



Central Florida Chapter
Associated Builders and Contractors, Inc.
Board of Directors Meeting
February 20, 2023 3:30 pm
Connect | Educate | Advocate

Location: ABC, 651 Danville Drive, Suite 200, Orlando, FL 32825
Julie Holmes, Chair-Elect, presiding.

Call to Order..... Holmes
Welcome and Pledge of Allegiance Holmes
Chair Appointment Holmes

Consent Agenda:

1. Approval of January 23, 2023 Minutes (P. 1-4) – Action Item..... Burkett
2. Financials Draft for review - January 2023(P. 5-10) Bastin

Committee Liaison Reports:

- Membership Development Smalley / C. Wert
 - Retention for 2023 as of 1/15/2023
 - 2023 New Members (P. 11)
 - Approval of New Members – Action Item
- Government Affairs T.Wert
 - 4/19 - The PAC Fundraiser at Ben Goodin’s house
 - ABC of Florida Board Update T.Wert
 - 2023 Legislative Update
 - Tallahassee Legislative Conference T.Wert/Jordan
 - March 8-9, 2023 ABC of Florida Legislative Conference, Tallahassee.
 - State Convention Update Daugherty
- Workforce Council Garcia
 - Council is meeting on 2/21/2023
 - Suite 100 update
 - Trimmer Grant being submitted for approval in June
 - National Convention taskforce..... Rodriguez/ Daugherty
 - National Convention, March 15-17, 2023
 - 10 Craft Competitors Competing
 - Punch list for national support
 - Need Volunteers
 - Need Stations Built
 - Will get excess materials/equipment donated back to ABC CF
 - Workforce Outreach Committee Meeting 2/8/2023 Burkett
 - See 2/8/2023 Minutes (P. 18-19)
 - IBuild Invitational April 29th
 - PIPE Graduation
 - Training & Development Committee meeting 2/23/2023 Garcia
 - Schedule of Seminars and Training (P. 15)
 - Tech Conference <<See Attached>>
 - Collegiate Outreach Bradford
 - Golf Tournament this Friday 2/24/2023 at Eagle Creek.
 - National Construction Management Competition

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

- Young Professionals Holmes
 - 3/22/2023 ABC CFC YP Mentorship event @ Solar Bears game (P. 27-28)
 - Site Tours:
 - 3/30 Evermore Orlando Resort Grand Cypress w/ PCL (P. 29)
 - 4/27 OUC Universal Epic CEP w/ SI Goldman
- Safety Committee (P. 20)..... Hernandez
 - 2023 STEP Application is out
 - 2/23 - Basic Worker's Comp & Claims Management
 - NARCAN Campaign – Will be rolled on in March to ABC Jobsites
 - 2/11 – ABC participated in the United Way - 211 Campaign
- Excellence in Construction Torres
 - 2023 Awards Overview - See Attached (P. 23-26)
- Programs OPEN
 - Builders Breakfast – 2/22/2023 speaker John Walsh on upcoming Orlando Health projects.
- Special Events OPEN
 - Schedule of 2023 Events (P. 21)
 - GC Connect (P. 22)
- President & CEO Daugherty
 - 3/6 – 10/23 WIC Week
 - 3/31 – Membership Directory (P. 38)
 - Materials Due Publishes May 1
- Old Business
 - National Convention Sponsorships
- New Business
 - UCF Collegiate Team Presentation
 - New Member Reception

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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

January 24, 2023

PRESIDING: Carlos Velasco, Acousti Engineering Company of Florida

BOARD MEMBERS PRESENT

Jason Albu	Director	Albu & Associates, Inc.
Ray Bastin	Treasurer	Withum
Charles Bracco	Director	Modern Plumbing Industries, Inc
Kevin Bradford	Director	Charles Perry Partners, Inc.
Roy Burkett	Vice Chair	S. I. Goldman Company, Inc.
Chris Evans	Immediate Past 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
Earl Lomas	Director	Terry's Electric, Inc.
Willis Milner	Director	Balfour Beatty
Debbie Rodriguez	Director	Competitive Edge Partners
David Schultz	Director	CEMEX
Scott Scruby	Director	Sunbelt Rentals
Jonathan Sheppard	Director	Austin Commercial, LP
John Smalley	Director	Hensel Phelps
Chad Tinetti	Director	Tavistock Development
Oskar Torres	Director	Towers Construction Company
Derrick Valkenburg	Director	Shutts & Bowen
Carlos Velasco	Chair	Acousti Engineering Company of Florida
Matt Walton	Director	MiGre Engineers, LLC
Thomas P. Wert	Vice Chair	Dean Mead Attorneys at Law

BOARD MEMBERS ABSENT

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 Services Coordinator
Catherine Wert	Membership Director
Nancy Wray	VP

GUESTS ON ZOOM

Monica Glowinski	ABC National
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OATH OF OFFICE

- **GOODIN** gave the oath of office to the 2023 Board of Directors.
- Gave a reminder to all board members to donate for 2023 to the ABC National PAC if they have not done so yet.
 - The PAC Fundraiser is being held at Ben Goodin's house on April 19, 2023.

CALL TO ORDER

- **VELASCO** called the board meeting to order at 3:43 PM with the Pledge of Allegiance.

CONSENT AGENDA

1. MINUTES

- All minutes will be uploaded to the new website.
- **A motion was made and seconded to approve the minutes from the November 21, 2023, meeting. The motion passed.**

2. FINANCIALS

- **BASTIN** reviewed the final October and November financials.
- **A motion was made and seconded to approve the October and November 2022 financials. The motion passed.**

LEADERSHIP REPORTS

- **VELASCO** reported on the Chapter's plans for the 50th anniversary as well as announcing Cat Wert's fifth anniversary with ABC.
- If you want to be involved in addressing issues with OCPS, please contact Michele Daugherty.
- Board to sign the 2023 Board Commitment Pledge handed out at the meeting as well as the anti-trust forms.
- **EVANS** gave an update on the Foundation for Foster Children project that is projected to be completed and then moved in this April. A comprehensive list of all members who volunteered their time and materials will be put together.
- Central Florida Chapter received a four-year accreditation, the highest level available.
 - **GLOWINSKI** spoke to the board about the requirements to achieve the four-year accreditation, looking at operations, member development, and other metrics.
 - Reviewed Central Florida's score card. The chapter fell short of the 100% board participation in the National PAC that is required. Member needs survey was also not completed in the past year.
 - The chapter is just shy of the 65% contractor member requirement.
 - Areas of opportunity include creating a robust financial plan.
 - A perfect score was received under the leadership development section.
- **HOLMES** discussed the board mentorship event that will be held March 22, 2023, at a Solar Bears game. A suite will be rented out, board members are encouraged to bring someone they would like to mentor and to get more involved with ABC.

NEW MEMBER COMPANIES

Cross Enterprises of Central Florida
Crush Supply
Hemco Electrical Services, LLC
Percopo Coatings Company, LLC
Stevens Construction, Inc.
Tao Financial Inc.

Category 2
Category 2
Category 7
Category 10.1
Category 10.12
Category 1

- **A motion was made and seconded to approve the new members from December 2022. The motion passed.**

COMMITTEE LIAISON REPORTS

- **WERT** gave a Government Affairs Committee update.
 - The PAC Fundraiser will be on April 19, there is a limited number of spots available so sign up soon. All the money will go to the Central Florida PAC.
 - Reviewed State of Florida Board meeting in January. Apprenticeship programs are being pushed in Tallahassee and a bill to shorten the statute of repose from 7 to 10 years along with a construction defects component that seeks to define materiality.
 - LegCon is March 8-9, 2023, in Tallahassee. The deadline to sign up is February 10, sign up ASAP to get a hotel reservation at the DoubleTree. The board is recommended to attend.
- **GARCIA** gave an update on the Workforce Council.
 - Working with staff to finalize monthly meetings after the committee restructuring. Corey Schoenfelder is the new staff liaison.
 - **DAUGHERTY** gave an update on Suite 100 downstairs and the Trimmer Grant to redesign the space for training opportunities.
 - Save the date for the next Tech Conference on May 9, 2023.
 - **RODRIGUEZ** gave an update on the Osceola Skills Up pipeline and encouraged anyone doing work in Osceola County to be involved with the group to make sure they are on the same page with the construction industry, and their curriculum is in line with training requirements.
 - **BRADFORD** updated on the Collegiate Outreach Committee that met for the first time under their new name. Working to bring Seminole State on board as a student chapter. Attending Seminole State Club Fair on January 25, 2023.
 - Construction Management Competition documents are in; Cyndi Gundi is going to be helping the students with their presentation. There is extra pressure on the students because the National Convention is in Orlando; 22 schools are already signed up.
 - The UCF/YP Fundraiser Golf Tournament is on February 24, 2023, at Eagle Creek.
- **TORRES** updated on the EIC Committee that has just kicked off a new EIC season. A poll went out to contractors to get an idea of what is being submitted this year. Three workshops are scheduled in March and April. Page 40 of the board packet has the schedule of EIC events for 2023. Discussed the importance of GCs to submit sub-lists.
- **HOLMES** talked about the success of the YP Group's Winter Olympic Games Holiday Party at the ABC office for their Christmas party.
 - A lot of associate members were in attendance, encouraged contractors to get next generation involved as well.
 - Site Tour at Evermore by PCL Construction Services, Inc. is being scheduled in March.
 - The board is asked to volunteer ideas and education events to the committee as well as a volunteer to become the board liaison to the YP Committee as Julie moves into her Chair-Elect duties.
- **HERNANDEZ** updated on the Safety Council kick off meeting coming up to determine their goals.
 - NARCAN Program being rolled out, working on getting product supplied to members and get buying power.
 - Working with United Way to promote 211 Day.
 - Heart Health event in February, free for anyone and their families to attend.
 - Total Human Health Initiative has created a National Tool Kit that can be used by members to tailor to jobsite safety as well as daily life safety.

PRESIDENT'S REPORT

- **DAUGHERTY** discussed other National Conference updates.
 - Students from the PIPE program and iBuild will be competing in the National Craft Championship at the National Convention.

- The board packed contained a punch list of things volunteers are needed for at the convention including judges and items that need to be built.

OLD BUSINESS

- Approval of the 2023 National and Chapter goals.
- **A motion was made and seconded to approve the 2023 National and Chapter goals. The motion passed.**

NEW BUSINESS

- DAUGHERTY reviewed the 2023 budget. Aggressive for the year, but confident it can be hit. Trying to get off dependents on rental and investment income. The budget proposes netting \$47k for 2023.
- **A motion was made and seconded to approve the 2023 ABC CF budget. The motion passed.**
- A packet of policies was distributed to the board for review. These will be adopted and approved in the February board meeting and then become part of the accreditation folder.

NEXT MEETING

- February 20, 2023, at 3:30 PM followed by a New Member Reception.

ADJOURNMENT

- **VELASCO** adjourned the meeting at 5:05 PM.

TD1/23/2023

Associated Builders and Contractors, Inc.

Balance Sheet

As of January 31, 2023

	Jan 31, 23	Jan 31, 22
ASSETS		
Current Assets		
Checking/Savings		
11000 · Petty Cash	397.17	817.94
11010 · Raymond James Investment Acct	726,215.32	761,019.97
11026 · Operating - Winter Park Bank	204,374.71	143,682.68
11030 · Operating MM - Winter Park Bank	933,129.36	777,073.33
11031 · Operating - Workforce Funds	241,175.68	185,175.00
Total Checking/Savings	2,105,292.24	1,867,768.92
Accounts Receivable		
11100 · Accounts Receivable	112,479.87	103,953.50
Total Accounts Receivable	112,479.87	103,953.50
Other Current Assets		
11200 · Prepaid National Dues	236,385.49	210,407.99
11210 · Prepaid State Dues	55,825.00	54,982.92
11220 · Prepaid Insurance	2,548.47	7,248.41
11230 · Prepaid Expenses	32,744.68	25,823.66
11240 · Inventory	3,031.63	4,641.56
Total Other Current Assets	330,535.27	303,104.54
Total Current Assets	2,548,307.38	2,274,826.96
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
11350 · Equipment - Capital Lease	41,400.00	41,400.00
11355 · Building Tenant Improvement	249,754.48	249,754.48
11400 · Accumulated Depreciation	-1,343,161.56	-1,259,230.56
Total Fixed Assets	1,424,277.92	1,492,893.62
Other Assets	618.30	618.30
TOTAL ASSETS	3,973,203.60	3,768,338.88
LIABILITIES & EQUITY		
Liabilities		
Current Liabilities		
Accounts Payable	54,974.92	63,276.73
Credit Cards	0.00	1,612.99
Other Current Liabilities		
21030 · State Unemployment Tax Payable	0.00	48.21
21040 · Federal Unemployment Payable	0.00	289.23
22100 · Sales Tax Payable	419.52	204.85
22110 · Accrued Property Taxes	8,221.00	3,558.33
22112 · Equipment Lease - ST	7,827.03	7,571.01
22201 · Tennant Security Deposits	6,426.80	6,426.80
22202 · Future Events Income	3,475.69	57,274.65

Associated Builders and Contractors, Inc.

Balance Sheet

As of January 31, 2023

	Jan 31, 23	Jan 31, 22
22203 · Member & Training Services	73,120.02	40,233.35
22204 · 2022-Renewals Income	0.00	878,973.46
22205 · Partial Pays Renew/New Members	8,782.66	1,303.00
22206 · Unearned for 2023-Renewals	959,903.47	0.00
22207 · Unearned for 2023-New Members	19,084.08	0.00
22208 · 2024 Renewal Dues	0.00	73,246.64
22209 · VIP Sponsorship	253,564.36	256,975.45
22210 · 2022 New Member Credit to 2023	80,123.08	18,160.08
22211 · PAC Funds	27,800.00	3,050.00
22300 · Trimmer Constr. Ed. Foundation	2,550.00	1,300.00
22301 · Free Enterprise Alliance	3,750.00	1,950.00
Total Other Current Liabilities	1,455,047.71	1,350,565.06
Total Current Liabilities	1,510,022.63	1,415,454.78
Long Term Liabilities		
22500 · Equipment Lease Obligation LT	9,563.09	18,090.04
Total Long Term Liabilities	9,563.09	18,090.04
Total Liabilities	1,519,585.72	1,433,544.82
Equity		
30000 · Opening Bal Equity	604,557.55	604,557.55
31100 · Retained Earnings	1,834,568.72	1,756,100.62
Net Income	14,491.61	-25,864.11
Total Equity	2,453,617.88	2,334,794.06
TOTAL LIABILITIES & EQUITY	3,973,203.60	3,768,338.88

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

	Jan 23	Budget	Jan 23	YTD Budget	Annual Budget
Ordinary Income/Expense					
Income					
41000 - New Members	1,734.92	19,453.92	1,734.92	19,453.92	233,447.04
41010 - Renewals	94,547.87	98,194.34	94,547.87	98,194.34	1,178,332.08
41020 - Enrollment Fee	1,025.00	708.37	1,025.00	708.37	8,500.00
41030 - Membership Promotion	0.00	0.00	0.00	0.00	1,000.00
43000 - Seminars Registration	13,827.79	14,225.66	13,827.79	14,225.66	304,438.00
44000 - Meetings (Ticket Event)	2,260.00	2,555.00	2,260.00	2,555.00	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
44050 - EIC Construction Awards	336.00	0.00	336.00	0.00	376,575.00
44100 - Sponsored Events	8,400.00	8,000.00	8,400.00	8,000.00	50,625.00
44105 - Young Professionals Events	0.00	0.00	0.00	0.00	7,175.00
45000 - BCF Magazine Advertising	0.00	0.00	0.00	0.00	70,555.00
45010 - Membership Directory	0.00	0.00	0.00	0.00	52,000.00
45012 - Monthly Mailing Advertising	1,400.00	300.00	1,400.00	300.00	3,200.00
45015 - Website Advertising	8,050.00	5,775.00	8,050.00	5,775.00	7,775.00
45020 - Weekly Email Advertising	300.00	300.00	300.00	300.00	3,600.00
46030 - Job Site Signs Sales	719.95	300.00	719.95	300.00	3,500.00
Total Income	132,601.53	149,812.29	132,601.53	149,812.29	2,789,822.12
Gross Profit	132,601.53	149,812.29	132,601.53	149,812.29	2,789,822.12
Expense					
61000 - National Dues	21,489.59	25,621.87	21,489.59	25,621.87	307,462.00
61020 - State Dues	5,075.00	6,956.25	5,075.00	6,956.25	83,475.00
61040 - Member Fees & Promotion	2,399.48	2,133.37	2,399.48	2,133.37	25,600.00
63000 - Seminar Expense	3,453.39	3,880.00	3,453.39	3,880.00	175,674.00
64000 - Meetings (Ticket Event) Expense	736.93	420.00	736.93	420.00	62,950.00
64010 - Golf Tournaments Expense	237.60	0.00	237.60	0.00	144,575.00
64030 - Construction Expo Expense	0.00	0.00	0.00	0.00	43,800.00
64050 - EIC Construction Awards Expense	15.71	0.00	15.71	0.00	266,575.00
64100 - Sponsored Events Exp	2,048.57	2,000.00	2,048.57	2,000.00	20,000.00
64105 - Young Professionals Expense	0.00	0.00	0.00	0.00	5,000.00
64107 - Special Other Expenses	1,229.21	3,000.00	1,229.21	3,000.00	6,500.00
64112 - Meetings & Events General Exps.	253.51	300.00	253.51	300.00	3,500.00
65000 - BCF Magazine Expense	65.95	450.00	65.95	450.00	26,000.00
65010 - Membership Directory Expense	34.60	0.00	34.60	0.00	9,500.00
65012 - Monthly Mailing Expense	408.07	550.00	408.07	550.00	6,600.00
65030 - Internet Website	635.76	583.37	635.76	583.37	7,000.00
6560 - Payroll Expenses	44.12	400.00	44.12	400.00	4,800.00
66030 - Job Site Signs expense	435.18	166.63	435.18	166.63	2,000.00
66050 - Personnel Expenses	82,459.56	94,233.39	82,459.56	94,233.39	1,180,800.60
66060 - Insurances	1,581.29	2,000.00	1,581.29	2,000.00	24,000.00
67050 - Staff & Team Development	374.28	750.00	374.28	750.00	9,000.00
68000 - Auto Expense	1,050.00	1,250.00	1,050.00	1,250.00	15,000.00
68110 - State Meetings	426.40	0.00	426.40	0.00	7,000.00
68130 - National Meetings	487.74	2,375.30	487.74	2,375.30	28,508.00
68180 - Chapter Planning Conference	0.00	0.00	0.00	0.00	10,000.00
68190 - Other Conferences	0.00	0.00	0.00	0.00	1,000.00
68200 - President's Expense	0.00	166.66	0.00	166.66	2,000.00
68210 - Board of Directors Meetings	130.22	833.33	130.22	833.33	10,000.00
68220 - Committee Meetings	203.72	291.66	203.72	291.66	3,500.00
69000 - Utilities	3,076.70	3,250.00	3,076.70	3,250.00	39,000.00
69020 - Property Taxes	4,502.30	4,377.12	4,502.30	4,377.12	52,525.00
69030 - Janitorial & Cleaning	1,065.00	1,165.00	1,065.00	1,165.00	13,980.00
69040 - Building Supplies/Maintenance	2,033.66	4,342.50	2,033.66	4,342.50	52,110.00
69100 - Administrative - Postage	-14.75	41.63	-14.75	41.63	500.00

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

	Jan 23	Budget	Jan 23	YTD Budget	Annual Budget
69120 · Telephone & Data Expense	1,193.73	1,125.00	1,193.73	1,125.00	13,500.00
69190 · Computer Software	1,029.08	1,166.63	1,029.08	1,166.63	14,000.00
69200 · Leased Office Equipment	497.05	495.00	497.05	495.00	5,940.00
69210 · Office Supplies	362.86	416.63	362.86	416.63	5,000.00
69220 · Equipment R&M, Supplies	1,169.92	1,500.00	1,169.92	1,500.00	18,000.00
69300 · Advertising expense	464.44	0.00	464.44	0.00	1,000.00
69315 · Bank Charges	21.70	33.37	21.70	33.37	400.00
69325 · Interest Expense	50.20	50.20	50.20	50.20	473.05
69340 · Professional Services	0.00	416.68	0.00	416.68	15,700.00
69350 · Taxes & Licenses	110.60	25.00	110.60	25.00	300.00
69370 · Dues, Subscript., Sponsorships	0.00	100.00	0.00	100.00	1,200.00
69391 · Community Enrichment	40.00		40.00		
69400 · Depreciation	6,981.00	7,083.34	6,981.00	7,083.34	85,000.00
Total Expense	147,859.37	173,949.93	147,859.37	173,949.93	2,810,447.65
Net Ordinary Income	-15,257.84	-24,137.64	-15,257.84	-24,137.64	-20,625.53
Other Income/Expense					
Other Income					
47000 · Interest Income	2,214.80	833.37	2,214.80	833.37	10,000.00
47010 · General Income	6.76		6.76		
47012 · Rental Income					
470122 · First Floor Lease Space					
470125 · Astronaut Lease Ste101-1,500	1,500.00	1,500.00	1,500.00	1,500.00	18,000.00
470126 · Empire Elect ste102 - 1,666.25	1,666.25	1,666.25	1,666.25	1,666.25	19,995.00
470127 · United Form ste103-1,350.00	1,350.00	1,350.00	1,350.00	1,350.00	16,200.00
Total 470122 · First Floor Lease Space	4,516.25	4,516.25	4,516.25	4,516.25	54,195.00
470123 · Classroom rental	1,275.00	208.34	1,275.00	208.34	2,500.00
470124 · Rental Supplies	355.00		355.00		
Total 47012 · Rental Income	6,146.25	4,724.59	6,146.25	4,724.59	56,695.00
47020 · Gain (Loss) on Investment/Asset	14,533.72		14,533.72		
Total Other Income	22,901.53	5,557.96	22,901.53	5,557.96	66,695.00
Other Expense					
69392 · Rental Expense (Classroom)	0.00	20.87	0.00	20.87	250.00
Total Other Expense	0.00	20.87	0.00	20.87	250.00
Net Other Income	22,901.53	5,537.09	22,901.53	5,537.09	66,445.00
Net Unrestricted Income	7,643.69	-18,600.55	7,643.69	-18,600.55	45,819.47
Restricted Income					
46035 · Workforce Fund	6,847.92		6,847.92		
Net Income	14,491.61	-18,600.55	14,491.61	-18,600.55	45,819.47

Associated Builders and Contractors, Inc.
A/R Aging Summary
As of January 31, 2023

	Current	1 - 30	31 - 60	61 - 90	> 90	TOTAL
Aagaard-Juergensen, Inc.	0.00	153.89	0.00	0.00	0.00	153.89
Acousti Engineering Company of FL	0.00	4,500.00	0.00	0.00	0.00	4,500.00 VIP
AJ Flooring Specialist Svcs.,Inc	0.00	0.00	0.00	397.25	2,995.00	3,392.25 EIC Mag Ad & plaque order - paying feb
Amphibious Medics	0.00	10,000.00	0.00	0.00	0.00	10,000.00 VIP
Austin Commercial, LP	0.00	1,750.00	0.00	0.00	0.00	1,750.00 VIP
Balfour Beatty Construction(Centex)	0.00	17,445.00	0.00	0.00	0.00	17,445.00 VIP
Brasfield & Gorrie General Contractor, LL	0.00	1,260.00	0.00	0.00	0.00	1,260.00 VIP
Coastal Mechanical Services, LLC	0.00	377.75	0.00	0.00	0.00	377.75 Room rental
Comprehensive Energy Services	20.00	0.00	0.00	0.00	0.00	20.00
Dean Mead Attorneys at Law	0.00	1,225.00	0.00	0.00	0.00	1,225.00 VIP
DeWitt Custom Concrete, Inc.	0.00	4,500.00	0.00	0.00	0.00	4,500.00 VIP
Dixie Metal Products, Inc.	0.00	1,200.00	0.00	0.00	0.00	1,200.00 BCF
DPS Orlando (formerly LDI Reproprinting)	0.00	100.00	0.00	0.00	0.00	100.00
Electric Services, Inc.	0.00	100.00	0.00	0.00	0.00	100.00
Empire Electrical Contractors, LLC	0.00	1,761.23	0.00	0.00	0.00	1,761.23 Paid 2/3
F. L. Crane & Sons, Inc.	0.00	300.00	0.00	0.00	0.00	300.00
GMF Steel Group	0.00	150.00	0.00	0.00	0.00	150.00
Hensel Phelps Construction Co.	0.00	4,500.00	0.00	0.00	0.00	4,500.00 paid 2/9
KBI Staffing Solutions LLC	0.00	1,250.00	0.00	0.00	0.00	1,250.00 paid 2/15
Lake Glass & Mirror	0.00	1,250.00	0.00	0.00	0.00	1,250.00 VIP
Mader Southeast	0.00	4,500.00	0.00	0.00	0.00	4,500.00 Vlp
Maschmeyer Concrete Co. of FL	0.00	0.00	20.00	0.00	0.00	20.00
National Trench Safety, LLC	0.00	4,500.00	0.00	0.00	0.00	4,500.00 VIP
Owen Electric Company, Inc.	20.00	0.00	0.00	0.00	0.00	20.00
Percopo Coatings Company, LLC (PCC)	0.00	4,700.00	0.00	0.00	0.00	4,700.00 VIP
R.C. Stevens Construction	0.00	2,000.00	0.00	0.00	0.00	2,000.00 VIP
RAMS RPG	0.00	1,000.00	0.00	0.00	0.00	1,000.00 VIP
Randall Mechanical	0.00	0.00	0.00	0.00	1,695.00	1,695.00 Paid, 2/3
Robins & Morton Group	0.00	2,000.00	0.00	0.00	0.00	2,000.00 VIP
S.I. Goldman Company, Inc.	0.00	657.50	0.00	0.00	0.00	657.50 Room rental
Shutts & Bowen, LLP	0.00	1,250.00	0.00	0.00	0.00	1,250.00 VIP
SubHQ	0.00	2,000.00	0.00	0.00	0.00	2,000.00 VIP
Sunbelt Rentals	0.00	17,500.00	1,000.00	0.00	595.00	19,095.00 VIP
Sunstate Equipment Co., LLC	0.00	5,550.00	0.00	0.00	0.00	5,550.00 VIP
Thermal Tech, Inc.	0.00	0.00	369.50	0.00	0.00	369.50 Room rental
Towers Construction Company	0.00	500.00	0.00	0.00	0.00	500.00 paid 2/14
Trade Management, Inc.	0.00	2,000.00	0.00	0.00	0.00	2,000.00 VIP
Turner Construction Co.	234.75	1,225.00	0.00	399.38	90.87	1,950.00 room rental, VIP, EIC
United Forming Inc	0.00	1,437.75	0.00	0.00	0.00	1,437.75 paid 2/17
Waste Pro USA	0.00	2,000.00	0.00	0.00	0.00	2,000.00 VIP
TOTAL	274.75	104,643.12	1,389.50	796.63	5,375.87	112,479.87

92,525.00 VIP Invoices
8,810.89 Other outstanding AR



CFC ABC
Political Action Committee Funds
UCF Student Chapter Funds
Workforce Enhancement Funds
January 31, 2023

Total PAC funds available
1/31/2023

\$48,701.71

UCF Student Chapter Account Funds

\$31,286.84

Workforce Enhancement Account Funds

\$241,175.68

ABC Central Florida Membership Report January 31, 2022



New Members - January 2023

	CONTACT	CO. PHONE	CTG	TRADE	BOARD SPONSOR
Annapurna Construction LLC	Alen Oster	662-617-4215	7	Metal framing, drywall	Garcia
Axis Portable Air	Daniel Ortiz	321-451-0912	2	Portable air, emergency response equipment	
Daaxit	Alex Romoser	317-504-2693	1	CFO service consulting company	
ERC Provider	Jessica King	970-363-9633	1	PPP Loan consulting company	
Gravity Services Inc.	Joslynn Wiese	386-507-1818	7	Site work, pile cropping, enviro remediation	
Morris-Shea Bridge Co., Inc.	Matt Robertson	239-286-5010	7	Deep foundation system contractor	
Patriot Controls LLC	Patrick Wagner	801-710-3337	7	Electrical contractor	
Pilar Services, Inc.	Walter Ormazabal	305-888-2421	7	HVAC/Mechanical, refrigeration contractor	
TOI TOI USA	Jackson Hogue	800-682-7023	2	Portable restrooms, hand hygiene, etc.	
Vero Building Systems	Kent Hendricks	850-446-5429	2	SCIP (structural concrete insulated panels)	

Recruitment 2023

<i>New Member Companies</i>	
This Month:	10
YTD:	10
Goal:	90
Percentage of Goal	11.1%

\$14,720.00 Current Month New Members
\$14,720.00 YTD New Members
6.7% Percentage of Budget



2023 Retention (as of 1/31/2023)

<i>Member Companies</i>	
As of Year End 2022:	478
2023 Renewed:	353 73.85%
Dropped:	9
Unpaid:	116

Renewal Invoices: **\$1,354,404.75**
 Paid as of Month End: **\$1,047,167.42**
 Percentage of Invoiced: **77.3%**

 Non Renewed: **\$307,237.33**



<i>Total Member Companies</i>	
As of Year End 2022	478
Renewed 2023	353
New 2023	10
Total Members	363
Needed for Growth	116

Paid Member Contractor Percentage: 63.3%



Catherine Wert, Membership Director
cwert@abccf.org
 D. 407.398.1278
 C. 407.209.5604
 ABCCF.org

BECOME A NEW MEMBER WELCOME KIT SPONSOR



***Suggested promotional items: 'tools', keyrings, sticky notes, measuring tape, portable chargers, etc. Please no pens & koozies. Items should be sized to accommodate a small welcome box.*

**Be the first to welcome every
CFC ABC New Member!**

Opt in Now: \$100

***Welcome Kit promotional space
is limited!***

- Provide 100 company promotional items** and sponsorship fee
- Your contact information will be included in every New Member Welcome Kit issued from January 1 through December 31, annually!!
- Obtain a monthly list of all CFC ABC new members, including primary contact information
- Every New Member receives a New Member Welcome Kit & will see your company information FIRST!

**To sign up and sponsor, please contact Catherine Wert, Membership Director,
cwert@abccentralflorida.org or 407-398-1278.**



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

Upcoming TRAINING & DEVELOPMENT Programs

Mark your calendars and plan to join ABC members this year!

ABCCENTRALFLORIDA.COM

JANUARY

- 24 Basic Blueprint Reading - 18 Hour Course Begins
- 25 CPR/First Aid Certification
- 26 Annual Financial Planning Workshop

FEBRUARY

- 9 Construction Law: Contract Drafting, Procurement & Project Delivery
- 9 Heart Health for you and your family (AHA)
- 13 Foundations of Leadership
- 21 Lien Law Level One
- 23 Basic Workers' Comp & Claims Management

MARCH

- 1 Lien Law Level Two
- 6 WIC Week: Breaking the Glass Ceiling Panel
- 15-17 ABC National Convention (Gaylord Palms)
- 24 Time & Task Management
- 29 CPR/First Aid Certification
- 29 Frontline Supervisor (Trestles) Begins

APRIL

- 5 OSHA 10 Hour Training Course Begins
- 10 OSHA 30 Hour Training Course Begins
- 18 Basic Blueprint Reading - 18 Hour Course Begins
- 20 Financial Management Foundations
- 27 Intro to Pre-Construction & Lump Sum Estimating

MAY

- 1 NEXGEN 2023 Registration Opens
- 9 Technology & Innovation Conference
- 11 Basic Workers' Comp & Claims Management
- 22 Mental Health Awareness (Project Opioid & NAMI)
- 24 Safety Training Academy Begins

JUNE

- 6 NEXGEN Graduation
- 8 Construction Law: Delay, Disruption & Acceleration Claims
- 28 Lien Law Level One

JULY

- 13 Construction Law: Lien Preparation & Litigation
- 28 Lien Law Level Two

AUGUST

- 16 Lien Law Level One
- 16 OSHA 10 Hour Training Course Begins
- 21 OSHA 30 Hour Training Course Begins
- 24 Financial Intelligence for Decision-Makers

SEPTEMBER

- 6 CPR/First Aid Certification
- 12 Suicide Awareness Seminar
- 20 Lien Law Level Two
- 26 Basic Blueprint Reading - 18 Hour Course Begins
- 26 Safety Day
- 27 Frontline Supervisor (Trestles) Begins

OCTOBER

- 26 Construction Law: Insurance Coverage Disputes

NOVEMBER

- 29 CPR/First Aid Certification
- 30 Financial Management for Decision-Makers

DECEMBER

- 5 Frontline Supervisor (Trestles) Begins
- 6 OSHA 10 Hour Training Course Begins
- 11 OSHA 30 Hour Training Course Begins

**TECHNOLOGY & INNOVATION
CONFERENCE**

May 9, 2023 | Orlando's Creative Village



Maximize Your Membership Workshops

February 14 | May 9 | August 15 | November 14

NEW CLASSES ADDED

OSHA 10 Hour (in-person)

April 5, August 16, December 6

OSHA 30 Hour (in-person)

April 10, August 21, December 11

Safety Training Academy (2-Day)

May 24

Into to Pre-Construction & Lump Sum Estimating

April 27

COMMITTEES

Collegiate Outreach

First Meeting - 1/20/23

Established roles and responsibilities to handle UCF & Seminole Student Chapters

Safety

First Meeting - 1/30/23

Established roles and responsibilities and discussed STEP participation and how the committee can help

Training & Development

First Meeting - 3/9/23

Workforce Council

First Meeting - 2/8/23

COLLEGIATE UPDATE

UCF

Students are actively recruiting for sponsors for the Golf event

Students working on CM Competition - next zoom meeting is 2/13/23

Seminole State

Networking event was on January 25th.

Goal was to sign up 4 students - got 43 interested students

ABC National has recognized them as an active Student Chapter

Working on completing final paperwork

Kick-Off Meeting is on April 17, following BOD Meeting

COLLABORATIONS

Alliance for Central Florida Safety

Attending monthly meeting in reference to Safety Day (9/26/23)

SkillUp Osceola

Attending monthly meetings to discuss improving the workforce

Women United Luncheon (United Way)

Attending monthly meetings to help get sponsors & attendees for the Women United Luncheon on April 26



Central Florida Chapter ABC
Workforce Outreach Committee Meeting
Minutes

February 8, 2023

ABC Office, 4:00 p.m.

- **NCC**
 - Field Trip Requests - sent to iBuild, ACT, PIPE, FEAT
 - ACT & FEAT Responded
- **Lyman High School Skills USA Competition (Safety)**
 - This competition brings together the top students in over 100 different skill and leadership competitions gather to compete against their peers for a chance to advance to the National Leadership and Skills Conference. These competitions allow students to hone their technical skills, connect with business and industry, and become world-class workers, leaders, and responsible American citizens.
 - ABC CF is sponsor and chaperone - April 10-13
- **Osceola SkillUp**
 - Meetings moved to ABC Office
 - Engaged BOD
 - Will let everyone know when meetings are by sending links
- **iBuild**
 - Competition in April 29th at Valencia off of Judd St.
 - Need Food & Shirt Sponsors
 - Debbie will send out flyer once complete
 - Pre & Post Press will be done by ABC
 - ABC to send out notice to elected leaders
 - Carpenters Graduation in August
 - Michele D. on Apprenticeship Committee
- **PIPE**
 - Outreach - Michele D. attending board meetings
 - Graduation - needs our help
 - ABC to work on landpage page
- **FEAT**
- **ACT**
 - Michele D. meeting with Jason (Executive Director) on 2/21
- **ACE**
- **NAWIC**
 - Camp - BC CF participating
 - Block Kids - Cat attended
- **National Workforce Survey**
 - Send out to committee



**Central Florida Chapter ABC
Workforce Outreach Committee Meeting
Minutes (cont.)**

February 8, 2023

ABC Office, 4:00 p.m.

- **New Business**

- Junior Achievement - Junior Achievement's mission is to inspire and prepare young people to succeed. The inspiration piece comes from community volunteers who not only deliver our lessons but share their experiences. In the process, these volunteers serve as role models helping to positively impact young people's perceptions about the importance of education, as well as critical life skills. Preparation involves our proven lessons that promote financial capability, work and career readiness, and business ownership. Research has also shown that JA Alumni are more likely to have a college degree, feel confident managing money, have career success, and have started a business as an adult.
- Meeting on 2/28



**Central Florida Chapter ABC
Safety Council Meeting**

Meeting Minutes

January 30, 2023

ABC Office, 4:00 p.m.

**Chair: Terence Curran, The Amphibious Group
Vice Chair: Richard White, Armstrong Air & Electric**

- **Narcan Distribution (Terence)**
- **2023 National Goals**
- **STEP**
 - 2022 Figures: 93 Participants. Goal is 35% of Total Contractors & Subs
 - Need to focus on getting new members (Safety contacts) to submit their STEP Application
 - Terence to send to safety contacts first
- **Safety Academy**
 - Dates: May 24th & 25th



UPCOMING EVENTS

Mark your calendars and plan to join ABC members this year!

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JANUARY

- 26 2023 Kick Off Party at Gatlin Hall Brewing
- 31 Builders' Breakfast – 2023 Forecast

FEBRUARY

- 14 Maximize Your Membership Workshop
- 16 ABC On Tap at High Tide Rooftop Bar, Downtown Orlando
- 24 ABC Collegiate & YP Golf Tournament at Eagle Creek Golf

MARCH

- 8 - 9 LegCon in Tallahassee, FL
- 9 GC Connect at Ocoee Lakeshore Center
- 10 Soaring into Excellence - EIC Workshop
- 15 – 17 ABC National Convention at Gaylord Palms
- 29 Soaring into Excellence - EIC Workshop

APRIL

- 10 Spring Golf Tournament #1 at Arnold Palmer's Bay Hill Club
- 13 Design & Build Mixer at Ember, Downtown Orlando
- 19 Bourbon and Vines PAC Fundraiser
- 20 Soaring into Excellence - EIC Workshop
- 24 Spring Golf Tournament #2 at Arnold Palmer's Bay Hill Club
- TBD State of Construction

MAY

- 6 Poker Run at Various Locations
- 9 Technology & Innovation Conference
- 9 Maximize Your Membership Workshop
- 11 ABC On Tap at The Porch
- 25 Legislative Hobnob at Leu Gardens

JUNE

- 8 PopStroke at Waterford Lakes
- 16, 21, 23, & 29 EIC Award Judging Dates
- TBD Howl at the Moon Leadership Happy Hour

JULY

- 20 - 22 ABC of FL State Convention

AUGUST

- 10 ABC On Tap at Gatlin Hall Brewing
- 15 Maximize Your Membership Workshop
- 18 Casino Night Workforce Dev. Fundraiser at Orlando Science Center

SEPTEMBER

- 8 Fall Golf Tournament #1 at Orange County National
- 13 Future Member Event – *Help Membership Grow!*
- 21 Construction Expo at Central Florida Fairgrounds
- 29 Fall Golf Tournament #2 at Orange County National

OCTOBER

- 14 EIC Awards Banquet at Hilton Orlando, Destination Parkway
- 26 ABC On Tap at Gatlin Hall Brewing

NOVEMBER

- 9 Chili Cook Off at Apopka Amphitheatre
- 14 Maximize Your Membership Workshop

DECEMBER

- 1 Sporting Clays Shoot
- 7 Holiday Party at Amphibious Group

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



GC CONNECT

ANNUAL GENERAL CONTRACTOR EXHIBITION



March 9,
2023

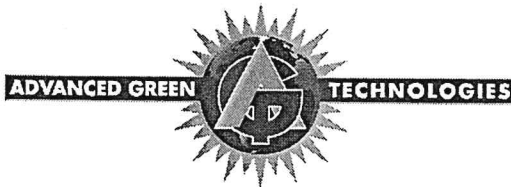


Ocoee Lakeshore Center
125 N Lakeshore Drive,
Ocoee, FL 34761



4:00 - 6:30 PM

SPONSORED BY:



Scan QR code
for more details



*Your once-a-year opportunity to
connect exclusively with the
General Contractor community!*

**General Contractors showcase
past projects, upcoming projects,
information on their companies
and how to get on their bid lists -
meet them all in one place!**

Interested in exhibiting or sponsoring? Contact
Taylor Tidwell at 407.398.1282 or email
events@abccentralflorida.org



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651 DANVILLE DR., SUITE 200, ORLANDO, FL 32825
407.628.2070 | ABCCENTRALFLORIDA.COM



This document outlines all planning elements by month of what is to be completed and by who for ease of understanding and accomplishing chapter goals and initiatives.

2023 AWARDS OVERVIEW

LEAD

Taylor Tidwell
Events & Engagement Director



eic@abccf.org



DECEMBER

- Host Annual Member Meeting for STEP & EIC Trophy Distribution ([ABC Staff](#))
- Pre-planning for Vendors, Entry Forms, any changes to Process - Document ([Eva & Taylor T.](#))
- Previous Program Year Membership Drive Sublist Invitations to Compete ([Cat & Membership Committee](#))

JANUARY

- Survey/Intent to Compete by January 15 ([Eva & EIC Committee](#))
 - Begin surveying for entries through end of April
 - Estimated # of entries for planning, how many judges needed, drivers, etc.
 - Target General Contractors for Calls ([EIC Committee](#))
- Mini EIC Workshop for ABC Team - Any updates internally for the program year ([Taylor T.](#))
- Finalize Entry Form (Gravity Forms that live in ABC Website), Workshops, Rules & Guidelines ([Taylor T.](#))

JANUARY CONT.

- Meetings with NEW A/V Companies (Taylor T.)
- Determine Sponsorships and \$\$\$ needed from EIC Program with current pricing in market once VIP sales are complete (Taylor T.)
- Order Bronze Eagles/POY Eagles (Taylor T.)

FEBRUARY

- General Contractor Participation
 - Finalize/wrap up calls to GC's regarding their participation and projects through April. (Eva, EIC Committee, & Taylor T.)
- Obtain Subcontractor Lists from GC's for GC Letters (Eva, EIC Committee, & Taylor T.)
 - GC Letters to their Subs inviting them to enter & promote EIC Workshops (Eva)
- Subcontractor Participation (Eva, EIC Committee, & Taylor T.)
 - Estimated # of entries for planning, how many judges needed, drivers, etc.
- Heavy focus on NEW Contractor Participation (Taylor T.)
- EIC Trophies
 - SOP of Trophy Process (Nancy)
 - Session with Nancy to learn Trophy Process (Eva & Taylor T.)

2023 EIC Trophy Lead: Eva
- AIA Partnership follow-up Meeting/Finalize Details (Taylor T.)
 - Getting AIA's architects to Design & Build to talk one on one with EIC Committee and how they can engage and support the program by judging, etc.
- Soaring into Excellence Workshops (Eva & Taylor T.)
 - Pre-planning, update materials such as handouts, PPT, etc.
- Finalize A/V Company, Show Runner, & Contracts (Taylor T.)
- Banquet Theme (ALL)
 - 50th Anniversary Planning

MOXE Meeting
Marketing Meeting (Alssa)
(marketing &
communications planning)

MARCH

- Soaring into Excellence Workshops (Taylor T.)
 - New staff, committee members, etc. to attend
- Special Awards Planning: Beam Club Member of the Year, YP of the Year, etc. (Cat & Taylor T.)
- GC Letters Continued (EIC Committee & Eva)
- Judges Gifts (Eva & Taylor T.)
- Banquet Centerpieces/Decor (Eva)

APRIL

- Soaring into Excellence Workshop (Taylor T.)
- Judge Recruitment (Eva, EIC Committee, & Taylor T.)
 - Design & Build Happy Hour (AIA & EIC Committee)
- Driver Recruitment (Eva, EIC Committee, & Taylor T.)
- **DEADLINE FOR ENTRIES**
- STEP Reminder (Eva)

Accounting
Invoices/Entry Payment
(Taylor D.)

MAY

- Process EIC Entries (Eva, EIC Committee, & Taylor T.)
 - Determine missing entries & entry follow-up
 - Review entries for category changes/corrections
- Routes for EIC Judging (Taylor T.)
- Confirm & Coordinate Judges & Drivers (Eva & Taylor T.)
- EIC Verifications (Eva)
 - Send verification form for each entry to confirm all details for print/use of all award related materials
- EIC Magazine
 - Paragraphs (Taylor D.)
- Determine Free Enterprise Winners (Eva & Taylor T.)
- Judging Prep (Eva)
 - Update judging forms, orientation, etc.
 - Ensure judges gifts are received/thank you cards
- Confirm Speakers & Schedule EIC Rehearsals (Taylor T.)
- **STEP DEADLINE FOR EIC POINTS**

JUNE

- **JUDGING**
 - Coordinating all judges, drivers, cancellations, changes, contractors, site tours, etc. (Eva & Taylor T.)
 - Breakfast/Lunch Coordination (Eva)

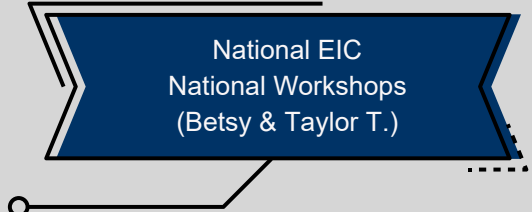
JULY

- EIC Magazine & Advertising (Alssa & Taylor T.)
 - Confirm process, goals, and begin selling
- Schedule EIC Tasting w/ Venue (Taylor T.)
- Review, Proof, & Confirm Results - Send out Award Announcement (Taylor T.)
- Script & Show Outline (Taylor T.)

SHOW MATERIALS: Program,
Menu, PPT, etc.
(Alssa, Eva, Moxe, & Taylor T.)

AUGUST

- Determine Project of the Year Nominees (EIC Committee)
- Announce Project of the Year Nominees and Schedule 2nd Round of Judging (Eva & Taylor T.)
- Follow up for names in script, sponsor bylines, script components missing, etc. (Eva)
- Banquet (Eva & Taylor T.)
 - Speaker Coordination
 - Sponsor Coordination
 - Show Materials
 - Sponsorships
 - Decor
- Special Award Trophies
 - ALL Special Awards Ordered
 - Beam Club Member of the Year (Cat)
 - All others (Taylor T.)



National EIC
National Workshops
(Betsy & Taylor T.)

SEPTEMBER

- EIC Tasting (Eva, Taylor T. - TBD)
- EIC Banquet Rehearsals (Alssa, Eva, EIC Committee, & Taylor T.)
 - **ALL show materials to be complete for committee review in rehearsals.**
- Sponsorships, banquet seat sales, all banquet details & coordination (Eva & Taylor T.)



OCTOBER

- Award Celebration (All)
- Next Program Year Date & Venue (Taylor T.)
 - Save the date at banquet
- Additional Trophy Distribution @ ABC Office
 - Week after banquet, for one week in one room downstairs (Eva & Taylor D.)

NOVEMBER

- Critique & After Actions (All)
- Trophy Deliveries (All)



Board of Directors & Mentorship Night

ORLANDO SOLAR BEARS
VS.
MAINE MARINERS



March 22, 2023



7:00 - 9:30 p.m.



Amway Center

**400 West Church Street
Orlando, Florida 32801**

Scan to Register



\$55/person



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651 DANVILLE DR., SUITE 200, ORLANDO, FL 32825
407.628.2070 | ABCCENTRALFLORIDA.COM



Sponsorships

Food Sponsor - \$750

Company logo next to food in suite, sponsor signage, and shout out on social media

Beer Sponsor - \$500

Company logo next to beer in suite, sponsor signage, and shout out on social media

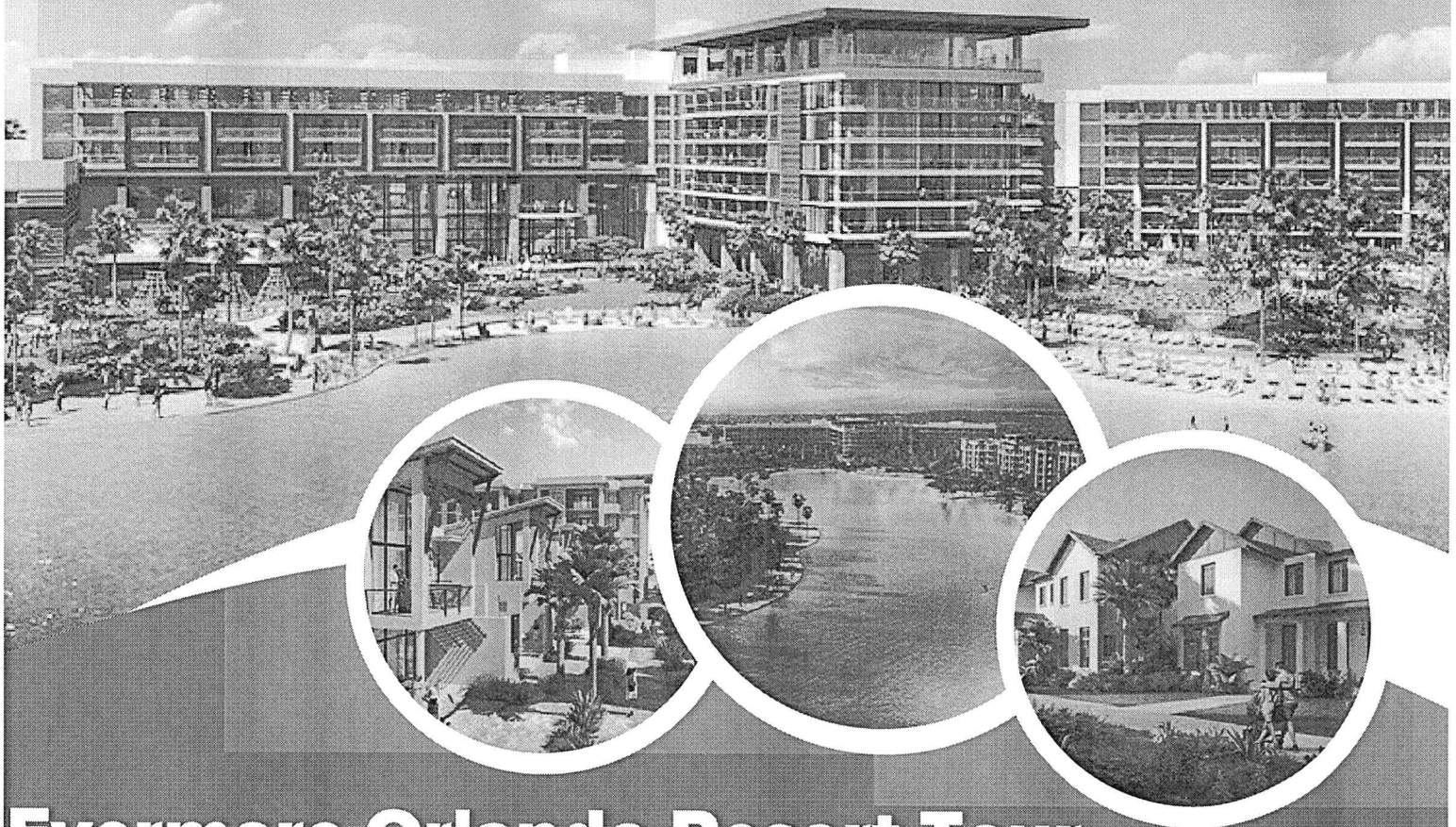
Wine Sponsor - \$500

Company logo next to wine in suite, sponsor signage, and shout out on social media

Popcorn Sponsor - \$250

Company name with popcorn buckets in suite and on sponsor signage

Thank you for your support



Evermore Orlando Resort Tour

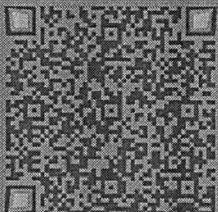
PCL Construction Services, Inc. is hosting the Young Professional group to tour the Evermore Orlando Resort. The Evermore is a re-envisioned vacation oasis of the former villas of Grand Cypress. This redesign consists of houses, flats, villas, and a 433 luxury hotel all on one campus!



CONSTRUCTION


DETAILS

- ✓ Tour begins at 3:30 p.m.
- ✓ Parking map & Instructions will be sent prior to event
- ✓ Free with RSVP




*Limited space,
RSVP today!*

WHEN

 **March 30, 2023**

WHERE

 **1 B Hacaranda St,
Orlando, FL 32836**

MARKETING & COMMUNICATIONS REPORT

January 2023

Aissa Mathews

Phone: 407.398.1268

Email: communications@abccf.org



Associated
Builders and
Contractors

Central Florida

Report Summary

Branding - Building ABC Central Florida's marketing and communications infrastructure in accordance with ABC brand guidelines helping raise the association's profile and making its services more attractive to potential new members.

Communications - Using current resources and technology, enhanced internal communications (MS Office tools)

Website - Shorter Web URL (abccf.org) and matching staff email addresses making it easier to contact us. Updating web pages and content in light of new developments in ongoing projects.

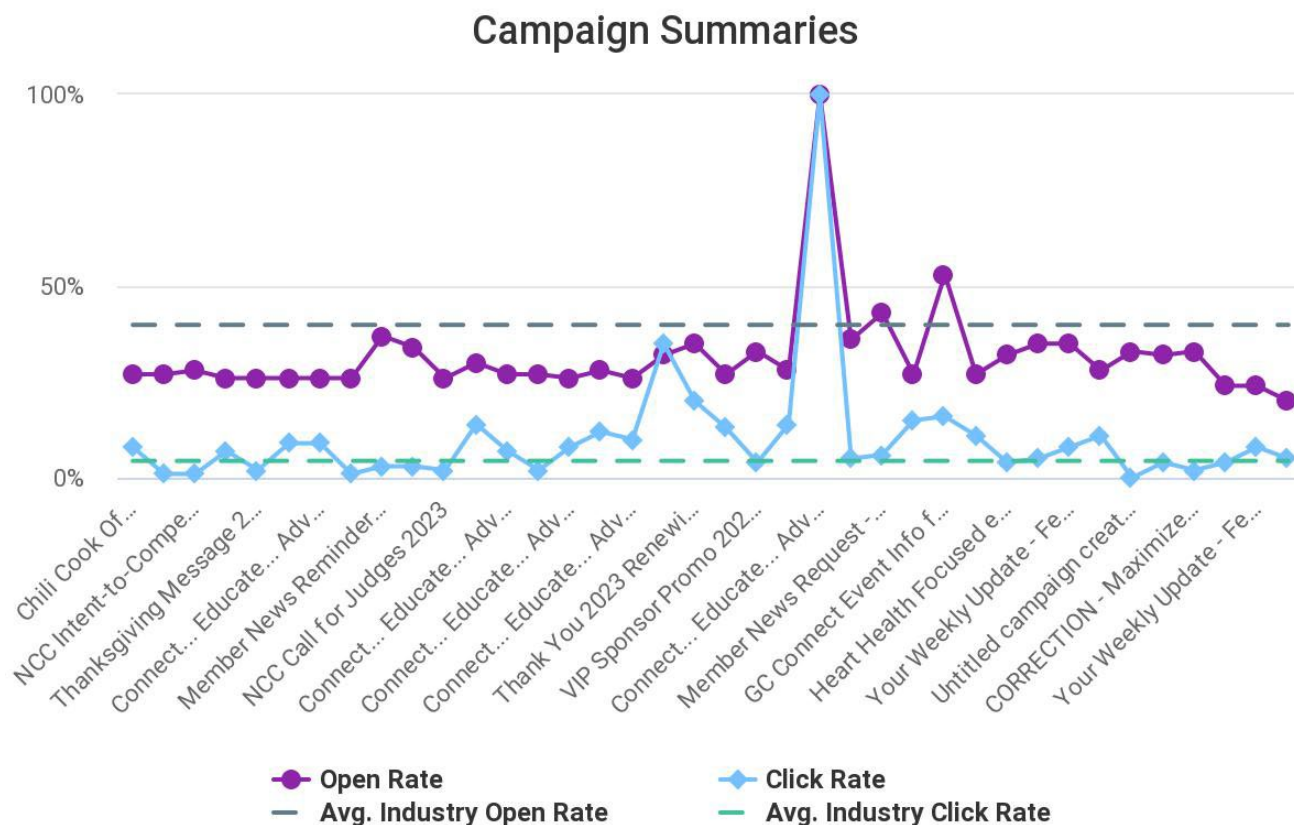
Email Marketing - Creating effective email marketing strategy by building a clean list for highest engagement and ROI from our members/prospective members.

Print -

- Tracking QR codes for event signups.
- Reviewing Monthly Mailers in order to identify areas for development and assess progress toward goals. March Monthly Mailer was completed and sent to mail out on time.
- Gathering content for the next issue of the "Building Central Florida" magazine for Ads, Project Profiles, Business Profiles, Articles, Member News. Plan to drive more engagement using a digital publishing platform.
- Reviewing processes and plans for Membership Directory and Excellence in Construction.

Social Media Marketing - Creating a targeted social media strategy by posting engaging and interesting content for an improved online performance. Analyzing metrics and utilizing creative ways to interact with our audience.

I. EMAIL MARKETING:



During the last 60 days, ABC Central Florida email click rates performed 3% above the average industry click rate and 2% increase in open rates.

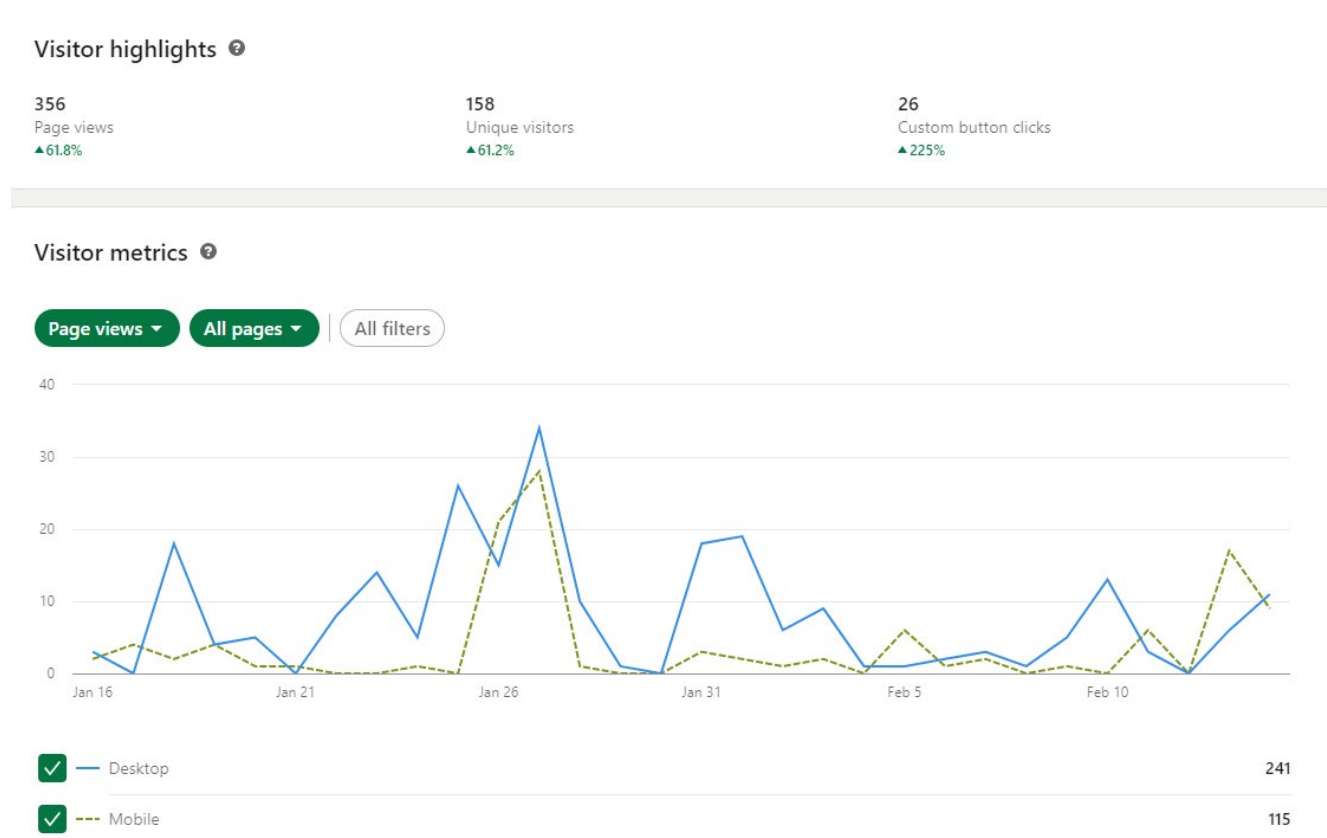
- Total email outreach - 71,683
- Total email Opens - 19,674
- Total Clicks - 1,943

II. SOCIAL MEDIA MARKETING:

II.A LinkedIn -

VISITOR METRICS

Traffic metrics for unique visitors and page views over time.



We had 356 new page views which is 61.8% increase in the last 30 days with 158 unique visitors and 225% increase in content clicks.

CONTENT ANALYTICS





Engagement metrics for our organic and sponsored posts.

Content engagement ⓘ Time range: Nov 23, 2022 - Feb 15, 2023 Show: 10 ▼

Post title	Post type	Audience	Impressions	Views	Clicks	CTR	Reactions	Comments	Reposts	Follows
ABC CF Builders Breakfast - 2023 Industry Forecast with distinguished panelists Posted by Alssa Mathews, MCA 1/31/2023 Boost	Video	All followers	2,243	2,086	107	4.77%	61	5	8	-
In the construction industry, effective contracting is critical to ensuring that... Posted by Corey Beth Schoenfelder 1/31/2023 Boost	Image	All followers	558	-	28	5.02%	6	1	3	-
How Technology is Increasing Productivity on Jobsites Posted by Catherine Wert 1/26/2023 Boost	Article	All followers	301	-	5	1.66%	3	0	2	-
Chris Evans grew up in Plant City, Florida and graduated in 2007 from the Universit... Posted by Alssa Mathews, MCA 1/25/2023 Boost	Image	All followers	4,961	-	110	2.22%	162	8	2	-

Two of our posts performed above average with 900% increase in post engagement, impressions and views.

II.B. Facebook and Instagram -


Page Overview		Last 28 days
Followers: 1,573		
	Post reach ⓘ	1,801
	Post Engagement ⓘ	772
	New Page likes ⓘ	7
	New followers ⓘ	21
See Details		

II.B. Facebook and Instagram – (CONTINUED)

Top post
 Last 28 days

See all

Boost this post to reach up to 180 more people with every \$14 you spend.



We thank everyone who came out to support us at the launch party tonight! Thank you to all our sponsors who helped make this event a bi...

Published by Alssa Mathews · January 26 at 10:27 PM · 🌐

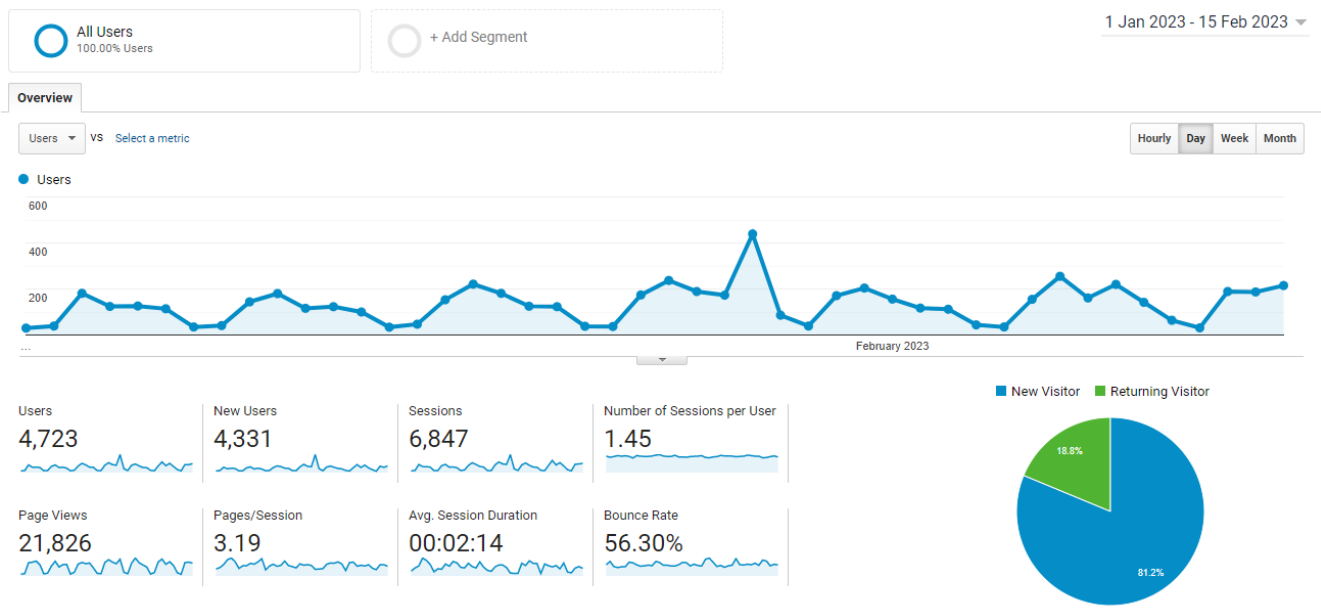
Post Impressions	Post reach	Post Engagement
967	907	252

See insights

Boost post

III. WEBSITE

OVERVIEW



Top Day of Week Name by Users

Aug 1, 2022–Jan 31, 2023



Amount of Avg. Session Duration

Feb 9–15, 2023

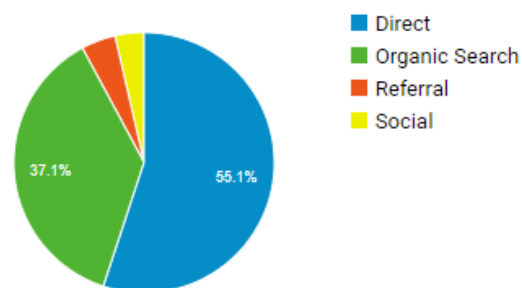
1 min, 53 sec

Percent of Users for Medium of Organic Search

Jan 17–Feb 15, 2023

38.08%

Top Channels



Top Page by Pageviews

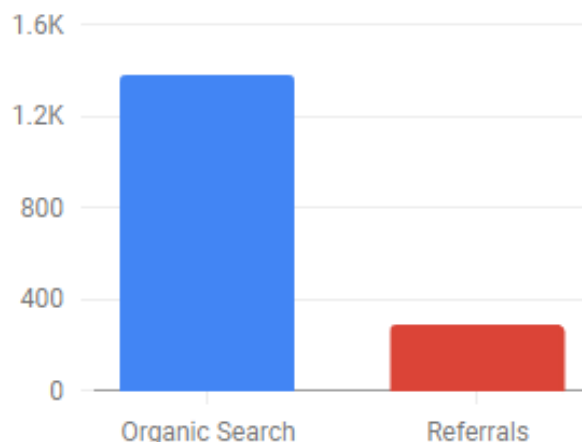
Feb 9–15, 2023

Page	Pageviews
/	390
/abc-events/calendar/	321
/abc-events/	196
/event/abc-on-tap-6/	119
/abc-events/calendar/cart/	111
/abc-events/calendar/check out/	94
/event/abc-ucf-young-professionals-golf-tournament/	85
/membership/	77
/event/builders-breakfast-orlando-health/	74
/abc-events/eic-awards/	67

Users for Medium of Organic Search vs. Referrals

Jan 17–Feb 15, 2023

Users for Organic Search
Users for Referrals



IV. FUTURE GOALS:

- Use our digital platform Issuu for a bigger online outreach and ABC awareness to build membership.
- Improve open and click rates by crafting engaging subject lines and workable links.
- Work on Sign up forms on Website and Social for organic list growth.
- Web blogs for web traffic and increased conversion rates.
- Enhance our marketing processes and workflows.



2023/24 Central Florida ABC Membership Directory



The 2023/24 Central Florida ABC *Membership Directory* is a great way to increase your exposure with other members. CF ABC encourages member companies to hire other members for jobs whenever possible. ABC's annual directory serves as an invaluable resource and is referenced throughout the year.

Reaching over 600 industry leaders, decision makers and construction industry businesses, the *Membership Directory* is the ideal publication to get your company valuable exposure!

IMPORTANT DATES

Reserve Space
Mar 15

Materials Due
Mar 31

Publishes
May 1

A. Standard Listing - FREE

B. Advertiser Listing

Highlighted company name with designated ad page reference

C. Logo & Advertiser Listing

Company logo, highlighted company name with designated ad page reference

D. Logo Listing

Standard listing plus company logo in directory listing and logo on website listing

See rates on side 2.

Scan the QR code to view the digital version. Place your order online here: <https://abccentralflorida.com/product/directory-2023-24/> or use the form on side 2.



A.

B.

C.

D.

ALPHABETICAL LISTINGS 27	
<p>Dixie Metal Products, Inc. J. Phillip Schnorr 442 S.W. 54th Court Ocala, FL 34474 (352) 873-2554 phillipschnorr@dixiemetals.com dixiemetals.com \$3M-\$6M</p>	<p>Dura-Stress, Inc. Glen Switzer P.O. Box 490779 Leesburg, FL 34749-0779 (352) 787-1422 gswitzer@dura-stress.com dura-stress.com Supplier</p>
<p>DPR Construction Bryan Boykin 315 East Robinson Street Suite 100 Orlando, FL 32801 (407) 352-2233 orlandobids@dpr.com dpr.com Over \$100M</p>	<p>Dutchy Enterprises, LLC Robert Hugo Reijm 600 Cox Road Suite A Cocoa, FL 32926 (321) 877-0700 rhr@dutchyLLC.com dutchyLLC.com \$1M-\$3M</p>
<p>DPS Printing Centers Ray Carter 5876 Precision Drive Orlando, FL 32819 (407) 704-2274 orders@dps-orlando.com dps-fl.com Associate</p>	<p>Eagle Fire Protection, Inc. Heather Heath 1205 Crown Park Circle Winter Garden, FL 34787 (407) 656-8387 heather@eaglefirepro.com eaglefirepro.com \$3M-\$6M</p>
<p>Drain Genie Plumbing Services, Inc. John Bodrato 750 S. Orange Blossom Trail Suite 141 Orlando, FL 32805 (407) 490-1230 john@draingenieplumbing.com draingenieplumbing.com Under \$1M</p>	<p>EastGroup Properties, Inc. Ben Rogers 2966 Commerce Park Drive Suite 450 Orlando, FL 32819 (407) 251-7075 ben.rogers@eastgroup.net eastgroup.net Associate</p>
<p>Dunkman Paint & Wallcovering, LLC Paul Dunkman 1370 Pine Way Sanford, FL 32773 (407) 323-9935 pdunkman@dunkmanpaint.com dunkmanpaint.com \$3M-\$6M</p>	<p>ECS Florida, LLC John Hicks 2815 Directors Row Suite 500 Orlando, FL 32809 (407) 859-8378 jhicks@ecslimited.com ecslimited.com Associate</p>
	<p>Electric Services, Inc. Stephanie Strong 1746 U.S. Hwy 441 Leesburg, FL 34748 (352) 787-1322 esielectric-services.com electric-services.com \$10M-\$15M</p>
	<p>Empire Electrical Contractors LLC Daniel Ortiz 651 Danville Drive Suite 102 Orlando, FL 32825 (407) 930-3736 Daniel.Ortiz@empireelectrfl.com empireelectrfl.com Under \$1M</p>
	<p>Empire Office David O'Bryan 110 Hillcrest Street Orlando, FL 32801 (407) 628-2400 dobryan@empireoffice.com EmpireOffice.com \$3M-\$6M</p>
	<p>Energy Air, Inc. John Bartkovich 5401 Energy Air Court Orlando, FL 32810 (407) 886-3729 jbartkovich@energyair.com energyair.com \$20M-\$50M</p>

Don't have an ad? Let ABC design one for you!

For more information and to reserve your space, please contact Marketing at 407-628-2070 or directory@abccentralflorida.org.

Connect... Educate... Advocate

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

2/17/2023

Central Florida Board of Directors,

I'm not too sure what your plans are with participating at the National Convention here next month. I'm sure Michele and other chapter Presidents in the state have been given regular updates and most likely "asks" for helping with the Craft Championships where the best of the best compete on a national stage. It's amazing to witness these young people along with their families compete in this competition.

I will tell you at many of the past conventions I've attended the Host Chapter typically is a major sponsor of the Convention. As a current member, past President (Chairman) and past National Chairman of ABC, I'd like to ask the Board to consider being that major sponsor for this year's Convention. I know money is not the issue, it's just a willingness to do and then to participate in it. This chapter has produced 3 past National Chairs, that I suspect, no other chapter in the organization can make that claim and I think it's time we show we are willing to walk the talk and be participants.

Would appreciate your consideration on this matter.

Tim Keating

President

R. C. STEVENS

p 321.281.5310

f 407.291.9237

e tkeating@rcstevens.com

407.299.3800

www.rcstevens.com



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