Central Florida Chapter
Associated Builders and Contractors, Inc.
Board of Directors Meeting
August 21, 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 June 19, 2023 Minutes– **Action Item (p.3-6)** ..... Burkett
2. June 2023 Final and July 2023 Draft for review– **Action Item (p.7-22)** ..... Bastin

Committee Liaison Reports:
- National Board Meetings ..... Evans
  - ABC Leadership Institute (Nov. 14- 16) Rancho Mirage, CA..... Holmes / Garcia
  - ABC Convention & Craft Championships (Mar. 13-15) … ..... Evans
  - ABC Legislative Conference D.C. (June 25-26) ..... Evans
- Membership Development ..... Smalley / C. Wert
  - 2023 New Members
    - Approval of New Members – **Action Item (p.23-26)**
      - June:
        - Dixie Pools and Spas, Inc
        - Kyocera Document Solutions Southeast, LLC
        - Lithko Contracting LLC
        - Silver Hills Construction, LLC
        - Southern Roofing and Renovations
        - Suddath
      - July:
        - Colonial Life & Accident Insurance Company
        - Dale Carnegie of Central Florida
        - Florida Coast Equipment | Big Orange Rental
        - JamesCo LLC
        - Oakler Interiors
  - Chapter 2024 Dues structure to be reviewed at the September meeting.
- Government Affairs ..... T.Wert
  - State Convention ..... T.Wert/Walton/Jordan
    - July 13 -15, 2023 Marco Island
  - ABC 2024 Tallahassee Legislative Conference - Doubletree by Hilton Tallahassee
    - January 17 and 18, 2024 register: https://abceastflorida.regfox.com/2024tallylegcon
- Workforce Council ..... Garcia
  - Workforce Fund Application Update ..... Garcia
  - Tech & Innovation Lab ..... Garcia/Evans
  - Workforce Outreach Committee Meeting on 6/20/2023 ..... Rodriguez
    - Aug 18 - Casino Night Fundraiser ($25K raised) ..... Garcia /Burkett
    - 7/18 Committee met:
      - iBuild Bowling fundraiser on September 29th in Altamonte Springs
      - November is teacher appreciation.
      - ACT (High School Pre-Apprenticeship Program) - ACT to do a fundraiser, go-cart race.
      - PIPE (Plumbing Training Organization) Update – Enrollment August 15th & 16th.
        - On CHAD Database (ABC resource)

        - Lyman High School Update – received $25k grant to fund plumbing skills lab.
    - Training & Development Committee..... Garcia
        - Schedule of Seminars and Training **(p.27)**
        - NexGen Applications needed **(p.33)**
        - Our chapter has been selected to host session #1 of our 2024 ABC Project Management Institute. Session #1 Dates: Week 1: Jan. 8-12 Week 2: March 19-22
    - Collegiate Outreach ..... Bradford
        - Student Chapters Update – UCF has CMC Team, when school starts, will get Seminole State to hold kick off and come up with CMC Team
    - Young Professionals ..... Holmes
        - 8/2 - Financial Literacy & Credit Building with Chase Bank
        - 9/21 - ABC Expo: College theme
        - Doing food donations for the holidays
    - Safety Committee ..... Hernandez
        - Working on Active Shooter Training for construction sites
        - ACFS Safety Day – Michele to be one of the speakers
        - As of end of July 2023: 23% (92) completion vs. 18% (71) end of July 2022
            - STEP needs to be done by August 30th for EIC Magazine
- Excellence in Construction..... Torres
    - 2023 Project of the Year Nominees
        - General Contractor Nominees
            - Balfour Beatty – AdventHealth Training Center
            - BATSON-COOK COMPANY – AdventHealth Innovation Tower
            - Gomez Construction Company – Brightline Station at OIA
            - Turner Construction Co. – Orlando International Airport South Terminal C - Landside
    - Subcontractor Nominees
            - JK2 Scenic – AdventHealth Training Center
            - KHS&S Contractors – Guardians of the Galaxy: Cosmic Rewind
            - Mader Southeast – Orlando International Airport South Terminal C – Landside
            - S. I. Goldman Company, Inc. – OUCooling Plant-Sand Lake Road
- Programs..... OPEN
    - Sean Snaith + Universal – Tomorrow!
- Special Events ..... OPEN
    - Schedule of 2023 Events **(p.27)**
        - Sept 21 – Construction Expo

President & CEO..... Daugherty

Old Business

- NARCAN Campaign roll-out is still going
- Chapter Growth Grant
- By-laws

New Business

- 2024 Board nominations **Action Item (p.41)**..... Daugherty
    - Guests:
        - Terence Curran - CFC ABC/ Savi EHS Captive
        - Russ Beymer | Executive Director HomeAid
- New Member Mixer at close of meeting

Next Board Meeting is September 18, 2023 @ 3:30 p.m.
Board documents can be found at: abccentralflorida.com/bod/

CENTRAL FLORIDA CHAPTER
ASSOCIATED BUILDERS AND CONTRACTORS
BOARD OF DIRECTORS
MEETING MINUTES

Location:
651 Danville Drive, Suite 200, Orlando, FL 32825

June 19, 2023
PRESIDING: Chris Evans, Brasfield & Gorrie, LLC

BOARD MEMBERS PRESENT

Jason Albu	Director	Albu & Associates, Inc.
Charles Bracco	Director	Modern Plumbing Industries, Inc
Roy Burkett	Vice Chair	S. I. Goldman Company, Inc.
Chris Evans	Chair	Brasfield & Gorrie, LLC
Julie Holmes	Chair-Elect	JK2 Scenic
C. L. Janeski	Director	Tri-City Electrical Contractors
Michael Jordan	Director	Universal Forming, Inc.
Willis Milner	Director	Balfour Beatty
Debbie Rodriguez	Director	Competitive Edge Partners
David Schultz	Director	CEMEX
Oskar Torres	Director	Towers Construction Company
Derrick Valkenburg	Director	Shutts & Bowen
Matt Walton	Director	MiGre Engineers, LLC

BOARD MEMBERS ABSENT

Kevin Bradford	Director	Charles Perry Partners, Inc.
Roxana Hernandez	Director	Turner Construction Co.
Earl Lomas	Director	Terry's Electric, Inc.
Michael Parks	Past-Chair	Hoar Construction, LLC
Scott Scruby	Director	Sunbelt Rentals
Thomas P. Wert	Vice Chair	Dean Mead Attorneys at Law

BOARD MEMBERS ON ZOOM

Ray Bastin	Treasurer	Withum
Juan Garcia	Vice-Chair	PCL Construction Services, Inc.
John Kurtz	Director	Gilbane Building Company
Jonathan Sheppeard	Director	Austin Commercial, LP
John Smalley	Director	Hensel Phelps
Chad Tinetti	Director	Tavistock Development

GENERAL COUNSEL ABSENT

Michael C. Sasso	General Counsel	Sasso & Sasso, P.A.

ABC STAFF PRESENT

Michele Daugherty	President & CEO
Taylor Dupree	Chapter Resources & Government Affairs
Nancy Wray	VP & COO

GUESTS

Heather Mosure	Carr Riggs & Ingram, LLC

CALL TO ORDER

- **EVANS** called the board meeting to order at 3:33PM with the Pledge of Allegiance.
- Board of Governor's reception and Volunteer Appreciation Night were both a success.
- Take the membership survey if you receive it, if you receive more than one make sure to take the survey for each chapter you receive it for.

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 May 15, 2023, meeting. The motion passed.**
2. **FINANCIALS**
   - **BASTIN** reviewed the draft financials for May 2023.
   - **A motion was made and seconded to approve the April 2023 financials. The motion passed.**

2022 Financial Audit Review

- Heather Mosure with Carr Riggs & Ingram, LLC gave an overview of the 2022 financial review.
  - New lease standard – no longer referred to as a capital lease but a right of use asset.
  - Overall net income of about $38k for the year.
- **A motion was made and seconded to approve the 2022 Financial Review. The motion passed.**

NEW MEMBER COMPANIES

Durwood Construction, LLC	Category 7
The Kinsmen Construction Co., Inc.	Category 7
Nova Ceiling Design LLC	Category 7

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

COMMITTEE LIAISON REPORTS

- **EVANS** gave an overview of the National Board Meeting on June 13, 2023.
  - Three people running for the National Chair seat. The vote happens in November. Will have them Zoom in to the August Board Meeting.
    - Kenneth from North Alabama, Gary Griffin (FL), Annie Mecias-Murphy (FL)
  - **VALKENBURG** spoke about the appointments with legislators in D.C. Important for contactors to participate to talk to legislators about their issues.
  - **EVANS** National Dues restructuring final draft was approved. Took the original 14 categories and consolidated them. Works out to a reduction in national dues for most contractors, but it is made up by those that are raised. This will go into effect in 2025.
    - Chapter are still able to decide how they raise those dues and can keep 14 categories; they will just owe National Dues based on the new structure.
    - Suggested a National Dues Taskforce to review the new structure.
- **SMALLEY** gave a membership development update.
  - 39 new members for 2023 so far, the goal is 90.
  - 44 dropped members. Contractor percentage is at 61%.
- **WALTON** gave a government affairs update.

- Legislative Hobnob took place on May 25.
- Hosted a Legislative Builders' Breakfast with a panel to give an update to members on what happened during the 2023 Legislative Session.
  - Tool Time Tax Holiday was signed for 2023 again.

- **WRAY** gave an update on the State Convention.
  - Around 80 people registered or with rooms. June 21 is the cut off for the group rate on rooms.
  - Chapter dinner has been scheduled.
  - Will be hosting a fundraiser at the convention, more details to come.
  - Matt Abeles will be doing a Tech Trends Professional Development Session and Terence Curran from Amphibious will be doing a safety related topic for the second Professional Development Session.
  - Commitments being finalized for a PAC Fundraiser lunch that will be a pay to visit with bigger name legislator.
- **GARCIA** gave an update on the Workforce Council.
  - Finalized grant application and ready to move forward. There will now be two application windows throughout the year. Also reduces application requirements for any request that is less than $5,000.
    - Finalizing the dates and opening up the application process for August 1, 2023 to be able to give out fund to local organizations this year. Looking for board members suggestions of apprenticeship programs that may not be aware of the ABC program.
  - The Tech and Innovation Lab downstairs is moving forward. Looking through floorplans to take to an architect and how much in-kind work members will donate to the project.
- **BURKETT** Casino Night is August 18, 2023 at the Orlando Science Center. Encouraged board and employees to sign up to support the Workforce Development Fund, attending and/or sponsoring.
- **GARCIA** Training & Development Committee is working on getting the word out about the next NEXGEN Leadership Training Program. Applications will be accepted through July 31, 2023.
  - Reaching out to member companies, HR or Education person, to gauge the needs to the members and how we can tailor programs to those needs.
- **DAUGHERTY** the Collegiate Outreach committee is working to help get the Seminole State Student Chapter off the ground.
- **HOLMES** gave an update on the Young Professionals Group.
  - YP Trivia Night at Deadword is on June 22, 2023.
- **DAUGHERTY** gave an update from the Safety Committee.
  - Committee is focused on getting more people signed up for STEP.
- **TORRES** gave an update on EIC. Significant drop on entries this year. Feedback is not interesting projects, or projects aren't completed yet.
  - Judging kicked off on Friday, June 16, 2023.

PRESIDENT'S REPORT

- **DAUGHERTY** ABC National Convention, March 13-15. Encouraged everyone to attend, this is the last year it will be in Florida for a while.
  - Planning for the convention starts next month. Hopefully can avoid the last minute emergency asks from National. Will be reaching out to last year's volunteers as well.

OLD BUSINESS

- NARCAN program is still being rolled out. The need for this on jobsites is not going to go away.
- Trimmer Application was submitted, they granted the chapter matching up to $150,000 to develop apprenticeship and training programs. $40,000 commitment from Southwire and $50,000 from Milwaukee. In-kind donations will also go towards matching the Trimmer Grant.
- Chapter Growth Grant will be submitted for November. Considered an investment more than a grant. Delayed

submitting the application last year because we are low on contractor percentage of members and were slow on renewals. Executive Committee to work on the application to potentially add a staffer to work with the counties that are further out where major growth is happening.

- By-Laws update will be put out by the August board meeting.

NEW BUSINESS

- **WRAY** applications for the 2024 board are open. The Nominating Committee has already met once. The deadline to submit an application is July 31, 2023. There are currently four seats expiring, possibly a fifth.
- FEA donations are currently being matched, chapter has raised $27,000 for 2023 so far.
- **A motion was made and seconded to donate $2,400 from operating funds to be matched. The motion passed.**

NEXT MEETING

- July 17, 2023, at 3:30 PM via Zoom. (Will be cancelled if there are no major updates.)

ADJOURNMENT

- **EVANS** adjourned the meeting at 5:15 PM.

TD 6/19/2023

Associated Builders and Contractors, Inc.
Balance Sheet
As of June 30, 2023

	Jun 30, 23	Jun 30, 22
ASSETS		
Current Assets		
Checking/Savings		
11000 · Petty Cash	500.09	1,186.89
11010 · Raymond James Investment Acct		
11010-1 · COD 5.3% MA 12-28-23	100,000.00	0.00
11010-2 · COD 5.3% MA 9-20-23	200,000.00	0.00
11010 · Raymond James Investment Acct - Other	430,254.02	712,590.14
Total 11010 · Raymond James Investment Acct	730,254.02	712,590.14
11026 · Operating - Winter Park Bank	35,673.77	76,872.32
11030 · Operating MM - Winter Park Bank	939,597.04	788,199.15
11031 · Operating - Workforce Funds	245,284.76	178,879.99
Total Checking/Savings	1,951,309.68	1,757,728.49
Accounts Receivable	36,576.11	47,602.50
Other Current Assets		
11200 · Prepaid National Dues	165,062.38	137,117.75
11210 · Prepaid State Dues	42,363.15	36,843.84
11220 · Prepaid Insurance	10,721.61	11,698.54
11230 · Prepaid Expenses	26,007.69	21,734.15
11240 · Inventory	2,946.09	3,964.64
Total Other Current Assets	247,100.92	211,358.92
Total Current Assets	2,234,986.71	2,016,689.91
Fixed Assets		
11300 · Equipment & Furniture	131,481.56	134,040.56
11321 · Building - Valencia	2,135,299.02	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	284,569.48	249,754.48
11400 · Accumulated Depreciation	-1,374,560.58	-1,293,681.56
Total Fixed Assets	1,390,319.90	1,473,757.92
Other Assets	618.30	618.30
TOTAL ASSETS	**3,625,924.91**	**3,491,066.13**
LIABILITIES & EQUITY		
Liabilities		
Current Liabilities		
Accounts Payable	14,919.61	-22,542.11
Other Current Liabilities		
21030 · State Unemployment Tax Payable	0.00	26.60
21040 · Federal Unemployment Payable	0.00	462.00
2110 · Direct Deposit Liabilities	0.00	25,622.97
22100 · Sales Tax Payable	257.35	-57.83
22110 · Accrued Property Taxes	25,366.32	21,349.98
22112 · Equipment Lease - ST	4,298.80	4,158.18

Associated Builders and Contractors, Inc.
Balance Sheet
As of June 30, 2023

	Jun 30, 23	Jun 30, 22
22201 · Tennant Security Deposits	6,776.80	6,426.80
22202 · Future Events Income	136,443.61	152,874.32
22203 · Member & Training Services	2,638.25	101,500.39
22204 · 2022-Renewals Income	0.00	551,126.68
22205 · Partial Pays Renew/New Members	1,000.00	0.00
22206 · Unearned for 2023-Renewals	640,413.09	0.00
22207 · Unearned for 2023-New Members	67,019.36	0.00
22208 · 2024 Renewal Dues	0.00	39,952.74
22209 · VIP Sponsorship	153,757.20	166,489.56
22210 · 2022 New Member Credit to 2023	43,703.48	71,445.00
22211 · PAC Funds	750.00	3,340.00
22300 · Trimmer Constru. Ed. Foundation	150.00	200.00
22301 · Free Enterprise Alliance	150.00	300.00
22305 · Workforce Enhancement Fund	545.00	0.00
Total Other Current Liabilities	1,083,269.26	1,145,217.39
Total Current Liabilities	1,098,188.87	1,122,675.28
Long Term Liabilities	9,563.09	18,090.04
Total Liabilities	1,107,751.96	1,140,765.32
Equity		
30000 · Opening Bal Equity	604,557.55	604,557.55
31100 · Retained Earnings	1,832,428.14	1,756,100.62
Net Income	81,187.26	-10,357.36
Total Equity	2,518,172.95	2,350,300.81
TOTAL LIABILITIES & EQUITY	**3,625,924.91**	**3,491,066.13**

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

	Jun 23	Budget	Jan - Jun 23	YTD Budget	Annual Budget
Ordinary Income/Expense					
Income					
41000 · New Members	11,169.90	19,453.92	39,839.64	116,723.52	233,447.04
41010 · Renewals	114,019.43	98,194.34	644,970.92	589,166.04	1,178,332.08
41020 · Enrollment Fee	600.00	708.33	4,455.00	4,250.02	8,500.00
41030 · Membership Promotion	0.00	0.00	230.00	500.00	1,000.00
43000 · Seminars Registration	7,539.00	15,785.00	66,698.11	71,497.11	128,458.00
43035 · Nexgen	8,977.00	5,072.00	34,952.00	32,052.00	48,980.00
43040 · Technology Conference	0.00	0.00	44,435.00	30,000.00	30,000.00
43041 · Project Mgmt. Institute	0.00	0.00	0.00	0.00	88,000.00
43042 · State of Construction	0.00	0.00	0.00	0.00	9,000.00
44000 · Meetings (Ticket Event)	15,697.60	20,100.00	50,182.60	54,450.00	112,825.00
44001 · Casino Night	0.00	0.00	0.00	0.00	0.00
44010 · Golf Tournaments	0.00	0.00	155,268.00	160,740.00	248,325.00
44030 · Construction Expo	0.00	0.00	0.00	0.00	100,000.00
44040 · GC Connect	0.00	0.00	29,250.00	27,950.00	27,950.00
44050 · EIC Construction Awards	560.00	0.00	1,405.00	0.00	376,575.00
44100 · Sponsored Events	0.00	0.00	20,400.00	20,000.00	50,625.00
44105 · Young Professionals Events	600.00	0.00	5,215.00	3,975.00	7,175.00
45000 · BCF Magazine Advertising	12,670.72	12,370.00	35,047.16	33,770.00	70,555.00
45010 · Membership Directory	50,805.00	52,000.00	50,805.00	52,000.00	52,000.00
45012 · Monthly Mailing Advertising	0.00	300.00	1,400.00	2,600.00	3,200.00
45015 · Website Advertising	2,350.00	100.00	10,550.00	7,575.00	7,775.00
45020 · Weekly Email Advertising	400.00	300.00	2,400.00	1,800.00	3,600.00
46030 · Job Site Signs Sales	289.32	300.00	2,676.77	1,800.00	3,500.00
Total Income	225,677.97	224,683.59	1,200,180.20	1,210,848.69	2,789,822.12
Gross Profit	225,677.97	224,683.59	1,200,180.20	1,210,848.69	2,789,822.12
Expense					
61000 · National Dues	27,495.15	25,621.83	151,508.62	153,731.02	307,462.00
61020 · State Dues	7,055.84	6,956.25	37,561.85	41,737.50	83,475.00
61040 · Member Fees & Promotion	1,349.83	2,133.33	13,654.34	12,800.02	25,600.00
63000 · Seminar Expense	1,832.82	10,224.00	23,640.93	31,508.00	56,879.00
63035 · Nexgen Expense	5,813.08	5,195.00	6,386.65	9,695.00	22,295.00
63040 · Technology Conference Expense	0.00	0.00	23,296.32	22,000.00	22,000.00
63041 · Project Mgmt. Institute Expense	0.00	0.00	0.00	0.00	68,500.00
63042 · State of Construction Expense	0.00	0.00	0.00	0.00	6,000.00
64000 · Meetings (Ticket Event) Expense	7,486.90	11,700.00	27,007.81	21,600.00	54,600.00
64001 · Casino Night Expense	96.64		96.64		
64010 · Golf Tournaments Expense	106.77	0.00	91,373.14	100,740.00	144,575.00
64030 · Construction Expo Expense	466.25	0.00	1,365.17	0.00	43,800.00
64040 · GC Connect Expense	0.00	0.00	6,499.04	8,350.00	8,350.00
64050 · EIC Construction Awards Expense	949.32	0.00	3,830.84	0.00	266,575.00
64100 · Sponsored Events Exp	34.83	0.00	4,708.34	6,000.00	20,000.00
64105 · Young Professionals Expense	317.87	0.00	3,439.58	3,600.00	5,000.00
64107 · Special Other Expenses	0.00	0.00	4,759.97	6,500.00	6,500.00
64112 · Meetings & Events General Exps.	269.68	300.00	1,894.65	1,800.00	3,500.00
65000 · BCF Magazine Expense	4,102.12	3,875.00	12,597.17	12,975.00	26,000.00
65010 · Membership Directory Expense	9,253.47	9,500.00	9,552.50	9,500.00	9,500.00
65012 · Monthly Mailing Expense	525.32	550.00	5,200.27	3,300.00	6,600.00
65030 · Internet Website	80.00	583.33	2,062.00	3,500.02	7,000.00
6560 · Payroll Expenses	470.17	400.00	2,393.48	2,400.00	4,800.00
66030 · Job Site Signs expense	185.78	166.67	1,616.95	999.98	2,000.00
66050 · Personnel Expenses	86,163.66	94,233.38	532,885.13	565,400.32	1,180,800.60
66060 · Insurances	1,681.54	2,000.00	10,269.70	12,000.00	24,000.00
67050 · Staff & Team Development	759.59	750.00	2,206.61	4,500.00	9,000.00
68000 · Auto Expense	1,000.00	1,250.00	6,200.00	7,500.00	15,000.00
68110 · State Meetings	0.00	0.00	5,086.60	4,500.00	7,000.00
68130 · National Meetings	2,296.11	2,375.70	24,660.28	14,253.80	28,508.00
68180 · Chapter Planning Conference	0.00	0.00	0.00	0.00	10,000.00
68190 · Other Conferences	0.00	100.00	0.00	400.00	1,000.00

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

	Jun 23	Budget	Jan - Jun 23	YTD Budget	Annual Budget
68200 · President's Expense	-32.73	166.67	13.80	999.99	2,000.00
68210 · Board of Directors Meetings	159.41	833.34	2,436.12	5,000.01	10,000.00
68220 · Committee Meetings	265.81	291.67	1,135.69	1,749.99	3,500.00
69000 · Utilities	3,860.36	3,250.00	18,245.01	19,500.00	39,000.00
69020 · Property Taxes	4,526.44	4,377.08	25,939.62	26,262.52	52,525.00
69030 · Janitorial & Cleaning	1,065.00	1,165.00	6,663.59	6,990.00	13,980.00
69040 · Building Supplies/Maintenance	2,064.68	4,342.50	17,994.32	26,055.00	52,110.00
69100 · Administrative - Postage	7.60	41.67	71.54	249.98	500.00
69120 · Telephone & Data Expense	953.50	1,125.00	6,393.64	6,750.00	13,500.00
69190 · Computer Software	1,891.51	1,166.67	6,817.65	6,999.98	14,000.00
69200 · Leased Office Equipment	497.05	495.00	2,982.30	2,970.00	5,940.00
69210 · Office Supplies	348.23	416.67	1,585.49	2,499.98	5,000.00
69220 · Equipment R&M, Supplies	365.55	1,500.00	10,112.19	9,000.00	18,000.00
69300 · Advertising expense	0.00	100.00	1,964.44	400.00	1,000.00
69315 · Bank Charges	22.50	33.33	134.20	200.02	400.00
69325 · Interest Expense	40.44	40.44	271.97	271.97	473.05
69340 · Professional Services	10,500.00	9,916.66	13,220.10	12,000.02	15,700.00
69350 · Taxes & Licenses	0.00	25.00	545.04	150.00	300.00
69370 · Dues, Subscript., Sponsorships	9.99	100.00	26.39	600.00	1,200.00
69391 · Community Enrichment	3,109.25		6,511.70		
69400 · Depreciation	6,823.17	7,083.33	40,939.02	42,500.02	85,000.00
Total Expense	196,270.50	214,384.52	1,179,758.40	1,232,440.14	2,810,447.65
Net Ordinary Income	29,407.47	10,299.07	20,421.80	-21,591.45	-20,625.53
Other Income/Expense					
Other Income					
46035 · Workforce Fund	0.00		10,957.00		
46040 · Student Chapter	106.95		3,744.41		
47000 · Interest Income	2,299.20	833.33	13,392.07	5,000.02	10,000.00
47010 · General Income	453.38		1,372.38		
47012 · Rental Income					
470122 · First Floor Lease Space					
470125 · Astronaut Lease Ste101-1,500	1,500.00	1,500.00	9,000.00	9,000.00	18,000.00
470126 · Empire Elect ste102 - 1,666.25	1,666.25	1,666.25	9,997.50	9,997.50	19,995.00
470127 · United Form ste103-1,350.00	1,350.00	1,350.00	8,100.00	8,100.00	16,200.00
Total 470122 · First Floor Lease Space	4,516.25	4,516.25	27,097.50	27,097.50	54,195.00
470123 · Classroom rental	550.00	208.33	4,325.00	1,250.02	2,500.00
470124 · Rental Supplies	185.00		937.00		
47012 · Rental Income - Other	350.00		1,050.00		
Total 47012 · Rental Income	5,601.25	4,724.58	33,409.50	28,347.52	56,695.00
47020 · Gain (Loss) on Investment/Asset	7,280.96		13,862.83		
Total Other Income	15,741.74	5,557.91	76,738.19	33,347.54	66,695.00
Other Expense					
66035 · Workforce Enhance. Fund	10,000.00		12,093.39		
66040 · Student Chapter Expense	106.95		3,744.41		
69392 · Rental Expense (Classroom)	25.40	20.83	134.93	125.02	250.00
Total Other Expense	10,132.35	20.83	15,972.73	125.02	250.00
Net Other Income	5,609.39	5,537.08	60,765.46	33,222.52	66,445.00
Net Income	**35,016.86**	**15,836.15**	**81,187.26**	**11,631.07**	**45,819.47**

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

	Jul 31, 23	Jul 31, 22
ASSETS		
Current Assets		
Checking/Savings		
11000 · Petty Cash	500.09	1,096.69
11010 · Raymond James Investment Acct		
11010-1 · COD 5.3% MA 12-28-23	100,000.00	0.00
11010-2 · COD 5.3% MA 9-20-23	200,000.00	0.00
11010 · Raymond James Investment Acct - Other	434,945.71	728,446.20
Total 11010 · Raymond James Investment Acct	734,945.71	728,446.20
11026 · Operating - Winter Park Bank	110,548.37	36,532.58
11030 · Operating MM - Winter Park Bank	840,854.52	788,433.45
11031 · Operating - Workforce Funds	245,284.76	178,832.15
Total Checking/Savings	1,932,133.45	1,733,341.07
Accounts Receivable	236,436.87	32,868.75
Other Current Assets		
11200 · Prepaid National Dues	140,854.04	115,628.16
11210 · Prepaid State Dues	36,322.94	31,265.71
11220 · Prepaid Insurance	9,040.07	9,948.26
11230 · Prepaid Expenses	24,801.89	22,857.96
11240 · Inventory	2,910.98	4,165.72
Total Other Current Assets	213,929.92	183,865.81
Total Current Assets	2,382,500.24	1,950,075.63
Fixed Assets		
11300 · Equipment & Furniture	131,481.56	134,040.56
11321 · Building - Valencia	2,135,299.02	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	284,569.48	249,754.48
11400 · Accumulated Depreciation	-1,381,383.75	-1,300,764.56
Total Fixed Assets	1,383,496.73	1,466,674.92
Other Assets	618.30	618.30
TOTAL ASSETS	**3,766,615.27**	**3,417,368.85**
LIABILITIES & EQUITY		
Liabilities		
Current Liabilities		
Accounts Payable	68,637.14	10,406.56
Other Current Liabilities		
22100 · Sales Tax Payable	295.96	-176.30
22110 · Accrued Property Taxes	29,892.76	24,908.31
22112 · Equipment Lease - ST	2,948.63	3,469.92
22201 · Tennant Security Deposits	6,776.80	6,426.80
22202 · Future Events Income		
222021 · State Convention	43,404.73	-1,288.27

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

	Jul 31, 23	Jul 31, 22
22202 · Future Events Income - Other	309,354.53	185,470.30
Total 22202 · Future Events Income	352,759.26	184,182.03
22203 · Member & Training Services	2,198.58	90,681.94
22204 · 2022-Renewals Income	0.00	461,679.87
22206 · Unearned for 2023-Renewals	539,441.40	0.00
22207 · Unearned for 2023-New Members	64,546.13	0.00
22208 · 2024 Renewal Dues	0.00	33,293.96
22209 · VIP Sponsorship	153,507.20	160,969.90
22210 · 2022 New Member Credit to 2023	36,419.56	76,216.83
22211 · PAC Funds	0.00	3,490.00
22300 · Trimmer Constru. Ed. Foundation	150.00	100.00
22301 · Free Enterprise Alliance	150.00	150.00
22305 · Workforce Enhancement Fund	855.83	386.67
Total Other Current Liabilities	1,189,942.11	1,045,779.93
Total Current Liabilities	1,258,579.25	1,056,186.49
Long Term Liabilities	9,563.09	18,090.04
Total Liabilities	1,268,142.34	1,074,276.53
Equity		
30000 · Opening Bal Equity	604,557.55	604,557.55
31100 · Retained Earnings	1,832,428.14	1,756,100.62
Net Income	61,487.24	-17,565.85
Total Equity	2,498,472.93	2,343,092.32
TOTAL LIABILITIES & EQUITY	**3,766,615.27**	**3,417,368.85**

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

	Jul 23	Budget	Jan - Jul 23	YTD Budget	Annual Budget
Ordinary Income/Expense					
Income					
41000 · New Members	12,909.23	19,453.92	52,748.87	136,177.44	233,447.04
41010 · Renewals	115,172.20	98,194.34	760,143.12	687,360.38	1,178,332.08
41020 · Enrollment Fee	500.00	708.33	4,955.00	4,958.35	8,500.00
41030 · Membership Promotion	0.00	0.00	230.00	500.00	1,000.00
43000 · Seminars Registration	2,732.60	1,693.00	69,430.71	73,190.11	128,458.00
43035 · Nexgen	0.00	0.00	34,952.00	32,052.00	48,980.00
43040 · Technology Conference	0.00	0.00	44,435.00	30,000.00	30,000.00
43041 · Project Mgmt. Institute	0.00	0.00	0.00	0.00	88,000.00
43042 · State of Construction	0.00	0.00	0.00	0.00	9,000.00
44000 · Meetings (Ticket Event)	250.00	0.00	50,432.60	54,450.00	112,825.00
44001 · Casino Night	0.00	0.00	0.00	0.00	0.00
44010 · Golf Tournaments	0.00	0.00	155,268.00	160,740.00	248,325.00
44030 · Construction Expo	0.00	0.00	0.00	0.00	100,000.00
44040 · GC Connect	0.00	0.00	29,250.00	27,950.00	27,950.00
44050 · EIC Construction Awards	-600.00	0.00	805.00	0.00	376,575.00
44100 · Sponsored Events	0.00	0.00	20,400.00	20,000.00	50,625.00
44105 · Young Professionals Events	0.00	0.00	5,215.00	3,975.00	7,175.00
45000 · BCF Magazine Advertising	0.00	0.00	35,047.16	33,770.00	70,555.00
45010 · Membership Directory	0.00	0.00	50,805.00	52,000.00	52,000.00
45012 · Monthly Mailing Advertising	0.00	0.00	1,400.00	2,600.00	3,200.00
45015 · Website Advertising	50.00	0.00	10,600.00	7,575.00	7,775.00
45020 · Weekly Email Advertising	600.00	300.00	3,000.00	2,100.00	3,600.00
46030 · Job Site Signs Sales	66.80	300.00	2,743.57	2,100.00	3,500.00
Total Income	131,680.83	120,649.59	1,331,861.03	1,331,498.28	2,789,822.12
Gross Profit	131,680.83	120,649.59	1,331,861.03	1,331,498.28	2,789,822.12
Expense					
61000 · National Dues	28,152.51	25,621.83	179,661.13	179,352.85	307,462.00
61020 · State Dues	7,258.96	6,956.25	44,820.81	48,693.75	83,475.00
61040 · Member Fees & Promotion	568.73	2,133.33	14,223.07	14,933.35	25,600.00
63000 · Seminar Expense	1,040.08	600.00	24,681.01	32,108.00	56,879.00
63035 · Nexgen Expense	0.00	0.00	6,386.65	9,695.00	22,295.00
63040 · Technology Conference Expense	0.00	0.00	23,296.32	22,000.00	22,000.00
63041 · Project Mgmt. Institute Expense	0.00	0.00	0.00	0.00	68,500.00
63042 · State of Construction Expense	0.00	0.00	0.00	0.00	6,000.00
64000 · Meetings (Ticket Event) Expense	16.96	0.00	27,024.77	21,600.00	54,600.00
64001 · Casino Night Expense	741.83		838.47		
64010 · Golf Tournaments Expense	791.03	0.00	92,164.17	100,740.00	144,575.00
64030 · Construction Expo Expense	190.29	0.00	1,555.46	0.00	43,800.00
64040 · GC Connect Expense	0.00	0.00	6,499.04	8,350.00	8,350.00
64050 · EIC Construction Awards Expense	773.35	0.00	4,604.19	0.00	266,575.00
64100 · Sponsored Events Exp	9.16	0.00	4,717.50	6,000.00	20,000.00
64105 · Young Professionals Expense	0.78	0.00	3,440.36	3,600.00	5,000.00
64107 · Special Other Expenses	0.00	0.00	4,759.97	6,500.00	6,500.00
64112 · Meetings & Events General Exps.	409.57	300.00	2,304.22	2,100.00	3,500.00
65000 · BCF Magazine Expense	192.64	450.00	12,789.81	13,425.00	26,000.00
65010 · Membership Directory Expense	0.00	0.00	9,552.50	9,500.00	9,500.00
65012 · Monthly Mailing Expense	1,019.26	550.00	6,219.53	3,850.00	6,600.00
65030 · Internet Website	80.00	583.33	2,142.00	4,083.35	7,000.00
6560 · Payroll Expenses	470.17	400.00	2,863.65	2,800.00	4,800.00
66030 · Job Site Signs expense	38.87	166.67	1,655.82	1,166.65	2,000.00
66050 · Personnel Expenses	89,061.27	94,233.38	621,946.40	659,633.70	1,180,800.60
66060 · Insurances	1,681.54	2,000.00	11,951.24	14,000.00	24,000.00
67050 · Staff & Team Development	444.20	750.00	2,650.81	5,250.00	9,000.00
68000 · Auto Expense	1,000.00	1,250.00	7,200.00	8,750.00	15,000.00
68110 · State Meetings	1,001.61	2,500.00	6,088.21	7,000.00	7,000.00
68130 · National Meetings	3,344.90	2,375.70	28,005.18	16,629.50	28,508.00
68180 · Chapter Planning Conference	0.00	0.00	0.00	0.00	10,000.00
68190 · Other Conferences	0.00	100.00	0.00	500.00	1,000.00

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

	Jul 23	Budget	Jan - Jul 23	YTD Budget	Annual Budget
68200 · President's Expense	0.00	166.66	13.80	1,166.65	2,000.00
68210 · Board of Directors Meetings	292.11	833.33	2,728.23	5,833.34	10,000.00
68220 · Committee Meetings	69.65	291.66	1,205.34	2,041.65	3,500.00
69000 · Utilities	4,545.04	3,250.00	22,790.05	22,750.00	39,000.00
69020 · Property Taxes	4,526.44	4,377.08	30,466.06	30,639.60	52,525.00
69030 · Janitorial & Cleaning	1,065.00	1,165.00	7,728.59	8,155.00	13,980.00
69040 · Building Supplies/Maintenance	2,251.08	4,342.50	20,245.40	30,397.50	52,110.00
69100 · Administrative - Postage	-7.59	41.67	63.95	291.65	500.00
69120 · Telephone & Data Expense	1,134.49	1,125.00	7,528.13	7,875.00	13,500.00
69190 · Computer Software	1,046.71	1,166.67	7,864.36	8,166.65	14,000.00
69200 · Leased Office Equipment	-252.95	495.00	2,729.35	3,465.00	5,940.00
69210 · Office Supplies	173.43	416.67	1,758.92	2,916.65	5,000.00
69220 · Equipment R&M, Supplies	637.75	1,500.00	10,749.94	10,500.00	18,000.00
69300 · Advertising expense	0.00	100.00	1,964.44	500.00	1,000.00
69315 · Bank Charges	22.60	33.33	156.80	233.35	400.00
69325 · Interest Expense	149.83	38.47	421.80	310.44	473.05
69340 · Professional Services	0.00	1,616.68	13,220.10	13,616.70	15,700.00
69350 · Taxes & Licenses	75.00	25.00	620.04	175.00	300.00
69370 · Dues, Subscript., Sponsorships	0.00	100.00	26.39	700.00	1,200.00
69391 · Community Enrichment	3,027.51		9,539.21		
69400 · Depreciation	6,823.17	7,083.33	47,762.19	49,583.35	85,000.00
Total Expense	163,866.98	169,138.54	1,343,625.38	1,401,578.68	2,810,447.65
Net Ordinary Income	-32,186.15	-48,488.95	-11,764.35	-70,080.40	-20,625.53
Other Income/Expense					
Other Income					
46035 · Workforce Fund	0.00		10,957.00		
46040 · Student Chapter	0.00		3,744.41		
47000 · Interest Income	2,123.95	833.33	15,516.02	5,833.35	10,000.00
47010 · General Income	178.00		1,550.38		
47012 · Rental Income					
470122 · First Floor Lease Space					
470125 · Astronaut Lease Ste101-1,500	1,500.00	1,500.00	10,500.00	10,500.00	18,000.00
470126 · Empire Elect ste102 - 1,666.25	1,666.25	1,666.25	11,663.75	11,663.75	19,995.00
470127 · United Form ste103-1,350.00	1,350.00	1,350.00	9,450.00	9,450.00	16,200.00
Total 470122 · First Floor Lease Space	4,516.25	4,516.25	31,613.75	31,613.75	54,195.00
470123 · Classroom rental	1,325.00	208.33	5,650.00	1,458.35	2,500.00
470124 · Rental Supplies	215.00		1,152.00		
47012 · Rental Income - Other	350.00		1,400.00		
Total 47012 · Rental Income	6,406.25	4,724.58	39,815.75	33,072.10	56,695.00
47020 · Gain (Loss) on Investment/Asset	3,825.22		17,688.05		
Total Other Income	12,533.42	5,557.91	89,271.61	38,905.45	66,695.00
Other Expense					
66035 · Workforce Enhance. Fund	0.00		12,093.39		
66040 · Student Chapter Expense	0.00		3,744.41		
69392 · Rental Expense (Classroom)	47.29	20.83	182.22	145.85	250.00
Total Other Expense	47.29	20.83	16,020.02	145.85	250.00
Net Other Income	12,486.13	5,537.08	73,251.59	38,759.60	66,445.00
Net Income	**-19,700.02**	**-42,951.87**	**61,487.24**	**-31,320.80**	**45,819.47**

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

	Current	1 - 30	31 - 60	61 - 90	> 90	TOTAL	
ABC National, Inc.	0.00	0.00	1,000.00	0.00	0.00	1,000.00	Directory
Adonel Concrete	0.00	1,000.00	0.00	0.00	0.00	1,000.00	State convention
Ajax Building Corporation	0.00	0.00	0.00	0.00	317.88	317.88	Room rental 4/6
American Pools & Spas	0.00	0.00	400.00	0.00	0.00	400.00	Directory
American Standard	0.00	0.00	0.00	20.00	0.00	20.00	Builders breakfast 5/25
Amphibious Medics	0.00	0.00	1,000.00	0.00	0.00	1,000.00	Skills USA competition sponsorship
Armstrong Air & Heating, Inc.	0.00	0.00	150.00	0.00	0.00	150.00	Directory
Balfour Beatty Construction(Centex)	0.00	2,000.00	0.00	0.00	0.00	2,000.00	State convention
Bright Future Electric LLC	0.00	0.00	345.00	0.00	0.00	345.00	pop stroke 6/8
Comprehensive Energy Services	0.00	0.00	300.00	0.00	0.00	300.00	YP trivia sponsor 6/22
CORE Construction Services of FL, LLC	0.00	0.00	100.00	0.00	0.00	100.00	Nexgen grad 6/6
Creative Multicare Inc	0.00	0.00	0.00	120.00	0.00	120.00	PIPE grad 5/18
Cross Enterprises of Central Florida, Inc	0.00	0.00	150.00	0.00	0.00	150.00	Directory
Dean Mead Attorneys at Law	0.00	1,695.00	0.00	0.00	0.00	1,695.00	State convention
DPS Orlando (formerly LDI Reproprinting)	0.00	300.00	0.00	0.00	0.00	300.00	Q3 email ad.
ECRS - East Coast Rigging & Scaffolding	0.00	0.00	150.00	0.00	0.00	150.00	Directory
EFCO Forms	0.00	0.00	230.00	0.00	0.00	230.00	pop stroke 6/8
Hensel Phelps Construction Co.	0.00	148.00	0.00	0.00	0.00	148.00	State convention
Milwaukee Electric Tool Corp	0.00	0.00	3,345.00	1,333.00	5,570.91	10,248.91	state convention 2500, Dir 845 Tech conf 5/9 - booth National convention 3/14- sponsor
Orange Plumbing Inc	0.00	0.00	0.00	300.00	0.00	300.00	PIPE grad 5/18
Owen Electric Company, Inc.	0.00	0.00	0.00	0.00	20.00	20.00	Builders breakfast Jan
Plumbing Industry Professional Ed.	0.00	0.00	0.00	4,542.44	0.00	4,542.44	PIPE grad 5/18 - billng PIPE
Ribeiro Stones, LLC	0.00	0.00	150.00	0.00	0.00	150.00	Directory
SentriForce	0.00	0.00	150.00	0.00	0.00	150.00	Directory
Shutts & Bowen, LLP	0.00	0.00	0.00	0.00	500.00	500.00	PAC Fundraiser 4/19
SmartBuild	0.00	0.00	845.00	5,000.00	0.00	5,845.00	Directory Tech conf 5/9 - sponsor
Speedy Concrete Cutting of Cent. Fl	0.00	0.00	0.00	180.00	0.00	180.00	poker run 513
Sperry & Associates	0.00	0.00	0.00	0.00	200.00	200.00	Chapter Dinner 3/16 - Jay Bostwick
Sunbelt Rentals	0.00	0.00	400.00	850.00	150.00	1,400.00	Directory Tech conf 5/9 GC Connect 3/9
Sunstate Equipment Co., LLC	0.00	0.00	0.00	0.00	8,085.00	8,085.00	VIP 5,550, Spring Golf #1 2,535
Turner Construction Co.	0.00	0.00	0.00	317.88	0.00	317.88	room rental 5/11
Two Way Technology Systems Corporation	0.00	0.00	695.00	0.00	0.00	695.00	Directory
USI	0.00	0.00	150.00	0.00	0.00	150.00	Directory
VSC Fire & Security, Inc.(formerly Davey	0.00	0.00	0.00	100.00	0.00	100.00	Builders Breakfast 5/25
Waste Pro USA	0.00	0.00	200.00	0.00	0.00	200.00	Directory
Wharton-Smith, Inc.	0.00	0.00	495.00	0.00	0.00	495.00	Directory
WithumSmith+Brown, PC (formerly Averett)	0.00	400.00	0.00	0.00	0.00	400.00	State Convention
TOTAL	0.00	5,543.00	10,255.00	12,763.32	14,843.79	43,405.11	

VIP	$5,550.00
Directory	$4,935.00
State Convention	$7,743.00
Other	$25,177.11

RAYMOND JAMES®

June 30 to July 31, 2023
Account # 700C0151

THE TYSON SMITH GROUP OF RJ
Raymond James & Associates
301 E PINE ST STE 1100 | ORLANDO, FL 32801 | (800) 426-7449
(407) 883-4226
thetysonsmithgroup.com
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

ABC - Central FL Chapter Account Summary - #700C0151

Brokerage

Value This Statement

$734,945.71

Last Statement	Prior Year-End
$730,254.02	$710,654.07

Dollar-Weighted Performance*	
YTD	2022
3.68%	(8.23)%

	This Statement	Year to Date
Beginning Balance	**$730,254.02**	**$710,654.07**
Deposits	$0.00	$0.00
Income	$866.47	$6,603.59
Withdrawals	$0.00	$0.00
Expenses	$0.00	$0.00
Change in Value	$3,825.22	$17,688.05
Ending Balance	**$734,945.71**	**$734,945.71**

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

	Quantity	Price	Value	Gain or (Loss)°	Estimated Annual Income
Cash & Cash Alternatives					
Raymond James Bank Deposit Program ⌖ 0.25% - Selected Sweep Option			**$20,497.57**		$51.24
Raymond James Bank			$20,364.16		
Tristate Capital Bank			$133.35		
Citibank NA			$0.04		
JPMorgan Chase Bank NA			$0.02		

Your bank priority state: FL

Participating banks recently added: UMB Bank 07/31/2023; Barclays Bank Delware 07/31/2023; Pinnacle Bank 07/31/2023; State Street Bank and Trust Company 06/30/2023; Fifth Third Bank 06/30/2023; Huntington National Bank 06/30/2023; The Bank of New York Mellon 06/30/2023

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

Estimated Income Yield for RJBDP was calculated as of 07/31/2023.

Cash & Cash Alternatives Total			***$20,497.57***		***$51.24***
Mutual Funds					
WESTERN ASSET CORE PLUS BOND FUND CL C M/F (WAPCX)	20,624.062	$9.470	**$195,309.87**	$(41,680.45)[B]	$5,671.62
Mutual Funds Total			***$195,309.87***	***$(41,680.45)***	***$5,671.62***
Exchange-Traded Products (ETPs)					
INVESCO QQQ (QQQ)	29.000	$383.680	**$11,126.72**	$1,473.42	$62.35
INVESCO S&P 500 EQUAL WEIGHT ETF (RSP)	186.000	$154.880	**$28,807.68**	$6,599.45	$472.81
SPDR S&P 500 ETF (SPY)	78.000	$457.790	**$35,707.62**	$13,523.88	$508.72
VANGUARD DIVIDEND APPRECIATION ETF (VIG)	261.000	$166.250	**$43,391.25**	$13,638.43	$810.67
Exchange-Traded Products Total			***$119,033.27***	***$35,235.18***	***$1,854.55***

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

Your Portfolio (continued)

	Quantity	Price	Value	Gain or (Loss)°	Estimated Annual Income
Fixed Income					
BANK OF INDIA NEW YORK, NY FDIC # 33648 CERTIFICATE OF DEPOSIT PAYS AT MATURITY 5.3000% DUE 09/20/2023 (06279K6C5) **Accrued Interest:** $900.27 **Ratings Information:** Not Rated	$200,000.00	$100.025	**$200,050.00**	$50.00	$10,600.00
LEADER BANK NA ARLINGTON, MA FDIC # 57134 CERTIFICATE OF DEPOSIT PAYS AT MATURITY 5.3000% DUE 12/28/2023 (52168UJM5) **Accrued Interest:** $450.14 **Ratings Information:** Not Rated	$100,000.00	$100.025	**$100,025.00**	$25.00	$5,300.00
CITIZENS BANK, NA PROVIDENCE, RI FDIC # 57957 CERTIFICATE OF DEPOSIT PAYS AT MATURITY 5.3000% DUE 11/28/2023 (75524KQV9) **Accrued Interest:** $479.18 **Ratings Information:** Not Rated	$100,000.00	$100.030	**$100,030.00**	$30.00	$5,300.00
Fixed Income Total			***$400,105.00***	***$105.00***	***$21,200.00***

Accrued Interest Total: $1,829.59

Please see Fixed Income Investments on the Understanding Your Statement page.

Portfolio Total	**$734,945.71**	**$(6,340.27)**	**$28,777.41**
Accrued Interest Total	**$1,829.59**		
Portfolio Total with Accrued Interest	**$736,775.30**		

B Please see Cost Basis on the Understanding Your Statement page regarding Open End Mutual Funds.

° 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
Income				
07/03/2023	Dividend - Taxable	WESTERN ASSET CORE PLUS BOND FUND CL C M/F (WAPCX) *$.02514 per share x 20,569.394 shares*		$517.16
07/05/2023	Dividend - Taxable	VANGUARD DIVIDEND APPRECIATION ETF (VIG) *$.77310 per share x 261.000 shares*		$201.78
07/31/2023	Interest at RJ Bank Deposit Program	Raymond James Bank Deposit Program		$5.13
07/31/2023	Dividend - Taxable	SPDR S&P 500 ETF (SPY) *$1.63833 per share x 78.000 shares*		$127.79
07/31/2023	Dividend - Taxable	INVESCO QQQ (QQQ) *$.50379 per share x 29.000 shares*		$14.61
Income Total				***$866.47***
Purchases, Sales and Redemptions				
07/03/2023	Reinvest	WESTERN ASSET CORE PLUS BOND FUND CL C M/F (WAPCX) *$.02514 per share x 20,569.394 shares*	54.668 $9.46001	$(517.16)

Purchased in August: Will show on Aug FS

RAYMOND JAMES®

August 3, 2023

Trade Confirmation - Account # 700C0151

THE TYSON SMITH GROUP OF RJ
Raymond James & Associates, Inc.
301 E Pine St Ste 1100
Orlando, FL 32801-2748
(407) 883-4226
http://www.thetysonsmithgroup.com
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

ABC - Central FL Chapter Trade Confirmation - Account # 700C0151

BROKERAGE
These transactions were made in a non fee-based account. A commission and/or other fees are generally assessed on each transaction. Commissions are charged on individual transactions.

Fixed Income - Certificates of Deposit **FI - CD**

Buy

CAPE COD 5 CENTS SAVINGS BANK HARWICH PORT, MA 5.2% 11/13/2023 (CUSIP: 13934CBD8)

Number of Bonds:	Price:	Total Cost:
100	**100.000**	**$100,000.00**

Trade Calculation	
Trade Amount:	$100,000.00
Accrued Interest:	$0.00
Total Cost:	$100,000.00
Yield to Maturity:	5.2%
Maturity Date:	11/13/2023
Coupon:	5.2%
Payment Calculation:	Actual/365
First Coupon Date:	11/13/2023

INCOME PAYMENTS: This security pays income at maturity.

SURVIVOR'S OPTION: This security features a Survivor's Option, also referred to as a "death put". Limitations may apply.

FDIC INSURANCE: Brokered Certificates of Deposit (CDs) are FDIC-insured, subject to $250,000 limit per insured bank, per depositor for each FDIC account ownership category. Investments that exceed FDIC coverage, purchases at a premium and any potential capital gains over par, are subject to the creditworthiness of the issuing bank, which may result in losses should the bank fail as they exceed FDIC insurance.

Please refer to the *Understanding Your Confirmation* page for additional information.

Fixed Income - Certificates of Deposit (Continued) FI - CD

Trade Date:	08/03/2023
Settlement Date:	08/11/2023
FDIC Cert. #:	23287
Bond Form:	Book Entry

TERM: Your CD will not be automatically renewed or rolled over and interest on your CD will not continue to accrue past termination date. No early withdrawals will be available. Liquidity will depend on the secondary market.

CAPACITY: Raymond James executed this transaction on a riskless principal basis as a distributing broker dealer in the offering of CD's to retail investors in the over-the-counter-market and will receive a placement fee as compensation to the financial advisor.

SELLING CONCESSION: Raymond James earned a selling concession of $15.00.

SOLICITED: Your financial advisor initiated this transaction.

20230803001214587022640000000226

Please refer to the *Understanding Your Confirmation* page for additional information.

Associated Builders and Contractors Central Florida

PAC | UCF | WEF | TRIMMER | FEA
Financial Status Report
As of July 31, 2023

Total PAC Funds

$62,597.03

UCF Student Chapter Funds

$37,057.82

Workforce Enhancement Funds

$245,284.76

Of which $100,000 was put into a CD as of July.

Trimmer Construction Education Foundation Funds

$18,650.00

Free Enterprise Alliance Funds

$27,600.00

ABC Central Florida Membership Report
June 30, 2023

New Members - June 2023

COMPANY	CONTACT	CO. PHONE	CTG	TRADE	BOARD SPONSOR
Dixie Pools and Spas, Inc	Bill Godek	(407) 298-9159	7	Pool and spa subcontractor	NA
Kyocera Document Solutions Southeast, LLC	Keir Ellison	(407) 841-2932	2	Copying and printing equipment supplier (sales and maintenance)	NA
Lithko Contracting LLC	Michael Jordan	(407) 910-1400	7	Concrete contractor	M. Jordan
Silver Hills Construction, LLC	Bryan Croft	(312) 502-8222	7	General Contractor	NA
Southern Roofing and Renovations	Rich Wagner	(407) 818-9380	7	Roofing contractor	NA
Suddath	Chad Baker	(407) 234-9031	2	Warehousing, distribution, commercial moving, employee relocation	NA

Recruitment 2023

New Member Companies	
This Month:	**7**
YTD:	**45**
Goal:	**90**
Percentage of Goal	**50.0%**

$12,639.00 **Current Month New Members**
$100,760.00 **YTD New Members**
46.0% **Percentage of Budget**

2023 Retention (as of 06/30/2023)

Member Companies		
As of Year End 2022:	478	
2023 Renewed:	428	89.54%
Dropped:	44	
Unpaid:	6	

Renewal Invoices:	$1,354,404.75
Paid as of Month End:	$1,231,069.17
Percentage of Invoiced:	90.9%
Non Renewed:	$123,335.58

Total Member Companies	
As of Year End 2022	478
Renewed 2023	429
New 2023	45
Total Members	474
Needed for Growth	5

Paid Member Contractor Percentage: 61%

ABC Central Florida Chapter Ranking (reflected in ABC National reporting as of end of May 2023)

Comparison to all other ABC chapters:	Comparison to all ABC SE region chapters:
Member Size - 12 out of 68 (same in April)	**Member Size - 3 out of 12** (same in April)
Contractor Numbers - 18 out of 68 (same in April)	**Contractor Numbers - 5 out of 12** (5 of 12 in April)
Overall Renewals - 15 out of 68 (same in April)	**Overall Renewals - 4 out of 12** (same in April)
Contractor Renewal - 18 out of 68 (11 of 68 in April)	**Contractor Renewal - 1 out of 12** (same in April)
Growth - 9 out of 68 (7 of 68 in April)	**Growth - 1 out of 12** (same in April)
% of Contractors - 40 out of 68 (same in April)	**% of Contractors - 5 out of 12** (same in April)

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

ABC Central Florida Membership Report
July 31, 2023

New Members - July 2023

COMPANY	CONTACT	CO. PHONE	CTG	TRADE	BOARD SPONSOR
Colonial Life & Accident Insurance Company	Ashley Nielsen	407-846-8577	1	Voluntary worksite insurance	NA
Dale Carnegie of Central Florida	Peter McHugh	407-502-2363	1	Education provider	NA
Florida Coast Equipment | Big Orange Rental	Kevin Mason	561-876-7004	2	Heavy construction equipment sales and rental	NA
JamesCo LLC	Jesse Gallimore	352-744-9544	7	General Contractor	NA
Oakler Interiors	Melissa Little	352-537-5617	7	Interior finishings: countertops, cabinetry, flooring & tile	NA

Recruitment 2023

New Member Companies	
This Month:	**5**
YTD:	**50**
Goal:	**90**
Percentage of Goal	**55.6%**

$12,639.00 **Current Month New Members**
$111,196.00 **YTD New Members**
50.8% **Percentage of Budget**

2023 Retention (as of 7/31/2023)

Member Companies		
As of Year End 2022:	478	
2023 Renewed:	432	90.38%
Dropped:	45	
Unpaid:	1	

Renewal Invoices:	$1,354,404.75
Paid as of Month End:	$1,246,145.09
Percentage of Invoiced:	92.0%
Non Renewed:	$108,259.66

Total Member Companies	
As of Year End 2022	478
Renewed 2023	432
New 2023	50
Total Members	474
Needed for Growth	5

Paid Member Contractor Percentage: 61%

ABC Central Florida Chapter Ranking (reflected in ABC National reporting as of end of June 2023)

Comparison to all other ABC chapters:	Comparison to all ABC SE region chapters:
Member Size - 12 out of 68 (same in May)	**Member Size - 3 out of 12** (same in May)
Contractor Numbers - 18 out of 68 (same in May)	**Contractor Numbers - 3 out of 12** (5 of 12 in May)
Overall Renewals - 15 out of 68 (same in May)	**Overall Renewals - 4 out of 12** (same in May)
Contractor Renewal - 18 out of 68 (same in May)	**Contractor Renewal - 2 out of 12** (1 of 12 in May)
Growth - 6 out of 68 (9 of 68 inMay)	**Growth - 1 out of 12** (same in May)
% of Contractors - 39 out of 68 (40 of 68 in May)	**% of Contractors - 5 out of 12** (same in May)

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

EVENTS

JULY

13 - 15	ABC of FL State Convention

AUGUST

10	ABC On Tap at Gatlin Hall Brewing
15	Maximize Your Membership
18	Casino Night Workforce Dev. Fundraiser at Orlando Science Center
22	Builders' Luncheon – Sean Snaith + Universal

SEPTEMBER

8	Fall Golf Tournament #1 at Orange County National
13	Future Member Event
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 + Halloween Party at Gatlin Hall Brewing

NOVEMBER

9	Chili Cook Off at Apopka Amphitheatre
14	Maximize Your Membership

DECEMBER

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

For more information call ABC Office 407-628-2070 or visit abccentralflorida.com/abc-events/calendar/

TRAINING & DEVELOPMENT

JULY

13	Construction Law: Winning Disputes through Project Documentation
19	***Construction Executive: Reducing Risk & Improving Margins with Digital Twins***
20	CPR/First Aid Certification
26	Lien Law Level Two

AUGUST

4	Lean Builder Workshop
9	***How to Reduce Hand Injuries in Construction***
16	Lien Law Level One
16-17	OSHA 10-hr Training
24	Financial Intelligence & Risk Management
24	QuickBooks Training
28	Foundations of Leadership Begins
28-31	OSHA 30-hour Training

SEPTEMBER

6	CPR/First Aid Certification
6	***Short-Form Video's: Rehabbing Your Social Media Strategy***
13	Suicide Awareness & Prevention
20	Lien Law Level Two
26	Basic Blueprint Reading
26	ACFS Safety Day
28	***Bluebeam Intro Launch Webinar***

OCTOBER

5	***Construction Estimating Principles & Applications***
12	***Bluebeam Baseline Basics***
26	Construction Law: Insurance Coverage Disputes
31	Workers Comp & Claims Management

NOVEMBER

1	Frontline Supervisor
2	***Bluebeam Materials Takeoffs & Estimates, Basic***
6	***Construction 101 Begins***
9	***Bluebeam Materials Takeoffs & Estimates, Advanced***
16	***Bluebeam for Administrative Professionals***
27	***Construction 201 Begins***
27	***Reading Construction Documents***
29	CPR/First Aid Certification
30	Financial Management for Decision Makers

DECEMBER

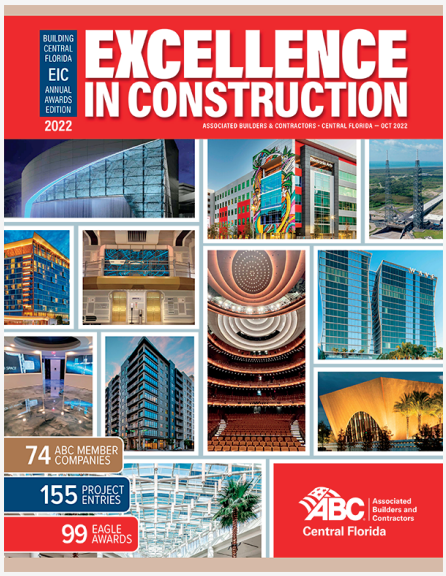
6-7	OSHA 10-hr Training
11	OSHA 30-hr Training

Virtual Class

EIC 2023 Awards

EXCELLENCE IN CONSTRUCTION

ABC Associated Builders and Contractors Central Florida | 50 YEAR ANNIVERSARY 1973-2023



SPACE RESERVATION:
September 1, 2023
Email Order to: eic@abccf.org

MATERIALS DEADLINE:
September 8, 2023
Email Ad to:
amathews@abccf.org

SUBMISSION SPECIFICATIONS:
Please submit 300 dpi, high resolution files in C-M-Y-K color space in .PDF or .jpg format only.

MAGAZINE AD
DISCOUNTS AND DEADLINES APPROACHING QUICKLY!

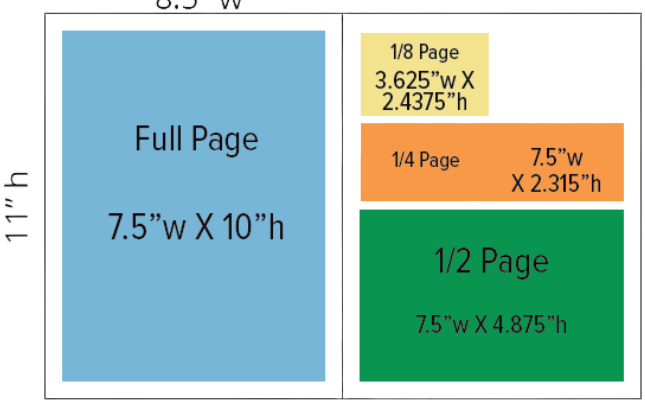
Early Bird Rate ends July 1, 2023
Reserve Your Ad Space Today & Save!

The annual EIC Awards magazine is circulated to ENR Southeast magazine subscribers in Central Florida each year, reaching over 5,000 industry businesses! The digital version is available on abccf.org for a minimum of 12 months.

This annual publication is the “Who’s Who of Building Excellence” in Central Florida and honors those ABC member companies and their employees who strive in everything they do to be the ‘Best of the Best’.

Show your support of fellow ABC CF members and the Central Florida Chapter by reserving your ad space for your company in the upcoming EIC Awards 2023 Edition today and celebrate Excellence In Construction!

AD SPECS



Note: Full page with bleed - 8.75” x 11.25”

Scan QR code for more details
QUESTIONS? Please contact Taylor Tidwell, at 407-628-2070 or eic@abccf.org.

FALL GOLF Tournaments

9/8 - Play Crooked Cat Course
9/29 - Play Panther Lake Course

EXCLUSIVE SPONSORSHIPS

GOLF TEES

GOLF TOWELS

GOLF FLAGS

SECURE YOUR GOLF ITEM OF CHOICE TO SEE YOUR LOGO ON FOR ALL OF THE GOLFERS

SEPTEMBER 8 & SEPTEMBER 29

Registration: 7:00 am - Shotgun Start: 8:00 am

Orange County National
16301 Phil Ritson Way, Winter Garden, FL 34786

BrightFuture ELECTRIC

FLORIDA SURETY BONDS, INC.

Tri-City Electrical Contractors, Inc.
An Employee Owned Company
Wiring Florida since 1958

September 8

September 29

Event Emergency Response Team

THE AMPHIBIOUS GROUP

CONNECT | EDUCATE | ADVOCATE

651 Danville Dr., Suite 200, Orlando, FL 32825
407-628-2070 abccentralflorida.org

WEEKLY T&D STATS

Updated on August 14, 2023

Date	Class	Budget Attendance	Current Attendance	Estimated
August 16-17	Osha 10-hour	10	3	$273
August 16	Lien Law Level One	10	16	$1,544
August 24	Financial Intelligence & Risk Management	10	3	$149
August 24	Quickbooks for Contractors	5	0	$0
August 28	Adept Foundations of Leadership	2	0	$0
August 28-31	Osha 30-hour	10	2	$398
September 6	CPR/First aid	10	19	$860.50
September 6	Short Form Video's: Rehabbin your Social Media strategy	10	2	$80
September 13	Suicide Awareness	20	0	$0
September 20	Lien Law Level Two	10	12	$813.60
September 26	Basic Blueprint Reading	10	12	$4,101.27

Training & Development
July 2023 Classes

Construc on Law: July 13, 2023 — Par cipants: 15
Budgeted net: $0 — Actual net: $770
Budgeted for August with a net of $1,050

CPR/First Aid: July 20, 2023 — Par cipants: 10
Budgeted net: $450 — Actual net: $450

Lien Law Level Two: July 26, 2023 — Par cipants: 16
Budgeted net: $717 — Actual net: $1,116

JULY T&D BUDGETED NET: $1,093
JULY 2023 ACTUAL NET: $1,692.52
JULY 2022 ACTUAL NET: $3,101.44
YTD BUDGETED: $71,439.11
YTD ACTUAL NET: $94,453.73

Upcoming Training & Classes

Lien Law Level One: August 16, 2023
A endees as of 8/7/23: 9
Goal Registrants: 18
Budget Net: $852
Ac on Items: None at this me

OSHA 10-Hour: August 16, 2023
A endees as of 8/7/23: 3
Goal Registrants: 10
Budget Net: $840
Ac on Items: Outlook email sent on 8/3

Financial Intelligence & Risk Management: August 24, 2023
A endees as of 8/7/23: 0
Goal Registrants: 7
Budget Net: $1,150
Ac on Items: Targeted Outlook email, social media

QuickBooks for Contractors: August 24, 2023
A endees as of 8/7/23: 0
Goal Registrants: 0
Budget Net: $0 (not budgeted for 2023)
Ac on Items: Targeted Outlook email, social media, weekly email

Founda ons of Leadership: August 28, 2023

A endees as of 8/7/23: 0

Goal Registrants: 1 (in September)

Budget Net: $425

Ac on Items: Targeted Outlook email, social media, weekly email

OSHA 30-Hour: August 28, 2023

A endees as of 8/7/23: 2

Goal of Registrants: 0

Budget Net: $0 (not budgeted for 2023)

Ac on Items: Targeted Outlook email, social media

Project Management Ins tute (2024):

Session #1 Dates: January 8-12 | March 19-22

Associated Builders and Contractors Central Florida

50 YEAR ANNIVERSARY 1973-2023

NEXGEN LEADERSHIP PROGRAM

WE ARE
ACCEPTING APPLICATIONS

Now through July 31st

WHO SHOULD APPLY:

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

SESSION TOPICS:

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

SCAN QR CODE to Apply Now
Call 407-628-2070 or
email training@abccf.org

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

– CHRIS CAPLAN, HOAR CONSTRUCTION, LLC

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

– GEORGE ANTHONY, POLI CONSTRUCTION, INC.

Associated Builders and Contractors Central Florida

NEXGEN Leadership Program
September 2023-May 2024

Applicants as of 8/8/23 — Par cipants: 20

Need 5 more

Brasfield & Gorrie (1)
CEMEX (2)
CORE Construc on (2)
Daaxit (1)
DPR (1)
Energy Air (2)
JK2 Scenic (1)
Milwaukee (comp)
Modern Plumbing (1)
N-RG Cladding (2)
Ova on Construc on (2)
Sunbelt Rentals (1)
The Amphibious Group (comp)
WELBRO (1)
Westbrook Service Corp (1)

Title Sponsor: KENPAT — $5,000

- Logo on all agenda's
- Logo on website
- Signage at every session
- Kick O Session (Logo)
- Kick O Session (2 min. Speaking Opportunity)
- Kick O Session (Social Sponsor)
- Kick O Session (Lunch Sponsor)
- Logo displayed at gradua on
- Logo in Gradua on program
- 4 ckets to gradua on

Gradua on Program Sponsor: Milwaukee — $5,000

- Logo on website
- Logo displayed at graduation
- Signage at graduation
- Logo in Powerpoint
- Video in Powerpoint
- 4 tickets to graduation
- NEXGEN Student – Applicant needs to apply by July 31st

2022 NET:	$2,273
2023 GOAL:	$27,289
2023 STRETCH GOAL:	$28,595
2023 CURRENT INCOME:	**$42,910**
2023 ESTIMATED NET:	**$20,615**

THE AMPHIBIOUS GROUP

ABC Associated Builders and Contractors Central Florida

Be Proactive, Not Reactive. Save a Life on the Job Site!

Did You Know?

25% OF ALL FATAL OPIOID OVERDOSES AT WORK ARE CONSTRUCTION WORKERS

- **STEP 1: SCHEDULE YOUR FREE ON-THE-JOB TRAINING COURSE FOR YOU & YOUR CREW**
- **STEP 2: CONTACT US FOR YOUR FREE NARCAN JOB SITE KIT!**

Get a Narcan Kit for your job site TODAY!

CONSTRUCTION EXPO

GOAL: (BUDGET) $56,200 (STRETCH) $60,000

MONTH: SEPTEMBER

YEAR: 2023

2022 NET/ACCOMPLISHED: $55,715.71

2023

DATE	WHAT	#
8/11/23	BOOTHS	
	COMP (IBUILD/ABC BOOTHS)	9
	PAYING	96
	TOTAL (UP 6 FROM LAST WEEK)	105
8/11/23	NONMEMBERS (PAYING)	2
8/11/23	SPONSORS	
	SELECT VIP X23	$12,210
	ELITE VIP X3 (PAYING)	$1,500
	PREZ CIRCLE X3	$1,500
	SIDE ROOM BAR X1	$1,500
	FOOD X1	$1,000
	BAR NAPKIN X3	$1,500
	TOTAL	$19,710
8/11/23	PROGRAM ADS	
	10 ADS (1 COMP)	$1,500
	TOTAL (UP $150 FROM LAST WEEK)	$1,350

$500 BAR NAPKIN - NONMEMBER SIGN UP, DECISION FOR PARTICIPATION PENDING...

2022

DATE	DESCRIPTION	AMOUNT
8/11/23	BOOTHS	
	COMP	5
	PAYING	73
	TOTAL	78
8/11/23	NONMEMBERS (PAYING)	?
8/11/23	SPONSORS	
	VIP $$	$15,000
	MAIN BAR SPONSOR X1	$3,000
	BAR NAPKIN X3	$1,500
	OTHER $$	$750
	TOTAL	$20,250
8/11/23	PROGRAM ADS	
	7 ADS	$700
	TOTAL	$700

2023 SUMMARY

TOTAL INCOME	TOTAL EXPENSES	ESTIMATED NET AS OF 8/11/23
$90,150	$33,200	$56,950

NEW Exhibitors

Aegis Project Controls
Axis Portable Air
Colonial Life & Accident Insurance Company
Dale Carnegie Orlando
Deangelis Diamond
KAST Construction Company

NOVA Ceiling Design LLC
Percopo Coatings Company, LLC
Procore Technologies Inc
Sea Can, LLC
Siteline360

EIC AWARDS

2023

DATE	WHAT	#
8/11/23	BANQUET SEATS	
	COMP	8
	PAYING	278
	TOTAL	286
8/11/23	SPONSORS	
	PRESIDENTS $$	$17,795
	ELITE $$	$15,000
	PREMIER VIP $$	$17,780
	CENTERPIECE (X2)	$5,500
	CHAMPAGNE WALL (X1)	$2,500
	SPECIAL AWARD (X1)	$2,500
	PROGRAM/PROCORE	$2,855
	BAR NAPKIN (SOLD OUT)	$1,850
	TOTAL	$65,780
	BUDGETED	$61,950

2022

DATE	DESCRIPTION	AMOUNT
8/3/22	BANQUET SEATS	
	COMP	4
	PAYING (VIP SIGNED UP)	113
	TOTAL	117
8/3/22	SPONSORS	
	VIP $$	$14,690
	SPECIAL AWARD/SUB (BEFORE PRICE CHANGE)	$1,750
	PROGRAM/ABC NATIONAL	$5,860
	SPECIAL AWARD/FREE ENTERPRISE	$2,500
	CENTERPIECE (X1)	$2,750
	TOTAL	$27,550
	BUDGETED	$59,250

EIC TROPHY ORDERS

2023

DATE	WHAT	#
8/11/23	ADDITIONAL TROPHY ORDERS	
	SALES	$665.65
	TOTAL	$665.65

2022

DATE	WHAT	#
8/3/22	ADDITIONAL TROPHY ORDERS	
	SALES	$0
	TOTAL	$0

GOAL: $10,500

EIC AWARDS

MONTH: OCTOBER

GOAL: $110,000

**This is program total net, not just banquet*

YEAR: 2023

ESTIMATED NET: ~ $120,000

2022 NET: $102,243.86

2023 ENTRIES

DATE	WHAT	#
7/28/23	AWARD ENTRIES + #'S	
	ENTRIES	108
	TOTAL	$42,660
	BUDGETED	
	ENTRIES	160
	TOTAL	$63,200
	(DOWN $20,540)	
	NEW PARTICIPANTS	
	COMMERCIAL MILLWORKS	
	LINK CONSTRUCTION	
	MEC GENERAL CONTRACTORS	
	PERCOPO COATINGS	
	RB MARKS CONSTRUCTION	
	ZAHO GLOBAL	
	TOTAL	6

2022 ENTRIES

DATE	DESCRIPTION	AMOUNT
2022	AWARD ENTRIES + #'S	
	ENTRIES	156
	TOTAL	$61,620
	BUDGETED	
	ENTRIES	160
	TOTAL	$63,200
	(DOWN $1,580)	
	NEW PARTICIPANTS	
	TOTAL	17

EIC MAG AD SALES

2023

DATE	WHAT	#
8/3/23	AD SALES	
	SALES	$21,275
	TOTAL	$21,275
8/11/23	AD SALES	
	SALES	$24,140
	TOTAL	$24,140

GOAL: $54,000

2022

DATE	WHAT	#
8/3/22	AD SALES	
	PAYING	$21,580
	TOTAL	$21,580
8/11/22	AD SALES	
	PAYING	$25,270
	TOTAL	$25,270

GOAL: $46,000

ACTUAL: $50,695

FALL GOLF

MONTH: SEPTEMBER

YEAR: 2023

TOURNAMENT 1

DATE	WHAT	#
8/11/23	GOLFERS	
	2022	104
	2023	112
	OPEN SPOTS	32
8/11/23	SPONSORS	
	CLOSET TO THE PIN	0
	DOOR PRIZE	0
	SCORE CARD	0
	LONGEST DRIVE	0
	ON COURSE (SOLD OUT)	6
	PARTY HOLE (SOLD OUT)	2

TOURNAMENT 2

DATE	DESCRIPTION	AMOUNT
8/11/23	GOLFERS	
	2022	48
	2023	48
	OPEN SPOTS	96
8/11/23	SPONSORS	
	CLOSET TO THE PIN	0
	DOOR PRIZE	0
	SCORE CARD	0
	LONGEST DRIVE	0
	ON COURSE (SOLD OUT)	6
	PARTY HOLE (SOLD OUT)	2

2023 SUMMARY

TOURNAMENT 1

TOTAL INCOME	TOTAL EXPENSES	ESTIMATED NET AS OF 8/3/23
$40,375	$20,215.53	$20,159.48

TOURNAMENT 2

TOTAL INCOME	TOTAL EXPENSES	ESTIMATED NET AS OF 8/3/23
$11,380	$90.53	$11,289.47

OVERVIEW OF UPCOMING PROGRAMS

MONTH: August

ABC On Tap, August 10

Sponsors: Mader Southeast, PCL, + S. I. Goldman

Gatlin Hall Brewing

140+ Attendees

Builders' Luncheon, August 22

85 Registered / Goal: As 140, Stretch Goal: 216 (max cap. of room)

NEW offering, Programs Committee elevating offerings + thinking outside of the box

Loews Portofino Bay at Universal Orlando Resort

Non-members:

- First Class Moving Systems
- Little Diversified Architectural Consulting
- Whiting-Turner Contracting Co.
- Solomon Group
- Wells Fargo
- Ingenuity Engineers
- Deluxe Group, The
- C&S Companies
- AO Architects
- Advanced Drainage Systems, Inc.

DATE	WHAT	#
8/11/23	REGISTRATIONS	
	COMP	1
	PAYING	84
	TOTAL	85
	NONMEMBERS (PAYING)	13
8/11/23	SPONSORS	
	VIP TABLE	$1,500
	EVENT SPONSOR	$4,000
	SPEAKER SPONSOR	
	TOTAL	$5,500

Subcontractor Project of the Year Judging, August 23

TENTATIVE, in planning stages (2 out of 4 judges confirmed)

2nd round of judging!

General Contractor Project of the Year Judging, August 30

TENTATIVE, in planning stages (2 out of 4 judges confirmed)

2nd round of judging!

Central Florida Chapter
Associated Builders and Contractors, Inc.
2024 Board of Directors Nomination Slate for Approval

Each CFC ABC member company has one vote in the annual electronic election and the ballot is addressed to the primary contact validated by their email. For 2024, members will be asked to approve the slate of officers, vote for up to four "At Large Directors" and one "Associate/Supplier Director". Below is the list of candidates approved and recommended by the Nominating Committee.

2024 Ballot for the Election of ABC Directors
At Large open seats – 4 seats with 3-year terms

Carrie Davis, Hensel Phelps
Scott Luebbert, Tri-City Electrical Contractors, Inc.
Roxana Hernandez, Turner Construction Company *(Incumbent)*
Steven Lockhart, Finfrock Construction, LLC
Joe Orr, Baker Concrete Construction, Inc.
Jonathan Pearch, Balfour Beatty
Mark Woehrle, Comprehensive Energy Services, Inc.

Associate/Supplier open seat – 1 seat with 3-year terms

Michelle Delaney, LRA Insurance

The Outlying County Director and the Owner Director serve a one-year term and are appointed by the Board of Directors.

Owner Director	**Chad Tinetti,** Tavistock Development Company
Owner Director	**Tommy MacCabe,** Walt Disney Imagineering

Schedule

August 21	Board meeting - the list of candidates is submitted to the board for approval.
After Board mtg	Candidates are notified of Board meeting results. The electronic ballot will be created and emailed to membership before September 15.
September 30	Ballots must be cast by end of day on September 30.
October 2- 6	Two past Chapter Chairs will serve as tellers of election and tabulate the results. Individuals receiving the most votes are selected to fill the open positions.
October 16	The new slate of officers is announced at the October Board of Directors meeting.
January 1	New board members and officers begin terms of office.