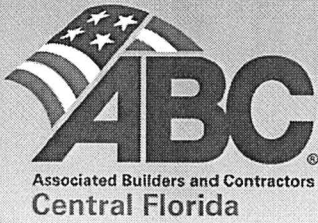
Senate Bill 1718 is the version of the bill that will pass. The bill:

- Further defines term and enhances penalties for human smuggling
- Adds crime of human smuggling to list of crimes that can be prosecuted under RICO
- Allows a law enforcement agency to send relevant information obtained via legal means to a federal immigration agency
- **Beginning on July 1, 2023, any private employer with 25 or more employees will be required to use the E-Verify system for NEW employees**
- Beginning on July 1, 2024, Alters the defenses for employers using the I-9 form or E-Verify system and amends penalties for an employer's

noncompliance to register and use the E-Verify system, including requiring reporting and allowing for the suspension and revocation of employer licenses in certain circumstances (begins on line 292 of bill)

- Creates penalties for employers who knowingly employ unauthorized aliens
- Creates a third degree felony for an unauthorized alien to knowingly use a false identification document, or who fraudulently uses an identification document of another person, to obtain employment
- Creates a "hold harmless" protection for employers who utilize the e-verify system as intended (see line 454)
- Prohibits a county or municipality from providing funds to any person, entity, or organization for the purpose of issuing an identification card or other document to an individual who does not provide proof of lawful presence in the US
- Prohibits a person from operating a motor vehicle if his or her driver's license is issued by another state which exclusively provides such a license to undocumented immigrants who are unable to prove lawful presence in the US when the licenses are issued
- Repeals the statute that allows an applicant to the Florida Bar who is an unauthorized immigrant to be admitted to the Bar by the Florida Supreme Court if certain conditions are met effective November 1, 2028
- Requires a person who is in the custody of a law enforcement agency and is subject to an immigration detainer to submit a DNA sample when he or she is booked into a jail, correctional, or juvenile facility
- Requires any hospital that accepts Medicaid to include a question on its admission or registration forms inquiring about whether the patient is a US Citizen, is lawfully present in the US, or is not lawfully present in the US, AND
- Requires each hospital to provide a quarterly report to the Agency of Health Care Administration, detailing the number of emergency department visits or hospital admissions by patients who responded to the above question in each category.





# POP STROKE

EAT. PUTT. DRINK.

*with ABC Central Florida  
Members*



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**S.I. GOLDMAN COMPANY**  
COMFORT SYSTEMS **USA**



*Scan to  
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Limited  
availability*



**June 8,  
2023**



**PopStroke Orlando**  
321 N. Alafaya Trail,  
Orlando, FL 32828



**4:30 -  
7:30 PM**



**Members - \$115**  
**Future Members -**  
**\$200**

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651 DANVILLE DR., SUITE 200, ORLANDO, FL 32825  
407.699.0070 • 1.800.655.0070





# Builders' BREAKFAST



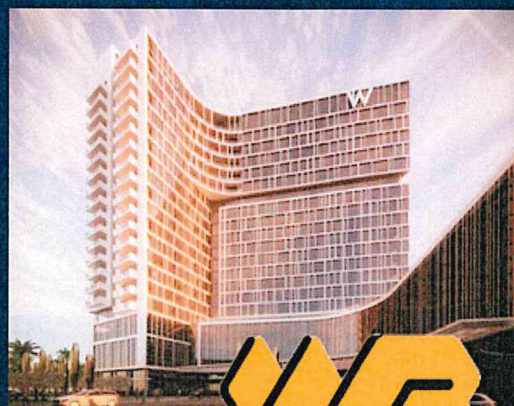
**Darick Bennett**  
Senior Vice President

*Speaker*

## W Hotel

Brand-new luxury hotel is coming to Orlando!

Join WELBRO Building Corporation for a presentation on their W Hotel project - hear from Cooper Carry Architects and Walter P. Moore as well! Located steps away from Epic Universe, the facility will offer concerts and entertainment up to 200 days per year. Register today to stay up to date and learn about how your company can help support this construction project.



**May 25,  
2023**



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



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



**Members - \$20  
Future Members - \$30**

## CHOICE VIP SPONSORS

- Albu & Associates, Inc.
- Certified Slings & Supply
- Competitive Edge Partners & Consulting, LLC
- Dean Mead Attorneys At Law
- Hartford South, LLC
- KBI Staffing Solutions, LLC
- Lake Glass & Mirror, Inc.
- LRA Insurance
- Shutts & Bowen, LLP
- Turner Construction Co.
- Winter Park National Bank
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407.628.2070 | [ABCCF.ORG](http://ABCCF.ORG)





## TRAINING/CLASSES

### OSHA 10-Hour

April 5-6, 2023

Total registered: 12

Total attended: 10

Budgeted net \$955.25

Net \$1,042.11

### OSHA 30-Hour

April 10-13, 2023

Total registered: 16

Total attended: 15

Budgeted net \$1,930.25

Net \$2,501.18

### Basic Blueprint Reading

April 18, 2023

Total registered: 14

Total attended: 14

Budgeted net \$7,241.73

Net \$5,216.16

### Financial Management Foundations

April 20, 2023

Total registered: 9

Total attended: 9

Budgeted net \$1,040.00

Net \$1,341.00

Intro to Pre-con & Lump Sum Estimating

April 27, 2023

Total registered: 31

Total attended: 29

Budgeted net \$477.50

Net \$1,535.63

BUDGET FOR APRIL: \$17,371.45

TOTAL NET FOR APRIL: \$11,636.08

## UPCOMING

Total Human Health Week (May 22-26)

May 22 - Suicide Prevention in the Workplace

Attendees will receive a certificate

Taught by Joe Xavier

3pm-4:30pm

Charge all attendees \$10

Held at ABC CF Office

May 23 - Whole Human Health Workshop (WIP)

\*in partnership w/NAWIC

A series of demonstrations related to the body, and mind (Advent or Orlando Health, Yoga, Acupuncture, Reflexology, Meditation, Ergonomics for the body)

5:00pm-7:00pm (followed by a mixer)

No charge for attendees

Held at ABC CF Office

May 24-25 - Safety Academy

May 26 - Safety Stand Down (in discussions with Turner & Hensel Phelps on location)

# COMMITTEE INITIATIVES

## Collegiate Outreach

Working w/UCF Officers on succession plan, and recruiting plan

Seminole State Student Government officially approved student chapter, just need more members. Currently have 7.

## Safety

Total Human Health Week Promotion. Working w/Amphibious Group on "Beat the Heat" Class.

## Training & Development

Committee Audit of classes. Evaluations for each class. Promotion of Frontline Supervisor class. Committee to call member list for T&D contacts. Review of Supercon to see if can bring to Central Florida. Promotion of Tech Conference.

## Workforce Council

Renovation of downstairs - looking for Design Firm, need to submit for trimmer grant.

Workforce Fund - Need to find history in reference to the amount that needs to remain in fund.

## Outreach

NAWIC Camp promotion and sponsors. PIPE Graduation

# STEP

## PLATINUM

13

## DIAMOND

15

## GOLD

6

## SILVER

5

## BRONZE

5

## NOT COMPLETED

12

## TOTAL

56 (44 completed)





Associated  
Builders and  
Contractors

Central Florida



# Casino Night

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

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

## August 18, 2025

7:00 - 10:30 p.m.

Orlando Science Center  
777 East Princeton Street  
Orlando, FL 32803

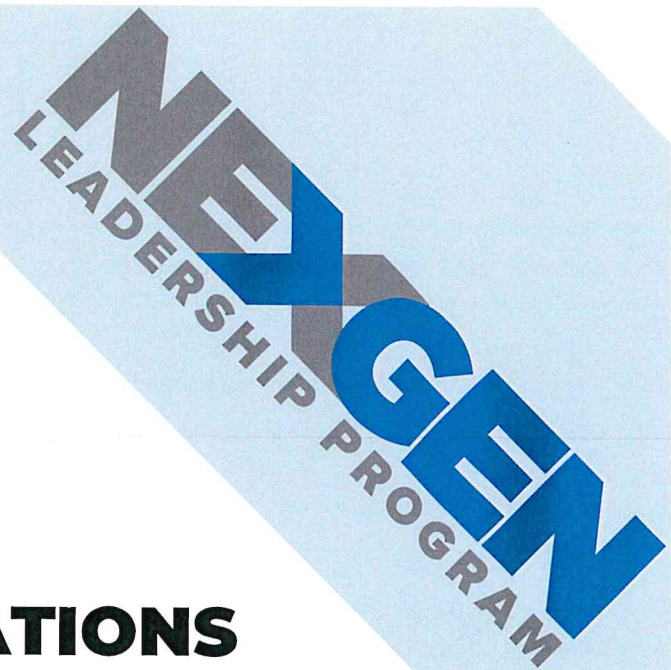


***Sponsorships available!***

**Connect... Educate... Advocate**

651 Danville Dr., Suite 200, Orlando, FL 32825  
407-628-2070 [abccf.org](http://abccf.org)





# WE ARE ACCEPTING APPLICATIONS

**Now through July 31st**

## WHO SHOULD APPLY:

All up-and-coming leaders and seasoned professionals are welcome from Central Florida ABC general contractors, subcontractors, associates, or suppliers. There is no age requirement for this program, but rather dedication and passion for the construction industry

## SESSION TOPICS:

- There's no "I" in Team
- Ready, Willing, and Prepared
- ABC's Mission
- Public Policy, Law, and Political Advocacy
- Engaging and Partnering for Workforce Development
- Economic Drivers and the Construction Industry
- Finding and Winning Work
- Corporate Citizenship and Community Involvement

SCAN QR CODE to [Apply Now](#)  
Call 407-628-2070 or  
email [training@abccf.org](mailto:training@abccf.org)

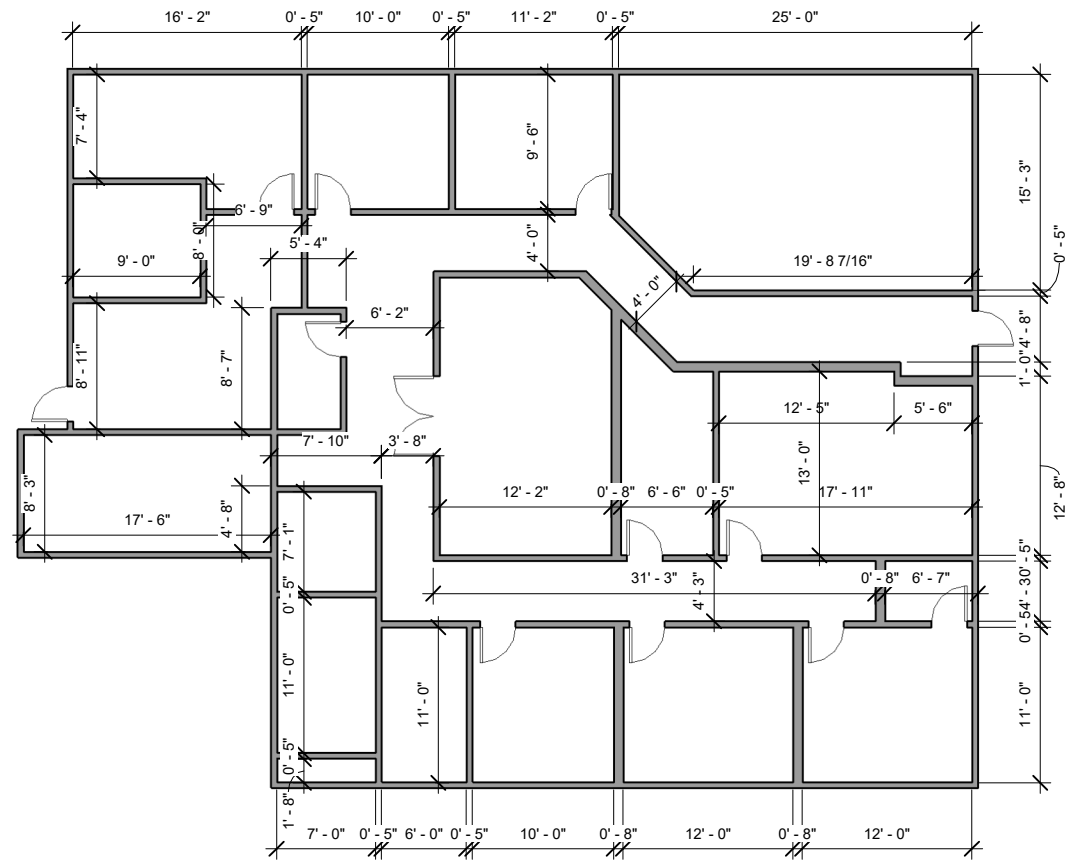


THE KEY ELEMENT OF NEXGEN IS THE INVOLVEMENT OF MEMBERSHIP LEADERS WHO CONTRIBUTE TO RELEVANT TOPICS AND THOSE WHO NAVIGATE SITE TOURS EXPERIENCES. WITNESSING THE VALUE OF THIS PROGRAM, I AM LOOKING FORWARD TO BEING AN ALUMNI CONTRIBUTOR TO MAKE THIS HAPPEN YEAR AFTER YEAR FOR CFC ABC.

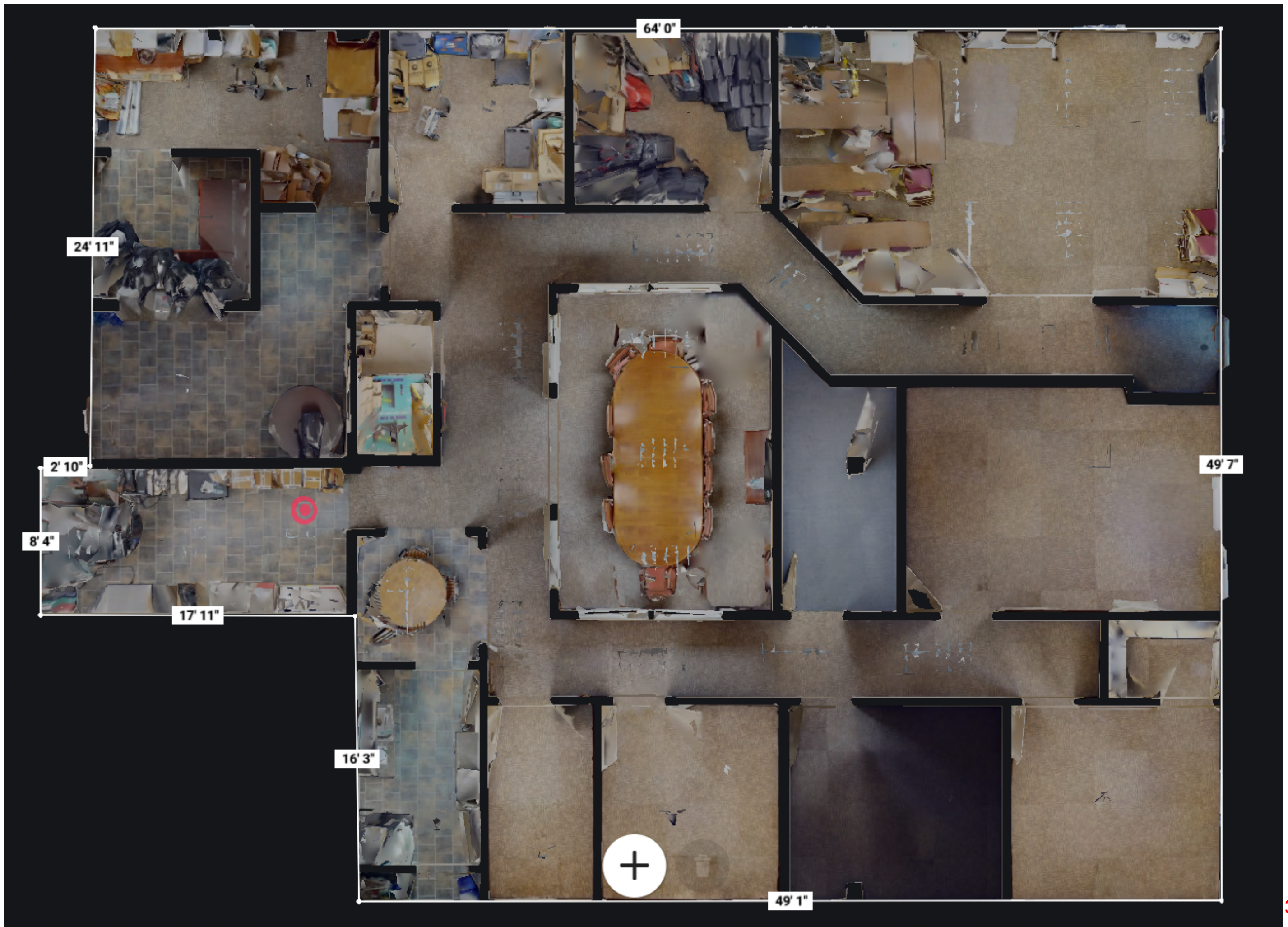
**- CHRIS CAPLAN, HOAR CONSTRUCTION, LLC**

LINKING INDUSTRY NEWCOMERS AND SEASONED PROFESSIONALS ALL WITH A COMMON GOAL IN THE CFC ABC NETWORK, PAVES THE WAY IN THE FUTURE OF INDUSTRY MENTORSHIP, WORKFORCE DEVELOPMENT, AND PROFESSIONAL GROWTH OPPORTUNITIES – THAT ALONE IS NEXGEN'S TRUE VALUE.

**- GEORGE ANTHONY, POLI CONSTRUCTION, INC.**









DATE: 3/31/2023

DATE: 3/31/2023

34

DATE: 3/31/2023

## RENOVATION OF SUITE 100

## RENOVATION OF SUITE 100

## RENOVATION OF SUITE 100

## RENOVATION OF SUITE 100

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## RENOVATION OF SUITE 100

## ABC Meetings Events

Dates	Event Name	Venue	City/State
<b>2023</b>			
3/13-3/17/2023	<b>ABC Convention</b>	Gaylord Palms Resort & Convention Center	Kissimmee, FL
3/13/2023	Executive Committee Meeting	Gaylord Palms Resort & Convention Center	Kissimmee, FL
3/14/2023	Committee Meetings	Gaylord Palms Resort & Convention Center	Kissimmee, FL
3/15-3/16/2023	National Board Meeting	Gaylord Palms Resort & Convention Center	Kissimmee, FL
3/16-3/17/2023	Construction Management Competition	Gaylord Palms Resort & Convention Center	Kissimmee, FL
3/16-3/17/2023	Chapter & Member Education	Gaylord Palms Resort & Convention Center	Kissimmee, FL
3/16/2023	EIC Awards Gala & Dinner	Gaylord Palms Resort & Convention Center	Kissimmee, FL
3/16/2023	National Craft Championships	Gaylord Palms Resort & Convention Center	Kissimmee, FL
3/17/2023	Careers in Construction Awards	Gaylord Palms Resort & Convention Center	Kissimmee, FL
4/17 - 4/18/2023	<b>Strategic Planning Session</b>	Grand Hyatt DFW	Dallas, TX
5/16-5/19/2023	<b>ONE Conference for Chapter Staff</b>	Hilton Cleveland Downtwon	Cleveland, OH
5/16-5/17/23	Membership & Education Prof. Orientations	Hilton Cleveland Downtwon	Cleveland, OH
5/17-5/19/23	Chapter Staff Education Conference	Hilton Cleveland Downtwon	Cleveland, OH
May	<b>Users Summit</b>	<b>TBD</b>	<b>TBD</b>
6/11-6/15/2023	<b>Legislative Week</b>	Renaissance Washington DC Downtown	Washington, DC
6/11/2023	Executive Committee Meeting	Renaissance Washington DC Downtown	Washington, DC
6/12/2023	Committee Meetings	Renaissance Washington DC Downtown	Washington, DC
6/12/2023	Inclusion, Diversity and Equity Summit	Renaissance Washington DC Downtown	Washington, DC
6/13/2023	National Board Meeting	Renaissance Washington DC Downtown	Washington, DC
6/13/2023	FEA Reception	Renaissance Washington DC Downtown	Washington, DC
6/14/2023	Legislative Day	Renaissance Washington DC Downtown	Washington, DC
<b>TBD</b>	<b>ABC Legal Conference</b>	Virtual Event	Virtual
7/25 - 7/27/2023	<b>Chapter Presidents Management Conference</b>	The Mills House Hotel	Charleston, SC
September	<b>Executive Committee Meeting</b>	<b>TBD</b>	<b>TBD</b>
11/12-11/16/23	<b>Leadership Week</b>	Westin Mission Hills Golf Resort & Spa	Rancho Mirage, CA
11/12/2023	Executive Committee Meeting	Westin Mission Hills Golf Resort & Spa	Rancho Mirage, CA
11/13/2023	Committee Meetings	Westin Mission Hills Golf Resort & Spa	Rancho Mirage, CA
11/14/2023	National Board Meeting	Westin Mission Hills Golf Resort & Spa	Rancho Mirage, CA
11/15/2023	Executive Leadership Forum	Westin Mission Hills Golf Resort & Spa	Rancho Mirage, CA
11/15-11/16/2023	Leadership Institute	Westin Mission Hills Golf Resort & Spa	Rancho Mirage, CA
<b>2024</b>			
3/11-3/15/2024	<b>ABC Convention</b>	Gaylord Palms Resort & Convention Center	Kissimmee, FL

## ABC Meetings Events

Dates	Event Name	Venue	City/State
3/11/2024	Executive Committee Meeting	Gaylord Palms Resort & Convention Center	Kissimmee, FL
3/12/2024	Committee Meetings	Gaylord Palms Resort & Convention Center	Kissimmee, FL
3/13-3/14/2024	National Board Meeting	Gaylord Palms Resort & Convention Center	Kissimmee, FL
3/14-3/15/2024	Construction Management Competition	Gaylord Palms Resort & Convention Center	Kissimmee, FL
3/14-3/15/2024	Chapter & Member Education	Gaylord Palms Resort & Convention Center	Kissimmee, FL
3/14/2024	EIC Awards Gala & Dinner	Gaylord Palms Resort & Convention Center	Kissimmee, FL
3/14/2024	National Craft Championships	Gaylord Palms Resort & Convention Center	Kissimmee, FL
3/15/2024	Careers in Construction Awards	Gaylord Palms Resort & Convention Center	Kissimmee, FL
April	<b>Strategic Planning Session</b>	<b>TBD</b>	<b>TBD</b>
5/14-5/17/2024	<b>ONE Conference for Chapter Staff</b>	Amway Grand Plaza	Grand Rapids, MI
5/14-5/15/2024	Membership & Education Prof. Orientations	Amway Grand Plaza	Grand Rapids, MI
5/15-5/17/2024	Chapter Staff Education Conference	Amway Grand Plaza	Grand Rapids, MI
May	<b>Users Summit</b>	<b>TBD</b>	<b>TBD</b>
6/23-6/27-24	<b>Legislative Week</b>	Renaissance Washington DC Downtown	Washington, DC
6/23/2024	Executive Committee Meeting	Renaissance Washington DC Downtown	Washington, DC
6/24/2024	Committee Meetings	Renaissance Washington DC Downtown	Washington, DC
6/24/2024	Inclusion, Diversity and Equity Summit	Renaissance Washington DC Downtown	Washington, DC
6/25/2024	National Board Meeting	Renaissance Washington DC Downtown	Washington, DC
6/25/2024	FEA Reception	Renaissance Washington DC Downtown	Washington, DC
6/26/2024	Legislative Day	Renaissance Washington DC Downtown	Washington, DC
<b>TBD</b>	<b>ABC Legal Conference</b>	Virtual Event	Virtual
July/August	<b>Chapter Presidents Management Conference</b>	<b>TBD</b>	<b>TBD</b>
September	<b>Executive Committee Meeting</b>	<b>TBD</b>	<b>TBD</b>
11/10-11/14/2024	<b>Leadership Week</b>	Westin Kierland Resort & Spa	Scottsdale, AZ
11/10/2024	Executive Committee Meeting	Westin Kierland Resort & Spa	Scottsdale, AZ
11/11/2024	Committee Meetings	Westin Kierland Resort & Spa	Scottsdale, AZ
11/12/2024	National Board Meeting	Westin Kierland Resort & Spa	Scottsdale, AZ
11/13/2024	Executive Leadership Forum	Westin Kierland Resort & Spa	Scottsdale, AZ
11/13-11/14/24	Institute	Westin Kierland Resort & Spa	Scottsdale, AZ
<b>2025</b>			
2/23/ - 2/27/2025	<b>ABC Convention</b>	Mandalay Bay Resort and Casino	Las Vegas, NV
2/23/25	Executive Committee Meeting	Mandalay Bay Resort and Casino	Las Vegas, NV
2/24/25	Committee Meetings	Mandalay Bay Resort and Casino	Las Vegas, NV

## ABC Meetings Events

Dates	Event Name	Venue	City/State
2/25 - 2/26/25	National Board Meeting	Mandalay Bay Resort and Casino	Las Vegas, NV
2/26 - 2/27/25	Construction Management Competition	Mandalay Bay Resort and Casino	Las Vegas, NV
2/25 - 2/27/25	ABC Convention Events	Mandalay Bay Resort and Casino	Las Vegas, NV
2/26/25	EIC Awards Gala & Dinner	Mandalay Bay Resort and Casino	Las Vegas, NV
2/26/25	National Craft Championships	Mandalay Bay Resort and Casino	Las Vegas, NV
2/27/25	Careers in Construction Awards	Mandalay Bay Resort and Casino	Las Vegas, NV
April	<b>Strategic Planning Session</b>	TBD	TBD
5/16-5/19/2023	<b>ONE Conference for Chapter Staff</b>	TBD	TBD
May	<b>Users Summit</b>	TBD	TBD
6/22 - 6/25/2025	<b>Legislative Week</b>	Renaissance Washington DC Downtown	Washington, DC
6/22/25	Executive Committee Meeting	Renaissance Washington DC Downtown	Washington, DC
6/23/25	Committee Meetings	Renaissance Washington DC Downtown	Washington, DC
6/23/25	Inclusion, Diversity and Equity Summit	Renaissance Washington DC Downtown	Washington, DC
6/24/25	National Board Meeting	Renaissance Washington DC Downtown	Washington, DC
6/24/25	FEA Reception	Renaissance Washington DC Downtown	Washington, DC
6/25/25	Legislative Day	Renaissance Washington DC Downtown	Washington, DC
TBD	<b>ABC Legal Conference</b>	Virtual Event	Virtual
July/August	<b>Chapter Presidents Management Conference</b>	TBD	TBD
September	<b>Executive Committee Meeting</b>	TBD	TBD
November	<b>Leadership Week</b>	TBD	TBD





# Legislative Hobnob

The annual Legislative Hobnob is an opportunity for members of the construction industry to meet local and state representatives, school board members, and commissioners to voice their opinion on the policies and regulations that impact their businesses.

**Balfour Beatty**



**Hoar Construction**



**Thursday, May 25, 2023 | 5:30 - 7:30 p.m.**

**Harry P. Leu Gardens, 1920 N Forest Ave, Orlando, FL 32803**

*\*Indoor event space, not outside in the gardens*

**\$50/person**

## PARTNERING ASSOCIATIONS



**Register**



**CONNECT | EDUCATE | ADVOCATE**

651 DANVILLE DR., SUITE 200, ORLANDO, FL 32825  
407.628.2070 | [ABCCENTRALFLORIDA.COM](http://ABCCENTRALFLORIDA.COM)





Associated  
Builders and  
Contractors

Central Florida

# FRONTLINE SUPERVISOR TRAINING

## EMPOWER YOUR FIELD CREWS Give Your Field Leaders the Tools to Succeed

High-performing craft workers often receive 'battlefield' promotions to field leadership roles but lack the training and skills to effectively manage their crew. Trestles, a group of construction and technology experts, will conduct a 2-day Frontline Supervisor Development Training program in partnership with ABC Central Florida. Empower your valued leaders to succeed by registering today!

### WHAT WILL MY SUPERVISORS LEARN?

Attendees will learn how to effectively manage their field crews to maximize on-the-job performance. The Trestles NCCER Certified Master Trainer incorporates industry best practices and 30 years of construction experience to this comprehensive 16-hour training course, with class materials and workbook provided by Trestles.

### COURSE DATES & REGISTRATION

Date May 18 & 19, 2023  
Time 8:00 AM - 4:30 PM

Date September 27 & 28, 2023  
Time 8:00 AM - 4:30 PM

Date December 5 & 6, 2023  
Time 8:00 AM - 4:30 PM

Location **ABC Offices** - 651 Danville Drive, Suite 200, Orlando, FL 32825

Cost \$750 Member; \$850 Future Member

Scan QR code  
to register online



### WHO SHOULD ATTEND

- Future Leaders
- Frontline Supervisors
- Field Engineers
- Project Control Managers
- Project Engineers
- Superintendents
- Project Managers
- Construction Managers

### TRAINING TOPICS

- Work Breakdown Structure (WBS)
- Production "Pull" Planning
- Short Interval Scheduling (SIS)
- Constraint Removal
- Creating Work Packages
- Measuring Cost/Productivity
- Continuous Improvement
- Leadership Development
- Lean Implementation
- Planning and Scheduling
- Labor Management

### ABOUT THIS COURSE

Instructed by Ken McKenzie, Director of Talent Development Services

Ken is a NCCER Certified Master Trainer and has over 30 years of construction experience as a craft foreman, superintendent, project manager and Director of Corporate Training. Ken spent most his career designing and delivering best in class training for ENR top 100 companies. Ken has successfully trained hundreds of project managers, project engineers, and frontline supervisors in Work Package Management, Last Planner® pull-planning, and effective leadership. Ken is very skilled at the transfer of knowledge to construction field personnel with all levels of experience.



“

*"I've taken the Frontline Supervisor training twice, and each time, I walked away with a better understanding of projecting manpower, calculating man hours, and handling day-to-day issues that arise. I highly recommend this training to any new supervisors. You and your company will be better for it, guaranteed!"*

”

-- Scott Ramsdell, Superintendent and NCCER Master Rigger

CONNECT | EDUCATE | ADVOCATE

651 Danville Drive, Suite 200 Orlando, FL 32825  
P: 407.628.2070 | W: [abccf.org](http://abccf.org)





## SAFETY ACADEMY

Associated Builders and Contractors



Leadership Commitment  
to World-class Safety



Cultural Transformation  
and Commitment to  
World-class Safety



World-class Safety  
System Process  
Introduced and  
Deployed



WORLD-CLASS  
RESULTS

## THE ROAD TO WORLD-CLASS SAFETY

The Academy is designed to help attendees understand the importance of leadership commitment, cultural transformation and the safety management processes in achieving a world class safety culture.

May 24 & 25, 2023  
9 AM-5 PM

ABC, 651 Danville Dr., Orlando, FL  
32825

ABC Members: \$199  
Non-members: \$399  
(includes lunch & refreshments)



Greg Sizemore, ABC National Vice President Workforce Development Safety Health and Environmental, will be leading this transformative program.

RESERVE  
YOUR  
SEAT



The academy is an in-dept, two-day exploration of what it takes to transform your safety culture.

Who should attend:  
Owners, principals, vice presidents,  
and operations and division  
managers



### TOPICS - DAY 1

- Dissatisfaction with Current Performance
- Leadership Commitment
- What Makes a Safety Program Effective?
- Cultural Transformation
- Making Safety a Core Value
- Transformation Plan for Company and Individual



### TOPICS - DAY 2

- World-Class Results
- Transformation Plan from "Good" to "World-class"
- Best Practice Systems and Process

**MORE INFO:**  
**TRAINING@ABCCF.ORG**  
**407.628.2070**



**Associated Builders and Contractors, Inc.**  
**Balance Sheet**  
As of March 31, 2023

	<u>Mar 31, 23</u>	<u>Mar 31, 22</u>
<b>ASSETS</b>		
Current Assets		
Checking/Savings		
11000 · Petty Cash	500.00	590.67
11010 · Raymond James Investment Acct	722,956.02	746,884.15
11026 · Operating - Winter Park Bank	199,652.37	145,836.38
11030 · Operating MM - Winter Park Bank	935,517.65	777,271.62
11031 · Operating - Workforce Funds	244,119.76	185,175.00
Total Checking/Savings	2,102,745.80	1,855,757.82
Accounts Receivable	69,030.63	95,068.31
Other Current Assets		
11200 · Prepaid National Dues	230,197.67	194,927.58
11210 · Prepaid State Dues	56,663.69	51,721.98
11220 · Prepaid Insurance	15,801.78	16,470.52
11230 · Prepaid Expenses	32,636.11	30,597.20
11240 · Inventory	2,463.81	4,055.30
Total Other Current Assets	337,763.06	297,772.58
Total Current Assets	2,509,539.49	2,248,598.71
Fixed Assets	1,410,789.41	1,479,249.62
Other Assets	618.30	618.30
<b>TOTAL ASSETS</b>	<b><u>3,920,947.20</u></b>	<b><u>3,728,466.63</u></b>
<b>LIABILITIES &amp; EQUITY</b>		
Liabilities		
Current Liabilities		
Accounts Payable	26,668.76	17,627.69
Other Current Liabilities		
21030 · State Unemployment Tax Payable	0.00	119.70
21040 · Federal Unemployment Payable	0.00	378.00
22100 · Sales Tax Payable	305.33	237.65
22110 · Accrued Property Taxes	11,787.00	10,674.99
22112 · Equipment Lease - ST	6,421.60	6,211.55
22201 · Tennant Security Deposits	7,126.80	6,426.80
22202 · Future Events Income	3,386.47	111,383.36
22203 · Member & Training Services	183,335.08	51,720.60
22204 · 2022-Renewals Income	0.00	795,889.28
22205 · Partial Pays Renew/New Members	1,220.00	4,361.00
22206 · Unearned for 2023-Renewals	918,161.59	0.00
22207 · Unearned for 2023-New Members	54,302.54	0.00
22208 · 2024 Renewal Dues	0.00	59,929.08
22209 · VIP Sponsorship	232,533.64	243,007.01
22210 · 2022 New Member Credit to 2023	65,555.24	58,104.58
22211 · PAC Funds	30,950.00	1,190.00
22300 · Trimmer Constr. Ed. Foundation	1,550.00	800.00
22301 · Free Enterprise Alliance	2,250.00	1,200.00

## Associated Builders and Contractors, Inc.

## Balance Sheet Draft

As of October 31, 2022

	Oct 31, 22	Oct 31, 21
<b>ASSETS</b>		
<b>Current Assets</b>		
<b>Checking/Savings</b>		
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
<b>Total Checking/Savings</b>	1,567,206.27	1,773,997.90
<b>Accounts Receivable</b>	62,250.46	49,585.18
<b>Other Current Assets</b>		
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
<b>Total Other Current Assets</b>	142,471.97	167,848.80
<b>Total Current Assets</b>	1,771,928.70	1,991,431.88
<b>Fixed Assets</b>		
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
<b>Total Fixed Assets</b>	1,445,665.92	1,537,493.38
<b>Other Assets</b>	618.30	618.30
<b>TOTAL ASSETS</b>	<b>3,218,212.92</b>	<b>3,529,543.56</b>
<b>LIABILITIES &amp; EQUITY</b>		
<b>Liabilities</b>		
<b>Current Liabilities</b>		
<b>Accounts Payable</b>	70,126.20	107,591.61
<b>Credit Cards</b>	0.00	86,211.66
<b>Other Current Liabilities</b>		
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
<b>Total Other Current Liabilities</b>	602,461.66	958,496.00

# THANK YOU TO OUR TOP PERFORMERS!

ABC's TOP PERFORMERS 2022 —TOP PERFORMERS BY MARKET



Top Hospitality Contractors	Top 200 Ranking
1 BL Harbert International	4
2 Balfour Beatty	2
3 Hensel Phelps	8
4 Suffolk Construction Co., Inc.	23
5 TDIndustries, Inc.	12
6 Brasfield & Gorrie, LLC	7
7 W. G. Yates & Sons Construction Company	13
8 Polk Mechanical, LLC	45
9 F. L. Crane & Sons, Inc.	35
10 RK Industries	31
11 Tri-City Electrical Contractors, Inc.	40
12 Roy Anderson Corp	108
13 Telligent Masonry, LLC	46
14 Hoar Construction, LLC	51
15 Austin Commercial, LP	32
16 Robins & Morton	22
17 Worth & Company, Inc.	55
18 Manhattan Construction Company	44
18 William R. Nash, LLC	60
20 Wohlsen Construction Company	65

Top Industrial Contractors	Top 200 Ranking
1 Turner Industries Group, LLC	1
2 Brown & Root Industrial Services, LLC	3
3 S&B Engineers and Constructors, Ltd.	5
4 TIC - The Industrial Company	6
5 MMR Constructors, Inc.	10
6 EXCEL Group	9
7 Cajun Industries, LLC	17
8 ISC Constructors, LLC	18
9 Faith Technologies Incorporated	11
10 Interstates	24
11 Lithko Contracting, LLC	16
12 The Weitz Company	30
13 Performance Contractors, Inc.	39
14 Starcon, a Cianbro Company	41
15 CIANBRO	26
16 Gaylor Electric, Inc.	21
17 Haskell	20
18 hth companies, inc.	50
19 BL Harbert International	4
20 Gray Construction	43

Top Infrastructure Contractors	Top 200 Ranking
1 Wanzek Construction, Inc.	15
2 TIC - The Industrial Company	6
3 Allan Myers, Inc.	48
4 Black Construction Corporation	25
5 Balfour Beatty	2
6 Haskell	20
7 Cajun Industries, LLC	17
8 Barriere Construction Company, LLC, a CRH Company	56
9 Power & Construction Group, Inc.	77
10 Thompson Engineering, Inc.	79
11 Helix Electric	19
12 W. G. Yates & Sons Construction Company	13
13 W.T. Byler Co.	37
14 Faith Technologies Incorporated	11
15 Kwest Group	85
16 CIANBRO	26
17 Suffolk Construction Co., Inc.	23
18 Griffin Dewatering	102
19 Koontz Electric Co., Inc.	91
20 Gaylor Electric, Inc.	21

Top Military Contractors	Top 200 Ranking
1 Black Construction Corporation	25
2 Core Tech International Corporation	75
3 Pacific Federal Management, Inc.	105
4 Helix Electric	19
5 Haskell	20
7 Miller & Long Co., Inc.	33
8 TDIndustries, Inc.	12
9 JRC Mechanical, LLC	76
10 IAN Construction Corporation	166
11 Prospect Waterproofing Co.	47
12 W.T. Byler Co.	37
13 Thompson Engineering, Inc.	79
14 Structural Associates, Inc.	189
15 F. L. Crane & Sons, Inc.	35
16 W. G. Yates & Sons Construction Company	13
17 Kwest Group	85
17 CMS Corporation	147
18 Worth & Company, Inc.	55
19 Robinson Construction	78
20 Hometown Plumbing & Heating	151

## ABC's Top Performers Achieve Excellence in Construction

What defines the best of the best? ABC's Top Performers lists—the only rankings of their kind—recognize member contractors' achievements in safety, quality, inclusion, diversity and equity, project excellence and special designations, ranked by work hours.

The listings highlight contractors that won national Excellence in Construction,<sup>®</sup> Safety Excellence and Inclusion, Diversity and Equity Excellence awards in 2021; and those that hold designations awarded to diverse companies to help procure work from government and private entities. All Top Performers must demonstrate world-class safety performance by achieving Gold status or higher in ABC's STEP Safety Management System in 2021.

The separate lists identify the Top 200 Performers, Top 125 General Contractors, Top Trade Contractors, Top Electrical Contractors, Top Plumbing/HVAC Contractors, Top Specialty Contractors and Top Performers by Market, all of which have earned the elite Accredited Quality Contractor credential. The Top Performers With Special Designations hold one or more special designations. The companies are ranked by size based on the number of hours worked in 2020 as reported in their 2021 STEP applications.



[abc.org/step](http://abc.org/step)

ABC STEP members certify that:

- Their leadership is committed to world-class safety;
- Their culture is focused on preventing incidents from happening; and
- They deploy industry best practices in key components of the Safety Management System, such as new hire safety orientations, toolbox talks and substance abuse programs.

STEP Diamond members are an average of 645% safer than the U.S. Bureau of Labor Statistics industry average, according to the ABC 2022 Safety Performance Report.\* STEP Platinum members are 619% safer, and Gold members are 214% safer.

\*[abc.org/spr](http://abc.org/spr)



ABC members that have earned the Accredited Quality Contractor credential certify their commitment to:

- The highest levels of quality construction;
- Financial fitness—capable, bondable and insurable to deliver the work they pursue;
- World-class safety—all AQC members achieve STEP Gold, Platinum or Diamond status;
- Workforce development, talent management, and inclusion, diversity and equity; and
- The betterment of the communities in which they work.