



Central Florida Chapter  
Associated Builders and Contractors, Inc.  
Board of Directors Meeting  
March 20, 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

Consent Agenda:

1. Approval of February 20, 2023 Minutes (P. 3-6) – Action Item..... Burkett
2. Financials January Final and February 2023 Draft for review (P. 7-19)..... Bastin

Committee Liaison Reports:

- National Board Meeting ..... Holmes / Garcia
  - 2% Dues increase for 2024 on national dues portion.
  - Possible new dues structure to be voted on in June for 2024. Michele to bring examples of each and how it will affect the chapter in May – prior to them being voted on in June 2023.
- National Convention taskforce..... Rodriguez/ Daugherty
  - National Convention, March 15-17, 2023
    - 10 Craft Competitors – 2 Medals
    - The event was covered by Fox 35 Good Morning Orlando—Reporter: David Martin and Orlando Business TV—Reporter: David Hyland.
- Membership Development ..... Smalley / C. Wert
  - Retention for 2023 as of 1/15/2023
  - 2023 New Members (P. 20)
    - Approval of New Members – Action Item
- Government Affairs ..... T.Wert
  - 4/19 - The PAC Fundraiser at Ben Goodin’s house ..... Dupree
  - 5/25 - Legislative HobNob ..... Dupree
  - ABC of Florida Board Update ..... T.Wert/Jordan
    - 2023 Legislative / Bill Update
  - State Convention ..... T.Wert
    - July 13 -15, 2023 Marco Island – Room Reservations up
- Workforce Council ..... Garcia
  - Council met on 2/21/2023
    - Florida’s Construction Innovation and Training Lab build out sub-committee.
    - Reviewing Workforce fund and guidelines
  - Workforce Outreach Committee Meeting 2/8/2023 ..... Burkett
    - IBuild Invitational April 29<sup>th</sup>
    - PIPE SkillsUSA Team – Sponsored by chapter.
    - SkillsUSA Team – Sponsored by chapter.
  - Training & Development Committee meeting 2/23/2023 ..... Garcia
    - 4/27/23 Pre-Con and Lump Sum Estimating
    - Schedule of Seminars and Training (P. 25)
    - 5-9 Tech Conference <<See Attached>>
    - Next Meeting 3/23/2023

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  
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Key Contacts

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- Collegiate Outreach ..... Bradford
  - National Construction Management Competition
    - UCF Takes 1<sup>st</sup> in Quality Management
- Young Professionals ..... Holmes
  - 3/22/2023 ABC CFC YP Mentorship event @ Solar Bears game (P. 27)
  - Site Tours:
    - 3/30 Evermore Orlando Resort Grand Cypress w/ PCL (P. 28)
    - 4/27 OUC Universal Epic CEP w/ SI Goldman
- Safety Committee..... Hernandez
  - 2023 STEP Application is out
  - Lyman HS Jobsite Tour
  - Total Human Health Week 5/22-26/2023 ..... Daugherty
- Excellence in Construction ..... Torres
  - Disney and Universal projects to be submitted now.
  - Deadline for submissions is April 30, 2023.
  - Three upcoming workshops to attend and keep up to date with and changes.
- Programs ..... OPEN
  - Builders Breakfast – 2/22/2023 speaker John Walsh on upcoming Orlando Health projects had 101 registrations.
  - Next Committee meeting 4/12/2023
- Special Events ..... OPEN
  - Schedule of 2023 Events (P. 26)
    - GC Connect 38 GC's and over 260+ pre-registered
    - Next Committee meeting 4/4/2023

President & CEO ..... Daugherty

- 2023 ABC Top Performers - announced
  - <https://www.abc.org/Portals/1/2023/TP/ABC%202023%20Top%20Performers%20FINAL.pdf?ver=A9tfbjvnxxZ8R7xAGKHjPw%3d%3d>
- 3/31 – Membership Directory (P. 22)
  - Materials Due Publishes May 1
- 5/10-12 ABC Users Summit
- 5/13 - Poker Run

#### Old Business

- NARCAN Campaign roll-out
- ABC Insurance Trust
- Florida's Construction Innovation and Training Lab build out sub-committee.

#### New Business

- MarCom Committee Kickoff - Moxe
- ABC Launching Member 401k

**Next Board Meeting is April 17<sup>th</sup>, 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**

**February 20, 2023**

**PRESIDING: Julie Holmes, JK2 Scenic**

**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.
Chris Evans	Chair	Brasfield & Gorrie, LLC
Juan Garcia	Vice-Chair	PCL Construction Services, Inc.
Julie Holmes	Chair-Elect	JK2 Scenic
C. L. Janeski	Director	Tri-City Electrical Contractors
John Kurtz	Director	Gilbane Building Company
Earl Lomas	Director	Terry's Electric, Inc.
Michael Parks	Past-Chair	Hoar Construction, LLC
Debbie Rodriguez	Director	Competitive Edge Partners
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
Matt Walton	Director	MiGre Engineers, LLC
Thomas P. Wert	Vice Chair	Dean Mead Attorneys at Law

**BOARD MEMBERS ON ZOOM**

Roy Burkett	Vice Chair	S. I. Goldman Company, Inc.
David Schultz	Director	CEMEX

**BOARD MEMBERS ABSENT**

Roxana Hernandez	Director	Turner Construction Co.
Michael Jordan	Director	Universal Forming, Inc.
Willis Milner	Director	Balfour Beatty
Scott Scruby	Director	Sunbelt Rentals
Derrick Valkenburg	Director	Shutts & Bowen

**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

### **CALL TO ORDER**

- **HOLMES** called the board meeting to order at 3:35PM with the Pledge of Allegiance.
- **A motion was made and seconded to approve the reinstatement of Chris Evans as Board Chair for 2023. The motion passed.**

### **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 January 23, 2023, meeting. The motion passed.**

#### **2. FINANCIALS**

- **BASTIN** reviewed the draft financials for January 2023.

### **NEW MEMBER COMPANIES**

Annapurna Construction LLC	Category 7
Axis Portable Air	Category 2
Daaxit	Category 1
ERC Provider	Category 1
Gravity Services	Category 7
Morris-Shea Bridge Co., Inc	Category 7
Patriot Controls LLC	Category 7
Pilar Services, Inc.	Category 7
TOI TOI USA	Category 2
Vero Building Systems	Category 2

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

### **COMMITTEE LIAISON REPORTS**

- **SMALLEY / C. WERT** gave a membership development update.
  - January had 10 new members, goal for 2023 is 90.
  - 2023 renewals are at 73.85% of companies.
  - Contractor percentage of members is at 63.3% with a goal of 65%.
  - Still to renew, dropped, and future member lists handed out with call assignments.
  - New member reception following meeting.
- **WERT** gave a government affairs update.
  - PAC Fundraiser scheduled for April 19, 2023, spots are limited.
  - Session is getting ready to start in March. Tort reform is a huge focus for session, will keep board posted on the progress.
    - LegCon on March 8-9, 2023. Gave overview on what the conference entails for board members that have never attended. Part of three year commitment on the board is to attend at least one year.
  - State Convention is now July 13-15, 2023, at the JW Marriot in Marco Island. This is a change from July 20-22, 2023 at the Hyatt in Sarasota. Save the date will be going out soon.
- **GARCIA** gave an update on the Workforce Council.
  - Will be starting demo on downstairs space soon and working on how best to use that space.
    - Trimmer Grant being submitted for approval in June.
- **BURKETT** gave an update on the Workforce Outreach Committee meeting.
  - **RODRIGUEZ** will send out sponsorship needs for the iBuild competition at Valencia.
    - iBuild Invitational is April 29, 2023.



- Pipe Graduation went well. ABC CF will be creating a PIPE spot on website for the program.
- National Craft Championship needs addressed. Need more volunteers but looking good on judges.
  - Still need a power line judge.
  - Shout out to Debbie Rodriguez for taking care of major punch list for National and all materials/labor to get them taken care of.
- **GARCIA** the Training & Development Committee met to discuss schedule of classes and seminars.
  - Annual Tech Conference is being planned. Encouraged board to get involved and get higher ups involved to learn how to adapt companies to changing technology needs.
- **BRADFORD** gave an update on the Collegiate Outreach Program.
  - Main focus is on the competition currently. Each student has a mentor, and they are getting help on their presentation skills.
  - UCF/YP Golf Fundraiser is Friday, February 24, 2023.
- **HOLMES** gave an update on the Young Professionals Group.
  - Open spots and sponsorships available for the Solar Bears game on March 22, 2023.
  - Two site tours scheduled:
    - March 30, Evermore
    - April 27, CEP Plant at Epic Universe.
- **DAUGHERTY** gave an update from the Safety Committee meeting. 2023 STEP application is out. Goal is to have 50% of members participate.
  - February 23, 2023, there is a Basic Worker's Comp and Claims Management course. Board asked to send any employees it would benefit, there are still open spots.
  - NARCAN campaign will be rolling out in March.
- The next Builders' Breakfast is Wednesday, February 22, 2023.
- GC Connect is March 9, 2023. Good event for attracting new members.
- **TORRES** gave an update on the Excellence in Construction Program.
  - Contacting GCs and subcontractors to get an idea of what projects will be submitted.
  - EIC deadline cards given out to be taken to whoever will be submitting at company.
    - Disney and Universal projects to be submitted now.
    - Deadline for submissions is April 30, 2023.
    - Three upcoming workshops to attend and keep up to date with and changes.
  - Overview of the program given to the new members in attendance for the new member reception, encouraged new contractor members to participate.

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

- **DAUGHERTY** WIC Week is right around the corner, working with NAWIC to support each other's efforts instead of duplicating them. NAWIC has made a commitment to cross market events with their memberships.
- Membership directory will close out March 30, sign up for an ad if you have not already.

#### **OLD BUSINESS**

- National Convention solicited a marketing sponsorship from the Central Florida Chapter.
  - **DAUGHERTY** suggested giving \$5-10K towards a sponsorship.
- **A motion was made and seconded to give ABC National \$7,500 for a sponsorship at the convention. The motion passed. WERT voted no. BRACCO and RODRIGUEZ abstained.**

#### **NEW BUSINESS**

- No new business.

**NEXT MEETING**

- March 20, 2023, at 3:30 PM.

**ADJOURNMENT**

- **EVANS** adjourned the meeting at 5:00 PM. New member reception followed board meeting.

TD 2/20/2023

# Associated Builders and Contractors, Inc.

## Balance Sheet

As of January 31, 2023

	Jan 31, 23	Jan 31, 22
<b>ASSETS</b>		
<b>Current Assets</b>		
<b>Checking/Savings</b>		
11000 · Petty Cash	397.17	817.94
11010 · Raymond James Investment Acct	726,215.32	761,019.97
11026 · Operating - Winter Park Bank	210,106.71	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
<b>Total Checking/Savings</b>	<b>2,111,024.24</b>	<b>1,867,768.92</b>
<b>Accounts Receivable</b>	<b>112,479.87</b>	<b>103,953.50</b>
<b>Other Current Assets</b>		
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
<b>Total Other Current Assets</b>	<b>330,535.27</b>	<b>303,104.54</b>
<b>Total Current Assets</b>	<b>2,554,039.38</b>	<b>2,274,826.96</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	-1,343,003.73	-1,259,230.56
<b>Total Fixed Assets</b>	<b>1,424,435.75</b>	<b>1,492,893.62</b>
<b>Other Assets</b>		
11600 · Refundable Deposit	618.30	618.30
<b>Total Other Assets</b>	<b>618.30</b>	<b>618.30</b>
<b>TOTAL ASSETS</b>	<b>3,979,093.43</b>	<b>3,768,338.88</b>
<b>LIABILITIES &amp; EQUITY</b>		
<b>Liabilities</b>		
<b>Current Liabilities</b>		
Accounts Payable	63,367.95	63,276.73
Credit Cards	0.00	1,612.99
<b>Other Current Liabilities</b>		
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
22203 · Member & Training Services	73,120.02	40,233.35

# Associated Builders and Contractors, Inc.

## Balance Sheet

As of January 31, 2023

	Jan 31, 23	Jan 31, 22
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
<b>Total Other Current Liabilities</b>	<b>1,455,047.71</b>	<b>1,350,565.06</b>
<b>Total Current Liabilities</b>	<b>1,518,415.66</b>	<b>1,415,454.78</b>
<b>Long Term Liabilities</b>	<b>9,563.09</b>	<b>18,090.04</b>
<b>Total Liabilities</b>	<b>1,527,978.75</b>	<b>1,433,544.82</b>
<b>Equity</b>		
30000 · Opening Bal Equity	604,557.55	604,557.55
31100 · Retained Earnings	1,832,040.82	1,756,100.62
Net Income	14,516.31	-25,864.11
<b>Total Equity</b>	<b>2,451,114.68</b>	<b>2,334,794.06</b>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b>3,979,093.43</b>	<b>3,768,338.88</b>

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	2,166.79	4,342.50	2,166.79	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	6,823.17	7,083.34	6,823.17	7,083.34	85,000.00
<b>Total Expense</b>	<b>147,834.67</b>	<b>173,949.93</b>	<b>147,834.67</b>	<b>173,949.93</b>	<b>2,810,447.65</b>
<b>Net Ordinary Income</b>	<b>-15,233.14</b>	<b>-24,137.64</b>	<b>-15,233.14</b>	<b>-24,137.64</b>	<b>-20,625.53</b>
<b>Other Income/Expense</b>					
<b>Other Income</b>					
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	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		
<b>Total 47012 · Rental Income</b>	<b>6,146.25</b>	<b>4,724.59</b>	<b>6,146.25</b>	<b>4,724.59</b>	<b>56,695.00</b>
47020 · Gain (Loss) on Investment/Asset	14,533.72		14,533.72		
<b>Total Other Income</b>	<b>22,901.53</b>	<b>5,557.96</b>	<b>22,901.53</b>	<b>5,557.96</b>	<b>66,695.00</b>
<b>Other Expense</b>					
69392 · Rental Expense (Classroom)	0.00	20.87	0.00	20.87	250.00
<b>Total Other Expense</b>	<b>0.00</b>	<b>20.87</b>	<b>0.00</b>	<b>20.87</b>	<b>250.00</b>
<b>Net Other Income</b>	<b>22,901.53</b>	<b>5,537.09</b>	<b>22,901.53</b>	<b>5,537.09</b>	<b>66,445.00</b>
<b>Net Unrestricted Income</b>	<b>7,668.39</b>	<b>-18,600.55</b>	<b>7,668.39</b>	<b>-18,600.55</b>	<b>45,819.47</b>
<b>Other Restricted Income</b>					
46035 · Workforce Fund	6,847.92		6,847.92		
	6,847.92		6,847.92		
<b>Net Income</b>	<b>14,516.31</b>		<b>14,516.31</b>		

Associated Builders and Contractors, Inc.

Balance Sheet

As of February 28, 2023

	Feb 28, 23	Feb 28, 22
<b>ASSETS</b>		
Current Assets		
Checking/Savings		
11000 · Petty Cash	500.00	1,492.58
11010 · Raymond James Investment Acct	716,166.06	751,942.38
11026 · Operating - Winter Park Bank	269,170.59	162,990.78
11030 · Operating MM - Winter Park Bank	934,256.02	777,172.61
11031 · Operating - Workforce Funds	241,175.68	185,175.00
Total Checking/Savings	2,161,268.35	1,878,773.35
Accounts Receivable	82,936.12	101,333.88
Other Current Assets		
11200 · Prepaid National Dues	231,063.94	202,591.67
11210 · Prepaid State Dues	55,778.41	54,078.23
11220 · Prepaid Insurance	17,483.32	24,141.71
11230 · Prepaid Expenses	38,445.02	26,103.81
11240 · Inventory	2,931.67	4,446.14
Total Other Current Assets	345,702.36	311,361.56
Total Current Assets	2,589,906.83	2,291,468.79
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	-1,349,826.90	-1,266,052.56
Total Fixed Assets	1,417,612.58	1,486,071.62
Other Assets	618.30	618.30
<b>TOTAL ASSETS</b>	<b>4,008,137.71</b>	<b>3,778,158.71</b>
<b>LIABILITIES &amp; EQUITY</b>		
Liabilities		
Current Liabilities		
Accounts Payable	74,742.82	67,477.48
Credit Cards	0.00	635.05
Other Current Liabilities		
21000 · Employee 401K Payable	0.00	2,587.69
21010 · Company 401K Payable	0.00	1,691.49
21030 · State Unemployment Tax Payable	0.00	119.70
21040 · Federal Unemployment Payable	0.00	378.00
21060 · Federal Medicare Payable	0.00	2.44
21070 · Social Security Payable	0.00	10.46
2110 · Direct Deposit Liabilities	0.00	21,907.96
22100 · Sales Tax Payable	204.41	243.74
22110 · Accrued Property Taxes	12,150.00	7,116.66
22112 · Equipment Lease - ST	7,125.29	6,892.22

# Associated Builders and Contractors, Inc.

## Balance Sheet

As of February 28, 2023

	Feb 28, 23	Feb 28, 22
22201 - Tennant Security Deposits	6,426.80	6,426.80
22202 - Future Events Income	20,694.92	66,602.11
22203 - Member & Training Services	133,377.62	42,096.41
22204 - 2022-Renewals Income	0.00	845,559.01
22205 - Partial Pays Renew/New Members	4,335.33	2,405.00
22206 - Unearned for 2023-Renewals	942,502.33	0.00
22207 - Unearned for 2023-New Members	31,029.16	0.00
22208 - 2024 Renewal Dues	0.00	66,587.86
22209 - VIP Sponsorship	240,020.00	256,111.71
22210 - 2022 New Member Credit to 2023	72,839.16	37,978.41
22211 - PAC Funds	28,850.00	4,540.00
22300 - Trimmer Constr. Ed. Foundation	850.00	700.00
22301 - Free Enterprise Alliance	1,050.00	1,050.00
22305 - Workforce Enhancement Fund	1,422.50	1,481.67
<b>Total Other Current Liabilities</b>	<b>1,502,877.52</b>	<b>1,372,489.34</b>
<b>Total Current Liabilities</b>	<b>1,577,620.34</b>	<b>1,440,601.87</b>
<b>Long Term Liabilities</b>	<b>9,563.09</b>	<b>18,090.04</b>
<b>Total Liabilities</b>	<b>1,587,183.43</b>	<b>1,458,691.91</b>
<b>Equity</b>		
30000 - Opening Bal Equity	604,557.55	604,557.55
31100 - Retained Earnings	1,832,040.82	1,756,100.62
Net Income	-15,644.09	-41,191.37
<b>Total Equity</b>	<b>2,420,954.28</b>	<b>2,319,466.80</b>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b>4,008,137.71</b>	<b>3,778,158.71</b>



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

	<u>Feb 23</u>	<u>Budget</u>	<u>Jan - Feb 23</u>	<u>YTD Budget</u>	<u>Annual Budget</u>
<b>Ordinary Income/Expense</b>					
<b>Income</b>					
41000 - New Members	3,102.92	19,453.92	4,837.84	38,907.84	233,447.04
41010 - Renewals	101,534.15	98,194.34	196,082.02	196,388.68	1,178,332.08
41020 - Enrollment Fee	700.00	708.33	1,725.00	1,416.70	8,500.00
41030 - Membership Promotion	0.00	0.00	0.00	0.00	1,000.00
43000 - Seminars Registration	10,522.66	12,403.00	24,350.45	26,628.66	304,438.00
44000 - Meetings (Ticket Event)	2,280.00	2,555.00	4,540.00	5,110.00	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	144.00	0.00	480.00	0.00	376,575.00
44100 - Sponsored Events	6,000.00	6,000.00	14,400.00	14,000.00	50,625.00
44105 - Young Professionals Events	0.00	0.00	0.00	0.00	7,175.00
45000 - BCF Magazine Advertising	9,519.36	9,525.00	9,519.36	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	1,700.00	1,400.00	2,000.00	3,200.00
45015 - Website Advertising	25.00	800.00	8,075.00	6,575.00	7,775.00
45020 - Weekly Email Advertising	300.00	300.00	600.00	600.00	3,600.00
46030 - Job Site Signs Sales	189.48	300.00	909.43	600.00	3,500.00
<b>Total Income</b>	<u>134,317.57</u>	<u>151,939.59</u>	<u>266,919.10</u>	<u>301,751.88</u>	<u>2,789,822.12</u>
<b>Gross Profit</b>	134,317.57	151,939.59	266,919.10	301,751.88	2,789,822.12
<b>Expense</b>					
61000 - National Dues	23,106.39	25,621.83	44,595.98	51,243.70	307,462.00
61020 - State Dues	5,577.84	6,956.25	10,652.84	13,912.50	83,475.00
61040 - Member Fees & Promotion	2,477.14	2,133.33	4,876.62	4,266.70	25,600.00
63000 - Seminar Expense	2,341.63	4,724.00	5,795.02	8,604.00	175,674.00
64000 - Meetings (Ticket Event) Expense	798.68	420.00	1,535.61	840.00	62,950.00
64010 - Golf Tournaments Expense	1,485.86	0.00	1,723.46	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	929.66	0.00	945.37	0.00	266,575.00
64100 - Sponsored Events Exp	1,172.59	2,000.00	3,221.16	4,000.00	20,000.00
64105 - Young Professionals Expense	20.54	0.00	20.54	0.00	5,000.00
64107 - Special Other Expenses	1,023.85	2,000.00	2,253.06	5,000.00	6,500.00
64112 - Meetings & Events General Exps.	38.84	300.00	292.35	600.00	3,500.00
65000 - BCF Magazine Expense	3,911.45	3,875.00	3,977.40	4,325.00	26,000.00
65010 - Membership Directory Expense	42.58	0.00	77.18	0.00	9,500.00
65012 - Monthly Mailing Expense	2,147.83	550.00	2,555.90	1,100.00	6,600.00
65030 - Internet Website	0.00	583.33	635.76	1,166.70	7,000.00
6560 - Payroll Expenses	472.25	400.00	516.37	800.00	4,800.00
66030 - Job Site Signs expense	106.24	166.67	541.42	333.30	2,000.00
66050 - Personnel Expenses	85,888.26	94,233.39	168,347.82	188,466.78	1,180,800.60
66060 - Insurances	1,926.70	2,000.00	3,507.99	4,000.00	24,000.00
67050 - Staff & Team Development	140.83	750.00	515.11	1,500.00	9,000.00
68000 - Auto Expense	1,050.00	1,250.00	2,100.00	2,500.00	15,000.00
68110 - State Meetings	173.86	4,500.00	600.26	4,500.00	7,000.00
68130 - National Meetings	1,160.12	2,375.70	1,647.86	4,751.00	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	73.96	166.67	73.96	333.33	2,000.00
68210 - Board of Directors Meetings	162.30	833.34	292.52	1,666.67	10,000.00
68220 - Committee Meetings	133.88	291.67	337.60	583.33	3,500.00
69000 - Utilities	2,267.14	3,250.00	5,343.84	6,500.00	39,000.00
69020 - Property Taxes	3,929.00	4,377.08	8,431.30	8,754.20	52,525.00

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

	<u>Feb 23</u>	<u>Budget</u>	<u>Jan - Feb 23</u>	<u>YTD Budget</u>	<u>Annual Budget</u>
69030 - Janitorial & Cleaning	1,303.63	1,165.00	2,368.63	2,330.00	13,980.00
69040 - Building Supplies/Maintenance	2,841.60	4,342.50	5,008.39	8,685.00	52,110.00
69100 - Administrative - Postage	34.26	41.67	19.51	83.30	500.00
69120 - Telephone & Data Expense	982.64	1,125.00	2,176.37	2,250.00	13,500.00
69190 - Computer Software	1,127.55	1,166.67	2,156.63	2,333.30	14,000.00
69200 - Leased Office Equipment	497.05	495.00	994.10	990.00	5,940.00
69210 - Office Supplies	242.40	416.67	605.26	833.30	5,000.00
69220 - Equipment R&M, Supplies	2,994.06	1,500.00	4,163.98	3,000.00	18,000.00
69300 - Advertising expense	0.00	0.00	464.44	0.00	1,000.00
69315 - Bank Charges	22.20	33.33	43.90	66.70	400.00
69325 - Interest Expense	48.26	48.26	98.46	98.46	473.05
69340 - Professional Services	0.00	416.66	0.00	833.34	15,700.00
69350 - Taxes & Licenses	434.44	25.00	545.04	50.00	300.00
69370 - Dues, Subscript., Sponsorships	16.40	100.00	16.40	200.00	1,200.00
69391 - Community Enrichment	155.03		195.03		
69400 - Depreciation	6,823.17	7,083.34	13,646.34	14,166.68	85,000.00
<b>Total Expense</b>	<u>160,082.11</u>	<u>181,717.36</u>	<u>307,916.78</u>	<u>355,667.29</u>	<u>2,810,447.65</u>
<b>Net Ordinary Income</b>	-25,764.54	-29,777.77	-40,997.68	-53,915.41	-20,625.53
<b>Other Income/Expense</b>					
<b>Other Income</b>					
47000 - Interest Income	1,918.36	833.33	4,133.16	1,666.70	10,000.00
47010 - General Income	10.49		17.25		
47012 - Rental Income					
470122 - First Floor Lease Space	4,516.25	4,516.25	9,032.50	9,032.50	54,195.00
470123 - Classroom rental	0.00	208.34	1,275.00	416.68	2,500.00
470124 - Rental Supplies	0.00		355.00		
<b>Total 47012 - Rental Income</b>	<u>4,516.25</u>	<u>4,724.59</u>	<u>10,662.50</u>	<u>9,449.18</u>	<u>56,695.00</u>
47020 - Gain (Loss) on Investment/Asset	-10,840.96		3,692.76		
<b>Total Other Income</b>	<u>-4,395.86</u>	<u>5,557.92</u>	<u>18,505.67</u>	<u>11,115.88</u>	<u>66,695.00</u>
<b>Other Expense</b>					
69392 - Rental Expense (Classroom)	0.00	20.83	0.00	41.70	250.00
<b>Total Other Expense</b>	<u>0.00</u>	<u>20.83</u>	<u>0.00</u>	<u>41.70</u>	<u>250.00</u>
<b>Net Other Income</b>	<u>-4,395.86</u>	<u>5,537.09</u>	<u>18,505.67</u>	<u>11,074.18</u>	<u>66,445.00</u>
<b>Net Income</b>	<u><u>-30,160.40</u></u>	<u><u>-24,240.68</u></u>	<u><u>-22,492.01</u></u>	<u><u>-42,841.23</u></u>	<u><u>45,819.47</u></u>
<b>Other Restricted Income</b>					
46035 - Workforce Fund	0.00		6,847.92		
	<u>0.00</u>		<u>6,847.92</u>		

Associated Builders and Contractors, Inc.  
**A/R Aging Summary**  
As of February 28, 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	153.89	0.00	0.00	153.89
Acousti Engineering Company of FL	0.00	0.00	4,500.00	0.00	0.00	4,500.00 VIP
AJ Flooring Specialist Svcs.,Inc	0.00	0.00	0.00	0.00	3,392.25	3,392.25 Ck in mail
Amphibious Medics	0.00	110.00	10,000.00	0.00	0.00	10,110.00 paid 3/9
Austin Commercial, LP	0.00	0.00	2,000.00	0.00	0.00	2,000.00 VIP
Balfour Beatty Construction(Centex)	0.00	0.00	17,500.00	0.00	0.00	17,500.00 VIP
Competitive Edge Partners & Consulting	0.00	55.00	0.00	0.00	0.00	55.00
Comprehensive Energy Services	0.00	385.00	0.00	0.00	0.00	385.00
Dean Mead Attorneys at Law	0.00	0.00	1,225.00	0.00	0.00	1,225.00 VIP
DeWitt Custom Concrete, Inc.	0.00	0.00	4,500.00	0.00	0.00	4,500.00 VIP
Dixie Metal Products, Inc.	0.00	0.00	1,200.00	0.00	0.00	1,200.00 BCF ad
DPS Orlando ( formerly LDI Reproprinting)	0.00	200.00	0.00	0.00	0.00	200.00
Hensel Phelps Construction Co.	0.00	1,250.00	0.00	0.00	0.00	1,250.00 Paid 3/3
Lauren Kelly - Continuation Coverage	0.00	1,384.23	0.00	0.00	0.00	1,384.23
Mader Southeast	0.00	0.00	4,500.00	0.00	0.00	4,500.00 VIP
Maschmeyer Concrete Co. of FL	0.00	0.00	0.00	20.00	0.00	20.00
National Trench Safety, LLC	0.00	0.00	4,495.00	0.00	0.00	4,495.00 Paid 3/14
Owen Electric Company, Inc.	0.00	20.00	0.00	0.00	0.00	20.00
Percopo Coatings Company, LLC (PCC)	0.00	0.00	4,700.00	0.00	0.00	4,700.00 VIP
R.C. Stevens Construction	0.00	0.00	2,000.00	0.00	0.00	2,000.00 VIP
RAMS RPG	0.00	0.00	1,000.00	0.00	0.00	1,000.00 VIP
Robins & Morton Group	0.00	500.00	2,000.00	0.00	0.00	2,500.00 VIP: 2k
Shutts & Bowen, LLP	0.00	0.00	1,250.00	0.00	0.00	1,250.00 VIP
Sims Crane & Equipment Co.	0.00	740.00	0.00	0.00	0.00	740.00
SubHQ	0.00	0.00	2,000.00	0.00	0.00	2,000.00 Paid 3/1
Sunbelt Rentals	0.00	0.00	0.00	1,000.00	595.00	1,595.00 Ck in mail
Sunstate Equipment Co., LLC	0.00	0.00	5,550.00	0.00	0.00	5,550.00 VIP
Tharp Plumbing Systems	0.00	51.00	0.00	0.00	0.00	51.00
Towers Construction Company	0.00	425.00	0.00	0.00	0.00	425.00
Trade Management, Inc.	0.00	0.00	2,000.00	0.00	0.00	2,000.00 VIP
Turner Construction Co.	0.00	234.75	0.00	0.00	0.00	234.75
Waste Pro USA	0.00	0.00	2,000.00	0.00	0.00	2,000.00 VIP
<b>TOTAL</b>	<b><u>0.00</u></b>	<b><u>5,354.98</u></b>	<b><u>72,573.89</u></b>	<b><u>1,020.00</u></b>	<b><u>3,987.25</u></b>	<b><u>82,936.12</u></b>

55,225.00 Outstanding VIP



**CFC ABC**  
**Political Action Committee Funds**  
**UCF Student Chapter Funds**  
**Workforce Enhancement Funds**  
**February 28, 2023**

Total PAC funds available  
2/28/2023

**\$50,951.71**

UCF Student Chapter Account Funds

**\$29,038.59**

Workforce Enhancement Account Funds

**\$243,233.18**

**THE TYSON SMITH GROUP OF RJ**

Raymond James & Associates  
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[Tyson.Smith@RaymondJames.com](mailto:Tyson.Smith@RaymondJames.com)



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

		This Statement	Year to Date	
Value This Statement		Beginning Balance	\$726,215.32	\$710,654.07
\$716,166.06		Deposits	\$0.00	\$0.00
		Income	\$791.70	\$1,819.23
		Withdrawals	\$0.00	\$0.00
		Expenses	\$0.00	\$0.00
		Change in Value	\$(10,840.96)	\$3,692.76
		Ending Balance	\$716,166.06	\$716,166.06
<hr/>				
Dollar-Weighted Performance*				
YTD	2022			
0.78%	(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
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### Cash & Cash Alternatives

Raymond James Bank Deposit Program ‡ 1.0% - Selected Sweep Option			<b>\$418,188.92</b>		\$4,181.88
Raymond James Bank			\$245,188.01		
Citibank NA			\$173,000.91		

Your bank priority state: FL

Participating banks recently added: Customers Bank 11/30/2022; KeyBank National Association 11/30/2022

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

Estimated Income Yield for RJBDBP was calculated as of 02/27/2023.

<b>Cash &amp; Cash Alternatives Total</b>			<b>\$418,188.92</b>		<b>\$4,181.88</b>
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### Mutual Funds

WESTERN ASSET CORE PLUS BOND FUND CL C M/F (WAPCX)	20,363.575	\$9.410	<b>\$191,621.24</b>	\$(45,369.08) <sup>B</sup>	\$4,642.90
<b>Mutual Funds Total</b>			<b>\$191,621.24</b>	<b>\$(45,369.08)</b>	<b>\$4,642.90</b>

### Exchange-Traded Products (ETPs)

INVESCO QQQ (QQQ)	29.000	\$293.560	<b>\$8,513.24</b>	\$(1,140.06)	\$61.92
INVESCO S&P 500 EQUAL WEIGHT ETF (RSP)	186.000	\$146.600	<b>\$27,267.60</b>	\$5,059.37	\$477.28
SPDR S&P 500 ETF (SPY)	78.000	\$396.260	<b>\$30,908.28</b>	\$8,724.54	\$493.04
VANGUARD DIVIDEND APPRECIATION ETF (VIG)	261.000	\$151.980	<b>\$39,666.78</b>	\$9,913.96	\$775.95
<b>Exchange-Traded Products Total</b>			<b>\$106,355.90</b>	<b>\$22,557.81</b>	<b>\$1,808.19</b>

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

<b>Portfolio Total</b>			<b>\$716,166.06</b>	<b>\$(22,811.27)</b>	<b>\$10,632.97</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>				
02/01/2023	Dividend - Taxable	WESTERN ASSET CORE PLUS BOND FUND CL C M/F (WAPCX) \$.02319 per share x 20,315.510 shares		\$471.04
02/28/2023	Interest at RJ Bank Deposit Program	Raymond James Bank Deposit Program		\$320.66
<b>Income Total</b>				<b>\$791.70</b>
<b>Purchases, Sales and Redemptions</b>				
02/01/2023	Reinvest	WESTERN ASSET CORE PLUS BOND FUND CL C M/F (WAPCX) \$.02319 per share x 20,315.510 shares	48.065 \$9.80006	\$(471.04)



**ABC Central Florida  
Membership Report  
February 28, 2022**



**New Members - January 2023**

COMPANY	CONTACT	CO. PHONE	CTG	TRADE	BOARD SPONSOR
Accredited Firestop Installers	Travis Blea	772-494-1088	7	Firestopping, core drilling, etc.	Kurtz
DPC Technology	Frank Gilbert	407-502-2410	7	existing	
Pivot Professional Services	Tom Ennis Jr.	407-488-8751	1	Consultinf firm	
Ribiero Stones	Rafael Ribiero	407-723-8802	7	Natural and manufactured stone countertop	Garcia
RL Tech Solutions	Randy Laudner	321-578-2007	1	BIM, virtural design construction firm	
Southeast Shell	Steve Kneipp	4074-990-1862	7	Concrete, masonry, framing	
Southworth Development	George Distler Jr.	321-324-6596	1	Developer/Land owner	

**Recruitment 2023**

<i><b>New Member Companies</b></i>	
<b>This Month:</b>	<b>7</b>
<b>YTD:</b>	<b>17</b>
<b>Goal:</b>	<b>90</b>
<b>Percentage of Goal</b>	<b>18.9%</b>

**\$14,720.00** Current Month New Members  
**\$29,768.00** YTD New Members  
**13.6%** Percentage of Budget



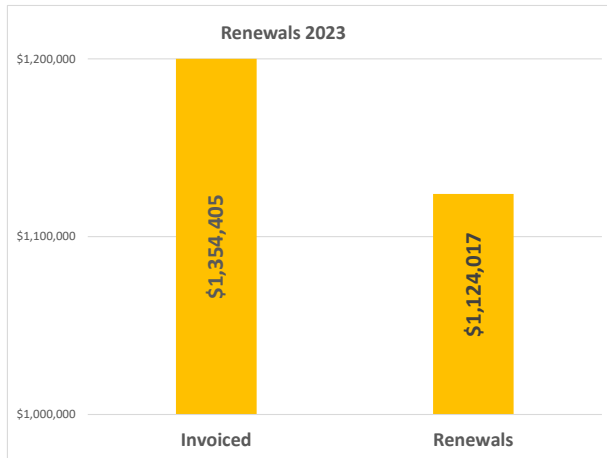


## 2023 Retention (as of 02/28/2023)

<i>Member Companies</i>	
As of Year End 2022:	478
2023 Renewed:	377 78.87%
Dropped:	13
Unpaid:	88

Renewal Invoices: \$1,354,404.75  
 Paid as of Month End: \$1,124,016.51  
 Percentage of Invoiced: 83.0%

Non Renewed: \$230,388.24



<i>Total Member Companies</i>	
As of Year End 2022	478
Renewed 2023	377
New 2023	17
Total Members	394
Needed for Growth	85

**Paid Member Contractor Percentage: 63%**



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

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

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

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



# 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](mailto: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](http://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



# UPCOMING EVENTS

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

ABCCENTRALFLORIDA.COM

## 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](http://www.abccentralflorida.com/calendar).





## 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*



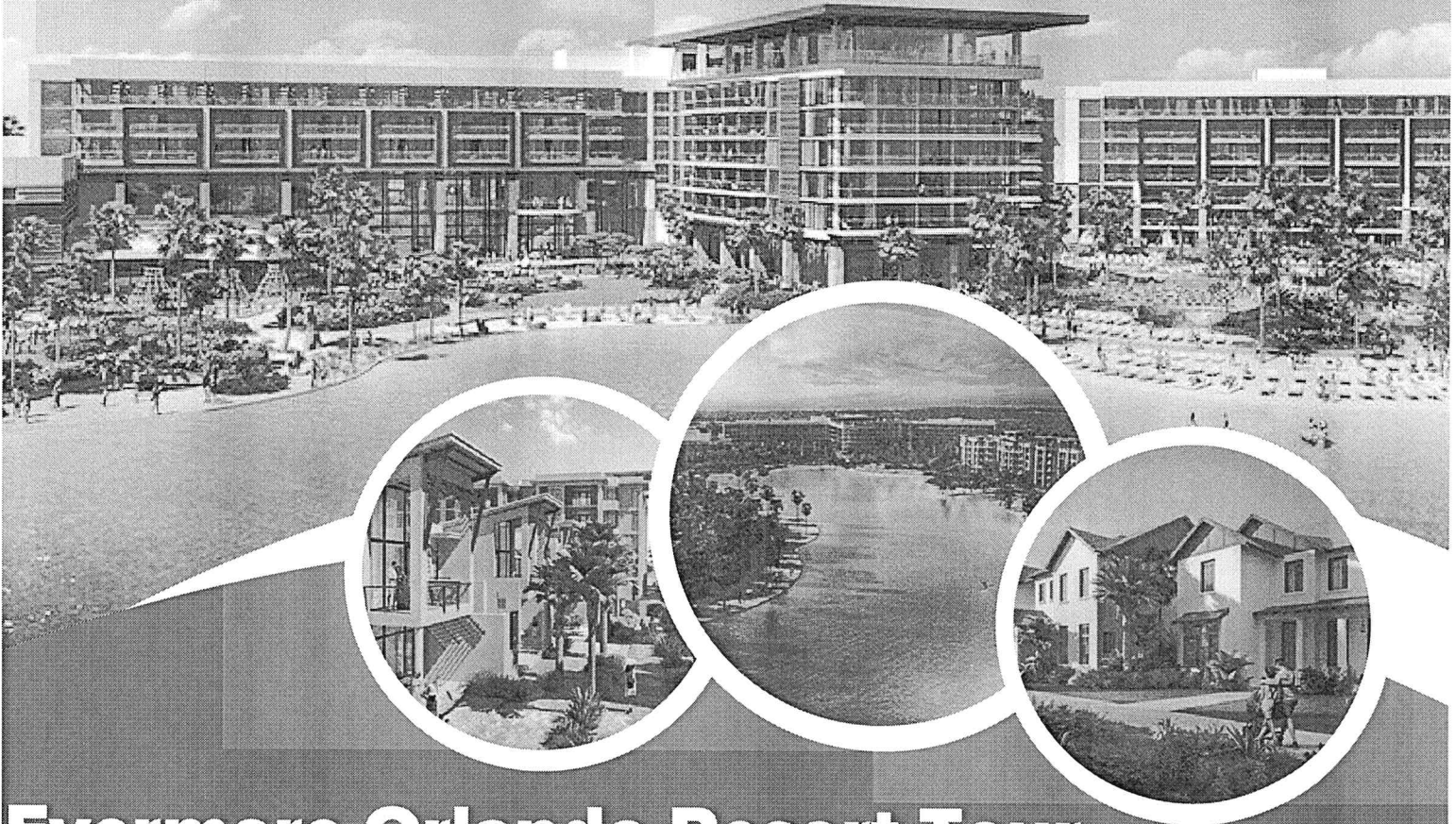
**\$55/person**



**CONNECT | EDUCATE | ADVOCATE**

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





## Evermore Orlando Resort Tour

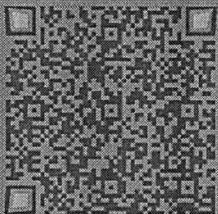
PCL Construction Services, Inc. is hosting the Young Professional group to tour the Evermore Orlando Resort. The Evermore is a re-envisioned vacation oasis of the former villas of Grand Cypress. This redesign consists of houses, flats, villas, and a 433 luxury hotel all on one campus!



**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**





YOU'RE INVITED!

# Bourbon & Vines PAC Fundraiser

Bourbon & Wine Tasting



Tickets: \$500 per person

SPONSORSHIPS AVAILABLE

When: April 19, 2023, at 5:30PM

Where: Ben Goodin's Residence:

2300 Randall Rd, Winter Park, FL 32789

UBER is highly encouraged due to limited parking/alcohol

Keep your friends close and your  
bourbon closer



# SPONSORSHIPS

SOLD Pappy Van Winkle \$2,500

\*Includes (1) Attendee

W.L. Weller \$2,000

\*Includes (1) Attendee

SOLD Blanton's \$1,000

Old Fitzgerald \$500

Wine \$750

SOLD Appetizer \$1,000

SOLD Rocks Glass \$500

Wine Glass \$500

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Contact Taylor Dupree for additional information  
[tdupree@abccentralflorida.org](mailto:tdupree@abccentralflorida.org) | 407-628-2070