



Central Florida Chapter
Associated Builders and Contractors, Inc.
Board of Directors Meeting
October 16, 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 September 18, 2023 Minutes– **Action Item** Burkett
2. August 2023 Final and September 2023 Draft for review– **Action Item**..... Bastin

Committee Liaison Reports:

- National Board Meetings Evans
 - Regional VP Candidates Welcome
 - **Nov 14 – 16** -ABC Leadership Institute, Rancho Mirage, CA..... Holmes / Garcia
 - **Mar 13 – 15** -ABC Convention & Craft Championships..... Evans
- Membership Development Committee – Sept 28th Smalley / C. Wert
 - 2023 New Members.....(p. 24)
 - Approval of New Members – **Action Item**
 - Aries Building Systems, LLC
 - CXEO Academy
 - Rental Depot of Florida
 - Membership Blitz – Oct 4thC. Wert
 - New members recruited:
 - Bauer Foundation Corp.
 - Florida Aquatics Custom Pools
 - TLC Engineering Solutions
 - DOZR Ltd.
 - Flagship Fire, Inc.
 - Suncoast Post-Tension
 - Members that volunteered: Justin Stehr, Wade Brooks, John Smalley, Oskar Torres, Jackie Evans, Kyle Kelly, Alex Romoser, Charles Bracco, Juan Garcia, Chad Tinetti, Roxana Hernandez, John Kurtz
 - Government Affairs Committee - July 21st T.Wert
 - **ABC 2024** Tallahassee Legislative Conference - Doubletree by Hilton Tallahassee
 - **January 17 and 18, 2024** register: <https://abceastflorida.regfox.com/2024tallylegcon>
 - **2024** Priority Owner-Direct Purchase
 - Workforce Council Committee – Oct 3rd Garcia
 - Received applications from ACE, ACT, iBuild Garcia
 - Tech & Innovation Lab Garcia/Evans
 - Workforce Outreach Committee – Sept 19th..... Rodriguez
 - iBuild Bowling fundraiser – Sept 29th in Altamonte Springs – ABC supported
 - ACCA golf fundraiser – Oct 6th – ABC supported
 - ACT hosted golf fundraiser – Sept 15th, ABC supported
 - ACT Go-Kart race – **Nov 2nd** ABC participating
 - November is Teacher Appreciation Month, looking for donations
 - Have students looking for placement – Contact iBuild

Central Florida Chapter Associated Builders and Contractors, Inc.

651 Danville Drive, Suite 200, Orlando, FL 32825
www.abccentralflorida.com | Main 407.628.2070

President & CEO Michele Daugherty
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Key Contacts

Vice President & Chief Operating Officer Nancy Wray:
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Finance Manager Fran Conway:
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- Training & Development Committee – Oct 12th Garcia
 - Schedule of Seminars and Training..... (p. 26)
 - **2024 ABC Project Management Institute** – our chapter has been selected to host session #1.
Session #1 Dates: Week 1: Jan. 8-12 Week 2: March 19-22
 - 14 registered out of 25 – please get your candidates in.
- Collegiate Outreach Committee – Oct 11th Bradford
 - ABC Meet & Greet – Sept 13thBradford
 - Seminole State student chapter
 - Sept 30 – UCF Tailgate (UCF vs Baylor)
 - Oct 5 – UCF General Body meeting
 - Oct 10 – Officer Kick-Off meeting (Seminole)
- Young Professionals Committee – Oct 18thHolmes
 - **Nov 16** – YP Thanksgiving Give Back Event
- Safety Committee – **Oct 31st** Hernandez
 - ACFS Safety Day – Sept 26th
 - Received a lot of positive feedback on Michele’s Suicide Prevention talk.
 - STEP: Currently at **35%** completion for total contractors (**102** members completed out of **295** contractor members!) **We did it!**
 - **Oct 31** – Workers Comp Class (instructor: Tim Bernardi) – low enrollment doing outreach
 - NARCAN Training on Sept 28th was the largest class yet. Scheduled another one on Oct 19, and a Spanish training on Oct 26. Please push to your contacts.
- Excellence in Construction Committee – Oct 6th Torres
 - Oct 14 – 50th Gala 800+
- Programs Committee – Oct 4th OPEN
 - Sept 26 – Allen Johnson – Orlando Venues (Amway, Camping World)
 - ABC wrote letter of support to County
 - **Upcoming Oct 19** – Builders Breakfast at Orange County Convention Center
- Special Events Committee – Oct 3rd OPEN
 - Fall Golf Tournament #1 – Sept 8th – SOLD OUT!
 - Construction Expo – Sept 21st - SOLD OUT on booths
 - Fall Golf Tourn. #2 – Sept 29th – 120 golfers
 - **Upcoming Oct 26th** - ABC on Tap @ Gatlin Hall
 - **Upcoming Nov 9** – Chili Cook Off
- President & CEO Daugherty
 - **Nov 7th** - Committee Open House
 - National Tech committee meeting at Autodesk in Boston 10/4-6/23
 - ABC is helping to sponsor - 5th Annual Hard Hats with Heart 10/18/23 4 -7 pm @ Gatlin Hall
 - HomeAid proposal (condo project in Sanford, looking for GC)
 - **Oct 25th** Meeting with new Career Source team
 - **Nov 11th** FiCPA Construction Conference
 - **Dec 4th** – Strategic Planning Meeting 10 am – 5 pm
 - **Dec 4th** – Chapter Leadership Dinner Christner’s 6 pm
- New Business
 - 2024 Slate of Board and Committee Leaders Evans
 - a. 2024 Board Election **Action Item**
 - b. 2024 Committee Chair Appointments **Action Item**
 - c. 2024 National Board Representatives **Action Item**
- Old Business
 - Chapter Growth Grant
 - By-laws

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Next Board Meeting is November 20, 2023 @ 3:30 p.m. via ZOOM
Board documents can be found at: abccentralflorida.com/bod/

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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

September 18, 2023

PRESIDING: Chris Evans, Brasfield & Gorrie, LLC

BOARD MEMBERS PRESENT

Jason Albu	Director	Albu & Associates, Inc.
Ray Bastin	Treasurer	Withum
Charles Bracco	Director	Modern Plumbing Industries, Inc
Roy Burkett	Vice Chair	S. I. Goldman Company, Inc.
Chris Evans	Chair	Brasfield & Gorrie, LLC
Juan Garcia	Vice-Chair	PCL Construction Services, Inc.
Roxana Hernandez	Director	Turner Construction Co.
C. L. Janeski	Director	Tri-City Electrical Contractors
Michael Jordan	Director	Lithko Contracting
Debbie Rodriguez	Director	Competitive Edge Partners
David Schultz	Director	CEMEX
Scott Scruby	Director	Sunbelt Rentals
Jonathan Sheppard	Director	Austin Commercial, LP
John Smalley	Director	Hensel Phelps
Chad Tinetti	Director	Tavistock Development
Oskar Torres	Director	Towers Construction Company
Derrick Valkenburg	Director	Shutts & Bowen
Matt Walton	Director	MiGre Engineers, LLC

BOARD MEMBERS ABSENT

Kevin Bradford	Director	Charles Perry Partners, Inc.
Earl Lomas	Director	Terry's Electric, Inc.
Willis Milner	Director	Balfour Beatty
Michael Parks	Past-Chair	Hoar Construction, LLC
Thomas P. Wert	Vice Chair	Dean Mead Attorneys at Law

BOARD MEMBERS ON ZOOM

Julie Holmes	Chair-Elect	JK2 Scenic
John Kurtz	Director	Gilbane Building Company
Jonathan Sheppard	Director	Austin Commercial, LP

GENERAL COUNSEL ON ZOOM

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
Cat Wert	Membership Directory
Nancy Wray	VP & COO

GUESTS

CALL TO ORDER

- **GARCIA** called the board meeting to order at 3:33PM with the Pledge of Allegiance.

CONSENT AGENDA

1. MINUTES

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

2. FINANCIALS

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

NEW MEMBER COMPANIES

ASAP Installations, LLC	Category 7
Cypress Risk Partners, LLC	Category 1
Safeway Electric	Category 7

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

COMMITTEE LIAISON REPORTS

- **GARCIA** reviewed upcoming National Board meetings.
 - **GARCIA and HOLMES** will be attending the ABC Leadership Institute in November.
 - **DAUGHERTY** Craft Competition will be meeting in Milwaukee to start planning for National Convention in March. Separate meeting requested with Milwaukee Tool and local support to address punch list for 2024.
- **C. WERT** gave a membership development update.
 - 53 new members companies for 2023, behind 2022 by about 12 members. Goal for the year is 90.
 - Contactor percentage is at 58.9%
 - Google docs available to access for the new member and future member call lists as well as active member lists.
 - RSVP to the membership blitz if you have not already.
 - October starts the 15 for 12 month membership promotion.
- **WALTON** gave a government affairs update.
 - Registration for LegCon, January 17-18, 2024, is open. Sign up early to get a room at the DoubleTree
 - PAC Fund is over \$62K.
 - ABC National has webinars going out about "CEMEX Ruling" and how it can affect your company.
- **GARCIA** gave an update on the Workforce Council.
 - Application process is open until October 31 to apply for a Workforce Enhancement Grant. If you miss this window, there will be another opportunity in the spring.
 - Council will review the applications as they come in so they can be presented to the board for approval.
 - **EVANS** Tech Innovation Lab should have finalized plans submitted for permits soon. Trimmer Grant will fund the project as the receipts are submitted. Target end date is February.

- Once drawings are nailed down, there will be a list for members to donate labor/materials.
- **GARCIA** Casino Night ended with over \$50k raised for the Workforce Enhancement Fund.
- **RODRIGUEZ** 9 lanes left for the iBuild bowling event to raise money. The event is from 6-9PM on September 29. If you can't attend, you can also donate a raffle prize.
- **DAUGHTERY** ABC Staff attended the ACT Golf Tournament with an on course sponsorship, heavy union presence at the event. ACT is working on a Go Kart Race in November to raise money.
- **GARCIA** Training & Development outreach to education and HR contacts at member companies to plan for 2024 classes.
 - Central Florida has been selected to host the ABC National Project Management Institute in 2024. Two week program, one week in January and one week in March.
- **EVANS** the Seminole State Student Chapter had a meet and greet with ABC Leadership on September 13.
- UCF Chapter has a tailgate coming up in September 30 and a meeting October 5.
- **HOLMES** gave an update on the Young Professionals Group.
 - Will have a booth at the Expo that is college themed.
 - The Thanksgiving food drive is going on in the office up until the holiday.
- **HERNANDEZ** gave an update from the Safety Committee.
 - Upcoming ACFS Safety Day is coming up on September 16, Michele Daugherty will be speaking at the event.
 - Looking to get more safety oriented individuals engaged in the committee.
 - Suicide Prevention Month will have a QR Code that going out on jobsites with suicide statistics and prevention. ABC and Competitive Edge Partnering together for the project.
- **TORRES** gave an update on EIC.
 - The banquet is on October 14 at the Hilton Orlando. Low on seats, sign up company if you have not already.
 - POY judging is coming up, need a couple more judges.
 - Push sublists, owners, developers, etc. to attend as the 50th Anniversary Gala and not just for people that submitted projects for EIC.

PRESIDENT'S REPORT

- **DAUGHERTY** be sure to invite prospective members to the Construction Expo, September 21. As board members, make sure you check in at the ABC booth to get credit for attending.

OLD BUSINESS

- NARCAN training scheduled for September 25 and 28. If you're company is interested in the training you can request training to be brought to you.
- Will updated on Chapter Growth Grant once decision is made.
- Will be sending out a By-Laws review.

NEW BUSINESS

- **DAUGHERTY** we will not be changing our dues structure this year, too much potential to lose members with reduced amount of categories. Chapter has the highest dues than any other chapter in the state. No dues increases this year.
- The board ballot has been emailed out. There were some changes prior to it being sent out from what the nominating committee agreed on due to various reasons that people withdrew. Primary contacts for each member company to vote. Voting closes September 30.
- Save the dates are coming for the Strategic Planning Conference. It will be open to the board and the chairs of all the committees. Board Dinner will be on December 4 afterwards.

- **RODRIGUEZ** gave out stress balls to everyone with multiple uses.

NEXT MEETING

- October 16, 2023, at 3:30 PM

ADJOURNMENT

- **GARCIA** adjourned the meeting at 4:40 PM.

TD 9/18/2023

Associated Builders and Contractors, Inc.

Balance Sheet

As of August 31, 2023

	Aug 31, 23	Aug 31, 22
ASSETS		
Current Assets		
Checking/Savings		
11001 - Operating Accounts		
11000 - Petty Cash	500.00	1,535.29
11026 - Winter Park Bank Operating	124,228.65	65,898.13
11030 - Winter Park Bank -Money Market	542,038.85	738,768.26
Total 11001 - Operating Accounts	666,767.50	806,201.68
11002 - Reserve Funds		
11010 - Raymond James Investment Acct		
1101.01 - CD 5.3% MA 11-30-23	150,000.00	0.00
1101.02 - CD2 5.3% MA 11-30-23	150,000.00	0.00
1101.03 - WEF CD 5.2% MA 11-13-23	100,000.00	0.00
11010 - Raymond James Investment Acct - Other	728,859.04	716,906.30
Total 11010 - Raymond James Investment Acct	1,128,859.04	716,906.30
Total 11002 - Reserve Funds	1,128,859.04	716,906.30
11003 - Workforce Funds	145,284.76	178,832.15
Total Checking/Savings	1,940,911.30	1,701,940.13
Accounts Receivable	40,769.18	38,475.50
Other Current Assets		
11200 - Prepaid National Dues	113,312.73	93,395.57
11210 - Prepaid State Dues	29,603.98	25,387.58
11220 - Prepaid Insurance	7,358.53	8,197.98
11230 - Prepaid Expenses	31,047.31	18,798.63
11240 - Inventory	4,887.17	2,992.34
Total Other Current Assets	186,209.72	148,772.10
Total Current Assets	2,167,890.20	1,889,187.73
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	-1,388,206.92	-1,307,847.56
Total Fixed Assets	1,376,673.56	1,459,591.92
Other Assets	618.30	618.30
TOTAL ASSETS	3,545,182.06	3,349,397.95
LIABILITIES & EQUITY		
Liabilities		
Current Liabilities		
Accounts Payable	4,553.72	-16,754.25
Other Current Liabilities		
22100 - Sales Tax Payable	272.95	-32.82

Associated Builders and Contractors, Inc.

Balance Sheet

As of August 31, 2023

	Aug 31, 23	Aug 31, 22
22110 • Accrued Property Taxes	34,419.20	28,466.64
22112 • Equipment Lease - ST	2,873.76	2,779.75
22201 • Tenant Security Deposits	6,776.80	6,426.80
22202 • Future Events Income	311,130.75	318,432.62
22203 • Member & Training Services	1,458.82	48,362.28
22204 • Renewing Member Due- 2024	0.00	369,343.90
22206 • Renewing Member Due- 2023	432,038.72	0.00
22207 • New Member Dues- 2023	55,876.90	0.00
22208 • New Member Dues-2024	0.00	26,635.18
22209 • VIP Sponsorship	137,281.48	150,410.84
22210 • 2022 New Member Credit to 2023	29,135.64	83,272.25
22211 • PAC Funds	0.00	3,490.00
22300 • Trimmer Constr. Ed. Payable	150.00	0.00
22301 • Free Enterprise All. Payable	150.00	0.00
22305 • Workforce Enhancement Fund	1,015.83	756.67
Total Other Current Liabilities	1,012,580.85	1,038,344.11
Total Current Liabilities	1,017,134.57	1,021,589.86
Long Term Liabilities	9,563.09	18,090.04
Total Liabilities	1,026,697.66	1,039,679.90
Equity		
30000 • Opening Bal Equity	0.00	604,557.55
31100 • Retained Earnings	2,436,985.69	1,756,100.62
Net Income	81,498.71	-50,940.12
Total Equity	2,518,484.40	2,309,718.05
TOTAL LIABILITIES & EQUITY	3,545,182.06	3,349,397.95

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

	Aug 23	Budget	Jan - Aug 23	YTD Budget	Annual Budget
Ordinary Income/Expense					
Income					
40000 · Membership Income					
41000 · New Member Dues	13,969.23	19,453.92	66,718.10	155,631.36	233,447.04
41010 · Renewing Member Dues	115,293.60	98,194.34	875,436.72	785,554.72	1,178,332.08
41020 · Enrollment Fee	300.00	708.33	5,255.00	5,666.68	8,500.00
41030 · Membership Promotion	0.00	0.00	230.00	500.00	1,000.00
46030 · Job Site Signs Sales	212.96	300.00	2,956.53	2,400.00	3,500.00
Total 40000 · Membership Income	129,775.79	118,656.59	950,596.35	949,752.76	1,424,779.12
40100 · Events Income					
44000 · Meetings (Ticket Event)					
440001 · Builders Breakfast	19,875.00	2,555.00	31,565.00	15,330.00	25,550.00
440003 · Sporting Clay Shoot	0.00	0.00	0.00	0.00	45,600.00
440005 · Poker Run	0.00	0.00	4,035.00	4,225.00	4,225.00
440006 · Legislative Hobnob	0.00	0.00	9,500.00	17,350.00	17,350.00
440007 · Pop Stroke	0.00	0.00	11,460.00	20,100.00	20,100.00
44000 · Meetings (Ticket Event) - Other	0.00	0.00	12,000.00	0.00	0.00
Total 44000 · Meetings (Ticket Event)	19,875.00	2,555.00	68,560.00	57,005.00	112,825.00
44010 · Golf Tournaments	-325.00	0.00	154,943.00	160,740.00	248,325.00
44030 · Construction Expo	-650.00	0.00	-650.00	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	0.00	0.00	805.00	0.00	376,575.00
44100 · Sponsored Events					
44101 · Chili Cook-Off	0.00	0.00	0.00	0.00	14,125.00
44102 · ABC on Tap	4,500.00	6,000.00	16,500.00	18,000.00	24,000.00
44100 · Sponsored Events - Other	0.00	0.00	8,400.00	8,000.00	12,500.00
Total 44100 · Sponsored Events	4,500.00	6,000.00	24,900.00	26,000.00	50,625.00
44105 · Young Professionals Events	250.00	1,500.00	5,465.00	5,475.00	7,175.00
Total 40100 · Events Income	23,650.00	10,055.00	283,273.00	277,170.00	923,475.00
40200 · Training and Development Income					
43000 · Seminars Registration	2,345.60	25,141.44	71,776.31	98,331.55	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	9,000.00	0.00	9,000.00	9,000.00
Total 40200 · Training and Development Income	2,345.60	34,141.44	151,163.31	169,383.55	304,438.00
40300 · Advertising & Marketing Income					
45000 · BCF Magazine Advertising	12,870.72	12,720.00	47,917.88	46,490.00	70,555.00
45010 · Membership Directory	0.00	0.00	49,115.00	52,000.00	52,000.00
45012 · Monthly Mailing Advertising	0.00	0.00	1,400.00	1,400.00	1,400.00
45015 · Website Advertising	0.00	100.00	10,600.00	7,675.00	7,775.00
45020 · Weekly Email Advertising	400.00	300.00	3,200.00	2,400.00	3,600.00
40300 · Advertising & Marketing Income - Other	0.00	300.00	0.00	1,500.00	1,800.00
Total 40300 · Advertising & Marketing Income	13,270.72	13,420.00	112,232.88	111,465.00	137,130.00
Total Income	169,042.11	176,273.03	1,497,265.54	1,507,771.31	2,789,822.12
Gross Profit	169,042.11	176,273.03	1,497,265.54	1,507,771.31	2,789,822.12
Expense					
60000 · Membership Expenses					
61040 · Member Fees & Promotion	1,208.50	2,300.00	17,087.39	18,400.00	27,600.00
Total 60000 · Membership Expenses	1,208.50	2,300.00	17,087.39	18,400.00	27,600.00
60100 · Events Expense					
64000 · Meetings (Ticket Event) Expense					
640001 · Builders Breakfast Expense	18,155.15	420.00	21,524.27	2,520.00	4,200.00
640003 · Sporting Clay Shoot Expense	0.00	0.00	0.00	0.00	30,900.00
640005 · Poker Run Expense	0.00	0.00	827.46	1,300.00	1,300.00
640006 · Legislative Hobnob Expense	0.00	0.00	4,028.94	6,500.00	6,500.00
640007 · Pop Stroke Expense	0.00	0.00	4,931.63	11,700.00	11,700.00
64000 · Meetings (Ticket Event) Expense - Other	484.31	0.00	12,900.88	0.00	0.00
Total 64000 · Meetings (Ticket Event) Expense	18,639.46	420.00	44,213.18	22,020.00	54,600.00

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

	Aug 23	Budget	Jan - Aug 23	YTD Budget	Annual Budget
64010 • Golf Tournaments Expense	0.00	0.00	92,345.22	100,740.00	144,575.00
64030 • Construction Expo Expense	0.00	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	0.00	0.00	4,604.19	0.00	266,575.00
64100 • Sponsored Events Exp					
64101 • Chili Cook-Off Expense	0.00	0.00	0.00	0.00	7,300.00
64102 • ABC on Tap Expense	1,731.58	2,000.00	4,356.52	6,000.00	8,000.00
64100 • Sponsored Events Exp - Other	0.00	0.00	2,092.56	2,000.00	4,700.00
Total 64100 • Sponsored Events Exp	1,731.58	2,000.00	6,449.08	8,000.00	20,000.00
64105 • Young Professionals Expense	45.96	500.00	3,650.72	4,100.00	5,000.00
64107 • VIP Expenses	0.00	0.00	4,759.97	6,500.00	6,500.00
64112 • Meetings & Events General Exps.	198.58	300.00	2,671.86	2,400.00	3,500.00
Total 60100 • Events Expense	20,615.58	3,220.00	166,748.72	152,110.00	552,900.00
60200 • Traning and Develoment Expense					
63000 • Seminar Expense	898.72	11,407.00	25,648.69	43,515.00	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	6,000.00	0.00	6,000.00	6,000.00
60200 • Traning and Develoment Expense - Other	40.59		40.59		
Total 60200 • Traning and Develoment Expense	939.31	17,407.00	55,372.25	81,210.00	175,674.00
60300 • Advertising & Marketing Expense					
65000 • BCF Magazine Expense	4,064.11	3,875.00	16,853.92	17,300.00	26,000.00
65010 • Membership Directory Expense	0.00	0.00	9,552.50	9,500.00	9,500.00
65012 • Monthly Mailing Expense	688.23	550.00	6,907.76	4,400.00	6,600.00
Total 60300 • Advertising & Marketing Expense	4,752.34	4,425.00	33,314.18	31,200.00	42,100.00
60400 • General and Administrative					
65030 • Internet Website	80.00	583.33	2,222.00	4,666.68	7,000.00
66050 • Personnel Expenses	91,079.60	94,633.38	715,889.65	757,067.08	1,185,600.60
66060 • Insurances	1,681.54	2,000.00	13,632.78	16,000.00	24,000.00
67050 • Staff & Team Development	230.76	750.00	3,021.23	6,000.00	9,000.00
68000 • Auto Expense	1,000.00	1,250.00	8,200.00	10,000.00	15,000.00
68200 • President's Expense	274.29	166.67	683.15	1,333.32	2,000.00
68210 • Board of Directors Meetings	494.19	833.34	2,839.38	6,666.68	10,000.00
68220 • Committee Meetings	241.52	291.67	1,446.86	2,333.32	3,500.00
69000 • Utilities	4,808.13	3,250.00	27,598.18	26,000.00	39,000.00
69020 • Property Taxes	4,526.44	4,377.08	34,992.50	35,016.68	52,525.00
69030 • Janitorial & Cleaning	1,065.00	1,165.00	8,793.59	9,320.00	13,980.00
69040 • Building Supplies/Maintenance	3,661.10	4,342.50	23,906.50	34,740.00	52,110.00
69100 • Administrative - Postage	-22.24	41.67	41.71	333.32	500.00
69120 • Telephone & Data Expense	923.55	1,125.00	8,451.68	9,000.00	13,500.00
69190 • Computer Software	937.61	1,166.67	8,860.95	9,333.32	14,000.00
69200 • Leased Office Equipment	497.05	495.00	3,976.40	3,960.00	5,940.00
69210 • Office Supplies	240.95	416.67	2,161.73	3,333.32	5,000.00
69220 • Equipment R&M, Supplies	1,630.84	1,500.00	12,556.08	12,000.00	18,000.00
69300 • Advertising expense	0.00	100.00	1,964.44	600.00	1,000.00
69315 • Bank Charges	165.17	33.33	321.97	266.68	400.00
69325 • Interest Expense	36.49	36.49	346.93	346.93	473.05
69340 • Professional Services	2,000.00	416.66	15,220.10	14,033.36	15,700.00
69350 • Taxes & Licenses	0.00	25.00	652.04	200.00	300.00
69370 • Dues, Subscript., Sponsorships	425.00	100.00	451.39	800.00	1,200.00
69400 • Depreciation	6,823.17	7,083.33	54,585.36	56,666.68	85,000.00
Total 60400 • General and Administrative	122,800.16	126,182.79	952,816.60	1,020,017.37	1,574,728.65
61000 • National Dues	28,305.31	25,621.83	207,966.44	204,974.68	307,462.00
61020 • State Dues	7,393.96	6,956.25	52,214.77	55,650.00	83,475.00
61100 • National Meetings	0.00	2,375.70	30,555.85	19,005.20	28,508.00
68110 • State Meetings	0.00	0.00	6,293.36	7,000.00	7,000.00
68180 • Chapter Planning Conference	0.00	0.00	0.00	0.00	10,000.00
68190 • Other Conferences	0.00	100.00	0.00	600.00	1,000.00
69391 • Community Enrichment	289.99		9,831.48		

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

	<u>Aug 23</u>	<u>Budget</u>	<u>Jan - Aug 23</u>	<u>YTD Budget</u>	<u>Annual Budget</u>
Total Expense	186,305.15	188,588.57	1,532,201.04	1,590,167.25	2,810,447.65
Net Ordinary Income	-17,263.04	-12,315.54	-34,935.50	-82,395.94	-20,625.53
Other Income/Expense					
Other Income					
Student Chapter, net	0.00		0.00		
Workforce Fund, net					
44001 · Fundraising Income	68,595.00	0.00	68,595.00	0.00	0.00
46035 · Workforce Fund Income	0.00		10,957.00		
64001 · Fundraising Event Expense	-25,967.11		-26,805.58		
66035 · Workforce Fund Expense	0.00		-12,093.39		
Total Workforce Fund, net	42,627.89	0.00	40,653.03	0.00	0.00
47000 · Interest Income	1,727.29	833.33	17,243.31	6,666.68	10,000.00
47010 · General Income	447.07		1,997.45		
47012 · Rental Income					
470122 · First Floor Lease Space					
470125 · Astronaut Lease Ste101-1,500	1,500.00	1,500.00	12,000.00	12,000.00	18,000.00
470126 · Empire Elect ste102 - 1,666.25	1,666.25	1,666.25	13,330.00	13,330.00	19,995.00
470127 · United Form ste103-1,350.00	1,350.00	1,350.00	10,800.00	10,800.00	16,200.00
Total 470122 · First Floor Lease Space	4,516.25	4,516.25	36,130.00	36,130.00	54,195.00
470123 · Classroom rental	787.22	208.33	6,437.22	1,666.68	2,500.00
470124 · Rental Supplies	195.00		1,347.00		
69392 · Rental Expense	0.00	-20.83	-182.22	-166.68	-250.00
47012 · Rental Income - Other	350.00		1,750.00		
Total 47012 · Rental Income	5,848.47	4,703.75	45,482.00	37,630.00	56,445.00
47020 · Gain (Loss) on Investment/Asset	-6,629.63		11,058.42		
Total Other Income	44,021.09	5,537.08	116,434.21	44,296.68	66,445.00
Net Other Income	44,021.09	5,537.08	116,434.21	44,296.68	66,445.00
Net Income	<u>26,758.05</u>	<u>-6,778.46</u>	<u>81,498.71</u>	<u>-38,099.26</u>	<u>45,819.47</u>

Associated Builders and Contractors, Inc.

Balance Sheet

As of September 30, 2023

	Sep 30, 23	Sep 30, 22
ASSETS		
Current Assets		
Checking/Savings		
11001 - Operating Accounts		
11000 - Petty Cash	500.00	645.79
11026 - Winter Park Bank Operating	108,925.13	62,299.91
11030 - Winter Park Bank -Money Market	442,838.76	689,151.88
Total 11001 - Operating Accounts	552,263.89	752,097.58
11002 - Reserve Funds		
11010 - Raymond James Investment Acct		
1101.01 - CD 5.3% MA 11-30-23	150,000.00	0.00
1101.02 - CD2 5.3% MA 11-30-23	150,000.00	0.00
1101.03 - WEF CD 5.2% MA 11-13-23	100,000.00	0.00
11010 - Raymond James Investment Acct - Other	717,242.67	694,860.68
Total 11010 - Raymond James Investment Acct	1,117,242.67	694,860.68
Total 11002 - Reserve Funds	1,117,242.67	694,860.68
11003 - Workforce Funds	146,420.59	222,979.43
Total Checking/Savings	1,815,927.15	1,669,937.69
Accounts Receivable	46,996.90	11,820.50
Other Current Assets		
11200 - Prepaid National Dues	85,580.42	70,451.23
11210 - Prepaid State Dues	22,716.27	19,153.20
11220 - Prepaid Insurance	5,676.99	6,447.70
11230 - Prepaid Expenses	35,355.03	21,230.29
11240 - Inventory	4,492.57	2,992.34
1499 - Undeposited Funds	4,187.69	0.00
Total Other Current Assets	158,008.97	120,274.76
Total Current Assets	2,020,933.02	1,802,032.95
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	-1,395,030.09	-1,314,930.56
Total Fixed Assets	1,369,850.39	1,452,508.92
Other Assets	618.30	618.30
TOTAL ASSETS	3,391,401.71	3,255,160.17
LIABILITIES & EQUITY		
Liabilities		
Current Liabilities		
Accounts Payable	5,576.48	25,616.17
Other Current Liabilities		

Associated Builders and Contractors, Inc.

Balance Sheet

As of September 30, 2023

	Sep 30, 23	Sep 30, 22
22100 • Sales Tax Payable	312.80	69.65
22110 • Accrued Property Taxes	38,945.64	32,024.97
22112 • Equipment Lease - ST	2,158.27	2,087.67
22201 • Tenant Security Deposits	6,776.80	6,426.80
22202 • Future Events Income	182,085.98	206,042.93
22203 • Member & Training Services	42,317.62	79,948.70
22204 • Renewing Member Due- 2024	0.00	277,007.93
22205 • Partial Pays Renew/New Members	2,631.00	0.00
22206 • Renewing Member Due- 2023	324,029.04	0.00
22207 • New Member Dues- 2023	47,246.92	0.00
22208 • New Member Dues-2024	0.00	19,976.40
22209 • VIP Sponsorship	110,421.48	111,074.12
22210 • 2022 New Member Credit to 2023	21,851.72	77,430.58
22211 • PAC Funds	0.00	3,490.00
22300 • Trimmer Constr. Ed. Payable	150.00	0.00
22301 • Free Enterprise All. Payable	150.00	0.00
Total Other Current Liabilities	779,077.27	815,579.75
Total Current Liabilities	784,653.75	841,195.92
Long Term Liabilities	9,563.09	18,090.04
Total Liabilities	794,216.84	859,285.96
Equity		
30000 • Opening Bal Equity	0.00	604,557.55
31100 • Retained Earnings	2,436,985.69	1,756,100.62
Net Income	160,199.18	35,216.04
Total Equity	2,597,184.87	2,395,874.21
TOTAL LIABILITIES & EQUITY	3,391,401.71	3,255,160.17

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

	Sep 23	Budget	Jan - Sep 23	YTD Budget	Annual Budget
Ordinary Income/Expense					
Income					
40000 · Membership Income					
41000 · New Member Dues	15,748.98	19,453.92	82,467.08	175,085.28	233,447.04
41010 · Renewing Member Dues	115,293.60	98,194.34	990,730.32	883,749.06	1,178,332.08
41020 · Enrollment Fee	400.00	708.33	5,655.00	6,375.01	8,500.00
41030 · Membership Promotion	0.00	500.00	230.00	1,000.00	1,000.00
46030 · Job Site Signs Sales	701.15	300.00	3,657.68	2,700.00	3,500.00
Total 40000 · Membership Income	132,143.73	119,156.59	1,082,740.08	1,068,909.35	1,424,779.12
40100 · Events Income					
44000 · Meetings (Ticket Event)					
440001 · Builders Breakfast	1,310.00	2,555.00	32,875.00	17,885.00	25,550.00
440003 · Sporting Clay Shoot	0.00	0.00	0.00	0.00	45,600.00
440005 · Poker Run	0.00	0.00	4,035.00	4,225.00	4,225.00
440006 · Legislative Hobnob	0.00	0.00	9,500.00	17,350.00	17,350.00
440007 · Pop Stroke	0.00	0.00	11,460.00	20,100.00	20,100.00
44000 · Meetings (Ticket Event) - Other	0.00	0.00	12,000.00	0.00	0.00
Total 44000 · Meetings (Ticket Event)	1,310.00	2,555.00	69,870.00	59,560.00	112,825.00
44010 · Golf Tournaments	83,104.70	87,585.00	238,047.70	248,325.00	248,325.00
44030 · Construction Expo	111,500.00	100,000.00	110,850.00	100,000.00	100,000.00
44040 · GC Connect	0.00	0.00	29,250.00	27,950.00	27,950.00
44050 · EIC Construction Awards	-200.00	0.00	605.00	0.00	376,575.00
44100 · Sponsored Events	-795.00	0.00	24,105.00	26,000.00	50,625.00
44105 · Young Professionals Events	0.00	0.00	5,465.00	5,475.00	7,175.00
Total 40100 · Events Income	194,919.70	190,140.00	478,192.70	467,310.00	923,475.00
40200 · Training and Development Income					
43000 · Seminars Registration	1,956.00	22,218.45	73,732.31	120,550.00	128,458.00
43035 · Nexgen	7,150.00	6,176.00	42,102.00	38,228.00	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	88,000.00	0.00	88,000.00	88,000.00
43042 · State of Construction	0.00	0.00	0.00	9,000.00	9,000.00
Total 40200 · Training and Development Income	9,106.00	116,394.45	160,269.31	285,778.00	304,438.00
40300 · Advertising & Marketing Income					
45000 · BCF Magazine Advertising	0.00	0.00	47,917.88	46,490.00	70,555.00
45010 · Membership Directory	0.00	0.00	49,115.00	52,000.00	52,000.00
45012 · Monthly Mailing Advertising	0.00	0.00	1,400.00	1,400.00	1,400.00
45015 · Website Advertising	0.00	100.00	10,600.00	7,775.00	7,775.00
45020 · Weekly Email Advertising	400.00	300.00	3,600.00	2,700.00	3,600.00
40300 · Advertising & Marketing Income - Other	0.00	0.00	0.00	1,500.00	1,800.00
Total 40300 · Advertising & Marketing Income	400.00	400.00	112,632.88	111,865.00	137,130.00
Total Income	336,569.43	426,091.04	1,833,834.97	1,933,862.35	2,789,822.12
Gross Profit	336,569.43	426,091.04	1,833,834.97	1,933,862.35	2,789,822.12
Expense					
60000 · Membership Expenses					
61040 · Member Fees & Promotion	5,206.69	2,300.00	22,294.08	20,700.00	27,600.00
Total 60000 · Membership Expenses	5,206.69	2,300.00	22,294.08	20,700.00	27,600.00
60100 · Events Expense					
64000 · Meetings (Ticket Event) Expense					
640001 · Builders Breakfast Expense	438.72	420.00	21,962.99	2,940.00	4,200.00
640003 · Sporting Clay Shoot Expense	0.00	0.00	0.00	0.00	30,900.00
640005 · Poker Run Expense	0.00	0.00	827.46	1,300.00	1,300.00
640006 · Legislative Hobnob Expense	0.00	0.00	4,028.94	6,500.00	6,500.00
640007 · Pop Stroke Expense	0.00	0.00	4,931.63	11,700.00	11,700.00
64000 · Meetings (Ticket Event) Expense - Other	34.08	0.00	12,934.96	0.00	0.00
Total 64000 · Meetings (Ticket Event) Expense	472.80	420.00	44,685.98	22,440.00	54,600.00
64010 · Golf Tournaments Expense	42,047.62	43,835.00	134,392.84	144,575.00	144,575.00
64030 · Construction Expo Expense	44,903.37	43,800.00	46,458.83	43,800.00	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	1,899.71	0.00	6,503.90	0.00	266,575.00

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

	Sep 23	Budget	Jan - Sep 23	YTD Budget	Annual Budget
64100 · Sponsored Events Exp	0.87	0.00	6,449.95	8,000.00	20,000.00
64105 · Young Professionals Expense	141.12	0.00	3,791.84	4,100.00	5,000.00
64107 · VIP Expenses	0.00	0.00	4,759.97	6,500.00	6,500.00
64112 · Meetings & Events General Exps.	277.24	275.00	2,949.10	2,675.00	3,500.00
Total 60100 · Events Expense	89,742.73	88,330.00	256,491.45	240,440.00	552,900.00
60200 · Traning and Develoment Expense					
63000 · Seminar Expense	1,197.99	10,824.00	26,846.68	54,339.00	56,879.00
63035 · Nexgen Expense	1,779.32	4,850.00	8,165.97	14,545.00	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	68,500.00	0.00	68,500.00	68,500.00
63042 · State of Construction Expense	0.00	0.00	0.00	6,000.00	6,000.00
60200 · Traning and Develoment Expense - Other	0.00		40.59		
Total 60200 · Traning and Develoment Expense	2,977.31	84,174.00	58,349.56	165,384.00	175,674.00
60300 · Advertising & Marketing Expense					
65000 · BCF Magazine Expense	137.37	450.00	16,991.29	17,750.00	26,000.00
65010 · Membership Directory Expense	0.00	0.00	9,552.50	9,500.00	9,500.00
65012 · Monthly Mailing Expense	701.23	550.00	7,608.99	4,950.00	6,600.00
Total 60300 · Advertising & Marketing Expense	838.60	1,000.00	34,152.78	32,200.00	42,100.00
60400 · General and Administrative					
65030 · Internet Website	365.86	583.33	2,587.86	5,250.01	7,000.00
66050 · Personnel Expenses	81,607.19	94,633.38	797,496.84	851,700.46	1,185,600.60
66060 · Insurances	1,681.54	2,000.00	15,314.32	18,000.00	24,000.00
67050 · Staff & Team Development	2,848.31	750.00	5,869.54	6,750.00	9,000.00
68000 · Auto Expense	1,050.00	1,250.00	9,250.00	11,250.00	15,000.00
68200 · President's Expense	-3.48	166.67	679.67	1,499.99	2,000.00
68210 · Board of Directors Meetings	357.89	833.33	3,197.27	7,500.01	10,000.00
68220 · Committee Meetings	59.84	291.67	1,506.70	2,624.99	3,500.00
69000 · Utilities	5,040.15	3,250.00	32,638.33	29,250.00	39,000.00
69020 · Property Taxes	4,526.44	4,377.08	39,518.94	39,393.76	52,525.00
69030 · Janitorial & Cleaning	1,334.41	1,165.00	10,128.00	10,485.00	13,980.00
69040 · Building Supplies/Maintenance	5,251.08	4,342.50	29,157.58	39,082.50	52,110.00
69100 · Administrative - Postage	-4.47	41.67	37.24	374.99	500.00
69120 · Telephone & Data Expense	923.55	1,125.00	9,375.23	10,125.00	13,500.00
69190 · Computer Software	980.51	1,166.67	9,841.46	10,499.99	14,000.00
69200 · Leased Office Equipment	497.05	495.00	4,473.45	4,455.00	5,940.00
69210 · Office Supplies	429.89	416.67	2,591.62	3,749.99	5,000.00
69220 · Equipment R&M, Supplies	2,121.07	1,500.00	14,677.15	13,500.00	18,000.00
69300 · Advertising expense	3,475.00	100.00	5,439.44	700.00	1,000.00
69315 · Bank Charges	-10.00	33.33	311.97	300.01	400.00
69325 · Interest Expense	34.51	34.51	381.44	381.44	473.05
69340 · Professional Services	0.00	416.66	15,220.10	14,450.02	15,700.00
69350 · Taxes & Licenses	0.00	25.00	652.04	225.00	300.00
69370 · Dues, Subscript., Sponsorships	0.00	100.00	451.39	900.00	1,200.00
69400 · Depreciation	6,823.17	7,083.33	61,408.53	63,750.01	85,000.00
Total 60400 · General and Administrative	119,389.51	126,180.80	1,072,206.11	1,146,198.17	1,574,728.65
61000 · National Dues	28,496.31	25,621.83	236,462.75	230,596.51	307,462.00
61020 · State Dues	7,562.71	6,956.25	59,777.48	62,606.25	83,475.00
61100 · National Meetings	0.00	2,375.70	30,555.85	21,380.90	28,508.00
68110 · State Meetings	247.55	0.00	6,540.91	7,000.00	7,000.00
68180 · Chapter Planning Conference	0.00	10,000.00	0.00	10,000.00	10,000.00
68190 · Other Conferences	0.00	100.00	0.00	700.00	1,000.00
69391 · Community Enrichment	364.67		10,196.15		
Total Expense	254,826.08	347,038.58	1,787,027.12	1,937,205.83	2,810,447.65
Net Ordinary Income	81,743.35	79,052.46	46,807.85	-3,343.48	-20,625.53
Other Income/Expense					
Other Income					
Student Chapter, net	0.00		0.00		
Workforce Fund, net					
44001 · Fundraising Income	121.28	0.00	68,716.28	0.00	0.00
46035 · Workforce Fund Income	1,135.83		12,092.83		

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

	Sep 23	Budget	Jan - Sep 23	YTD Budget	Annual Budget
64001 · Fundraising Event Expense	0.00		-26,805.58		
66035 · Workforce Fund Expense	0.00		-12,093.39		
Total Workforce Fund, net	1,257.11	0.00	41,910.14	0.00	0.00
47000 · Interest Income	3,911.00	833.33	21,154.31	7,500.01	10,000.00
47010 · General Income	446.49		2,443.94		
47012 · Rental Income					
470122 · First Floor Lease Space					
470125 · Astronaut Lease Ste101-1,500	1,500.00	1,500.00	13,500.00	13,500.00	18,000.00
470126 · Empire Elect ste102 - 1,666.25	1,666.25	1,666.25	14,996.25	14,996.25	19,995.00
470127 · United Form ste103-1,350.00	1,350.00	1,350.00	12,150.00	12,150.00	16,200.00
Total 470122 · First Floor Lease Space	4,516.25	4,516.25	40,646.25	40,646.25	54,195.00
470123 · Classroom rental	893.73	208.33	7,330.95	1,875.01	2,500.00
470124 · Rental Supplies	310.00		1,657.00		
69392 · Rental Expense	0.00	-20.83	-182.22	-187.51	-250.00
47012 · Rental Income - Other	350.00		2,100.00		
Total 47012 · Rental Income	6,069.98	4,703.75	51,551.98	42,333.75	56,445.00
47020 · Gain (Loss) on Investment/Asset	-14,727.46		-3,669.04		
Total Other Income	-3,042.88	5,537.08	113,391.33	49,833.76	66,445.00
Net Other Income	-3,042.88	5,537.08	113,391.33	49,833.76	66,445.00
Net Income	<u>78,700.47</u>	<u>84,589.54</u>	<u>160,199.18</u>	<u>46,490.28</u>	<u>45,819.47</u>

Associated Builders and Contractors, Inc.

A/R Aging Summary

As of September 30, 2023

	Current	1 - 30	31 - 60	61 - 90	> 90	TOTAL
ABC Insurance Trust - C	0.00	1,550.00	0.00	0.00	0.00	1,550.00
American Pools & Spas	0.00	0.00	0.00	0.00	400.00	400.00
Amphibious Medics	0.00	0.00	0.00	175.00	1,000.00	1,175.00
Armstrong Air & Heating, Inc.	0.00	0.00	0.00	0.00	150.00	150.00
Balfour Beatty Construction(Centex)	0.00	20.00	0.00	2,000.00	0.00	2,020.00
Brasfield & Gorrie General Contractor, LL	0.00	1,300.00	0.00	0.00	0.00	1,300.00
Bright Future Electric LLC	0.00	0.00	0.00	0.00	345.00	345.00
Brown & Brown Insurance, Inc.	0.00	800.00	0.00	0.00	0.00	800.00
Charles Perry Partners, Inc.	0.00	550.00	0.00	0.00	0.00	550.00
Comprehensive Energy Services	0.00	0.00	0.00	0.00	300.00	300.00
CORE Construction Services of FL, LLC	0.00	0.00	0.00	0.00	100.00	100.00
Creative Multicare Inc	0.00	0.00	0.00	0.00	120.00	120.00
Cross Enterprises of Central Florida, Inc	0.00	0.00	0.00	0.00	150.00	150.00
Daaxit, Inc.	0.00	1,084.00	0.00	0.00	0.00	1,084.00
ECRS - East Coast Rigging & Scaffolding	0.00	0.00	0.00	0.00	150.00	150.00
EFCO Forms	0.00	0.00	0.00	0.00	230.00	230.00
ERC Provider	0.00	0.00	0.00	0.00	150.00	150.00
Finrock Construction, LLC	0.00	0.00	500.00	0.00	0.00	500.00
Gaylor Electric, Inc.	0.00	800.00	0.00	0.00	0.00	800.00
Guignard Company	0.00	350.00	0.00	0.00	0.00	350.00
Mader Southeast	0.00	0.00	0.00	89.00	0.00	89.00
MEC Contractors - Engineers	0.00	650.00	0.00	0.00	0.00	650.00
Milwaukee Electric Tool Corp	0.00	5,000.00	0.00	4,331.45	6,903.91	16,235.36
National Trench Safety, LLC	0.00	1,450.00	0.00	0.00	0.00	1,450.00
Orange Plumbing Inc	0.00	0.00	0.00	0.00	300.00	300.00
Owen Electric Company, Inc.	0.00	0.00	0.00	0.00	20.00	20.00
People Ready (Formerly Labor Ready)	0.00	50.00	0.00	0.00	0.00	50.00
Plumbing Industry Professional Ed.	0.00	0.00	0.00	0.00	4,558.16	4,558.16
Ribeiro Stones, LLC	0.00	0.00	0.00	0.00	150.00	150.00
Shutts & Bowen, LLP	0.00	0.00	0.00	0.00	500.00	500.00
SmartBuild	0.00	0.00	0.00	0.00	5,000.00	5,000.00
Speedy Concrete Cutting of Cent. FI	0.00	0.00	0.00	0.00	180.00	180.00
Sperry & Associates	0.00	0.00	0.00	0.00	200.00	200.00
Sunbelt Rentals	0.00	0.00	0.00	0.00	1,150.00	1,150.00
Talent-Corps	0.00	0.00	165.00	0.00	0.00	165.00
Tradesmen International, Inc.	0.00	0.00	0.00	0.00	-12.00	-12.00
Turner Construction Co.	0.00	20.00	1,429.50	0.00	317.88	1,767.38
Two Way Technology Systems Corporation	0.00	0.00	0.00	0.00	695.00	695.00
USI	0.00	0.00	0.00	0.00	150.00	150.00
VSC Fire & Security, Inc.(formerly Davey	0.00	0.00	0.00	0.00	100.00	100.00
Walbridge	0.00	650.00	0.00	0.00	0.00	650.00
Waste Pro USA	0.00	0.00	0.00	0.00	200.00	200.00
Wharton-Smith, Inc.	0.00	0.00	0.00	0.00	495.00	495.00
TOTAL	0.00	14,274.00	2,094.50	6,595.45	24,002.95	46,966.90

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

		This Statement	Year to Date
Value This Statement			
\$1,117,242.67			
Last Statement	Prior Year-End		
\$1,128,859.04	\$710,654.07		
Dollar-Weighted Performance*			
YTD	Annualized Since 05/07/2018		
1.51%	(0.07)%		
		Beginning Balance	\$1,128,859.04
		Deposits	\$0.00
		Income	\$3,111.09
		Withdrawals	\$0.00
		Expenses	\$0.00
		Change in Value	\$(14,727.46)
		Ending Balance	\$1,117,242.67

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.
- Realized gain/loss summary (Please see Cost Basis on the Understanding Your Statement page.)

Year-To-Date

- Short-term gains \$0.00
- Short-term losses \$0.00
- Long-term gains \$0.00



Important Messages (continued)

- Long-term losses
- Net Gain/Loss Total

\$0.00
\$0.00

Your Portfolio

For more information,
visit raymondjames.com/clientaccess

	Quantity	Price	Value	Gain or (Loss) ^o	Estimated Annual Income
Cash & Cash Alternatives					
Raymond James Bank Deposit Program ‡ 0.5% - Selected Sweep Option			\$223,071.86		\$1,115.35
Tristate Capital Bank			\$202,404.94		
Raymond James Bank			\$20,496.44		
JPMorgan Chase Bank NA			\$165.95		
Truist Bank			\$4.53		

Your bank priority state: FL

Participating banks recently added: Barclays Bank Delaware 07/31/2023; Pinnacle Bank 07/31/2023; UMB 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 RJB DP was calculated as of 09/25/2023.

Cash & Cash Alternatives Total **\$223,071.86** **\$1,115.35**

Mutual Funds

WESTERN ASSET CORE PLUS BOND FUND CL C M/F (WAPCX)	20,739.336	\$8.860	\$183,750.52	\$(53,239.80) ^B	\$5,972.93
Mutual Funds Total			\$183,750.52	\$(53,239.80)	\$5,972.93

Exchange-Traded Products (ETPs)

INVESCO QQQ (QQQ)	29.000	\$358.270	\$10,389.83	\$736.53	\$62.84
INVESCO S&P 500 EQUAL WEIGHT ETF (RSP)	186.000	\$141.690	\$26,354.34	\$4,146.11	\$474.11
SPDR S&P 500 ETF (SPY)	78.000	\$427.480	\$33,343.44	\$11,159.70	\$507.70
VANGUARD DIVIDEND APPRECIATION ETF (VIG)	261.000	\$155.380	\$40,554.18	\$10,801.36	\$825.02
Exchange-Traded Products Total			\$110,641.79	\$26,843.70	\$1,869.67

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					
CAPE COD 5 CENTS SAVINGS BANK HARWICH PORT, MA FDIC # 23287 CERTIFICATE OF DEPOSIT PAYS AT MATURITY 5.2000% DUE 11/13/2023 (13934CBD8) Accrued Interest: \$712.33 Ratings Information: Not Rated	\$100,000.00	\$99.971	\$99,971.00	\$(29.00)	\$5,200.00
INDEPENDENT BANK MCKINNEY, TX FDIC # 3076 CERTIFICATE OF DEPOSIT PAYS AT MATURITY 5.3000% DUE 11/30/2023 (45385JBB3) Accrued Interest: \$653.42 Ratings Information: Not Rated	\$150,000.00	\$99.974	\$149,961.00	\$(39.00)	\$7,950.00
LEADER BANK NA ARLINGTON, MA FDIC # 57134 CERTIFICATE OF DEPOSIT PAYS AT MATURITY 5.3000% DUE 12/28/2023 (52168UJM5) Accrued Interest: \$1,335.89 Ratings Information: Not Rated	\$100,000.00	\$99.945	\$99,945.00	\$(55.00)	\$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: \$1,364.93 Ratings Information: Not Rated	\$100,000.00	\$99.966	\$99,966.00	\$(34.00)	\$5,300.00
UMPQUA BANK ROSEBURG, OR FDIC # 17266 CERTIFICATE OF DEPOSIT PAYS AT MATURITY 5.3000% DUE 12/29/2023 (90421MFD0) Accrued Interest: \$675.21 Ratings Information: Not Rated	\$150,000.00	\$99.957	\$149,935.50	\$(64.50)	\$7,950.00
Fixed Income Total			\$599,778.50	\$(221.50)	\$31,700.00
Accrued Interest Total: \$4,741.78					

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



Your Portfolio (continued)

	Value	Gain or (Loss) [°]	Estimated Annual Income
Portfolio Total	\$1,117,242.67	\$(26,617.60)	\$40,657.95
Accrued Interest Total	\$4,741.78		
Portfolio Total with Accrued Interest	\$1,121,984.45		

^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				
09/01/2023	Dividend - Taxable	WESTERN ASSET CORE PLUS BOND FUND CL C M/F (WAPCX) \$.02809 per share x 20,676.750 shares		\$580.80
09/20/2023	Interest - Taxable	BANK OF INDIA NEW YORK, NY FDIC # 33648 CERTIFICATE OF DEPOSIT PAYS AT MATURITY 5.3000% DUE 09/20/2023 (06279K6C5) Paid on 200,000		\$2,381.37
09/22/2023	Dividend - Taxable	INVESCO S&P 500 EQUAL WEIGHT ETF (RSP) \$.63763 per share x 186.000 shares		\$118.60
09/29/2023	Interest at RJ Bank Deposit Program	Raymond James Bank Deposit Program		\$30.32
Income Total				\$3,111.09

Purchases, Sales and Redemptions

09/01/2023	Reinvest	WESTERN ASSET CORE PLUS BOND FUND CL C M/F (WAPCX) \$.02809 per share x 20,676.750 shares	62.586 \$9.28003	\$(580.80)
09/20/2023	Redemption	BANK OF INDIA NEW YORK, NY FDIC # 33648 CERTIFICATE OF DEPOSIT PAYS AT MATURITY 5.3000% DUE 09/20/2023 (06279K6C5) 09/20/23 BOND MATURES @ 100% 5.3% 09/20/23	(200,000.000) \$1.000	\$200,000.00





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

Total PAC Funds

\$60,597.03

UCF Student Chapter Funds

\$36,756.34

Workforce Enhancement Funds

\$246,838.76

Of which \$100,000 was put into a CD as of July.
November 2023 Maturity date.

Trimmer Construction Education Foundation Funds

\$18,650.00

Free Enterprise Alliance Funds

\$27,600.00

ABC Central Florida Membership Report

September 30, 2023



New Members - September 2023

COMPANY	CONTACT	CO. PHONE	CTG	TRADE	BOARD SPONSOR
Aries Building Systems, LLC	Michael Kennedy	888-598-6689	2	Modular complexes and mobile offices, portable storage	NA
CXEO Academy	Mike Trampetti	201-532-8989	1	Exec level education/training, construction consulting	NA
Rental Depot of Florida	Rudy Zelaya	407-750-4242	2	Construction equipment supplier	NA
Suncoast Post Tension	Ray Bontz	954-505-8964	2	Post-tensioning materials supplier	NA

Recruitment 2023

<i>New Member Companies</i>	
This Month:	4
YTD:	57
Goal:	90
Percentage of Goal	63.3%

\$12,639.00 Current Month New Members
\$123,615.00 YTD New Members
56.4% Percentage of Budget



2023 Retention (as of 9/30/2023)

<i>Member Companies</i>	
As of Year End 2022:	478
2023 Renewed:	432 90.38%
Dropped:	45
Unpaid:	0

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



<i>Total Member Companies</i>	
As of Year End 2022	478
Renewed 2023	433
New 2023	57
Total Members	490
Needed for Growth	-11

Paid Member Contractor Percentage: 61%

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

Comparison to all other ABC chapters:	Comparison to all ABC SE region chapters:
Member Size - 12 out of 68 (same in July)	Member Size - 3 out of 12 (same in July)
Contractor Numbers - 18 out of 68 (same in July)	Contractor Numbers - 4 out of 12 (3 out of 12 in July)
Overall Renewals - 14 out of 68 (same in July)	Overall Renewals - 3 out of 12 (same in July)
Contractor Renewal - 18 out of 68 (same in July)	Contractor Renewal - 1 out of 12 (same in July)
Growth - 9 out of 68 (6 out of 68 in July)	Growth - 1 out of 12 (same in July)
% of Contractors - 39 out of 68 (same as July)	% of Contractors - 4 out of 12 (same in July)

Board of Directors Membership GoogleSheet Documents/Resources:

Active Member List: <https://docs.google.com/spreadsheets/d/13uYaNLIARNAaj9VCCz54UpGgHKHwfwazlIXVFUVs8V8/edit#gid=0>

Future Member List: <https://docs.google.com/spreadsheets/d/1O1jxsD8WkgeUul6pH3stqaB0ACdLbEfYleaQ46-tMxw/edit#gid=0>

New Member Call Assignment: <https://docs.google.com/spreadsheets/d/1634ry986u28TCa0YqfOPWoe78LK3YPjQ1X4aYO6iExs/edit#gid=0>



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



EVENTS

SEPTEMBER

- 8** Fall Golf Tournament #1 at Orange County National
- 21** Construction Expo at Central Florida Fairgrounds
- 26** Builders' Breakfast – Orlando Venues, Allen Johnson
- 29** Fall Golf Tournament #2 at Orange County National

OCTOBER

- 14** EIC Awards Banquet at Hilton Orlando, Destination Parkway
- 19** Builders' Breakfast – Orange Co. Convention Center
- 26** ABC On Tap + Halloween Party at Gatlin Hall Brewing

NOVEMBER

- 7** Committee Open House
- 9** Chili Cook Off at Apopka Amphitheatre
- 14** Maximize Your Membership

DECEMBER

- 1** Sporting Clays Shoot at Polk Sporting Clays
- 6** Committee Member Orientation
- 7** Holiday Party at Amphibious Group

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

TRAINING & DEVELOPMENT

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** ACFS Safety Day
- 28** **Bluebeam Intro Launch Webinar**

OCTOBER

- 3** Basic Blueprint Reading
- 9** Foundations of Leadership begins
- 5** **Construction Estimating Principles & Applications**
- 9** OSHA 30-hour Training Begins
- 12** **Bluebeam Baseline Basics**
- 26** Construction Law: Insurance Coverage Disputes
- 31** Workers Comp & Claims Management

NOVEMBER

- 1** Frontline Supervisor
- 2** Suicide Prevention & Awareness
- 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

***Virtual Class**

WEEKLY T&D STATS

Updated on October 2, 2023



Date	Class	Budget Attendance	Current Attendance	Estimated Net
October 3	Basic Blueprint Reading	10	21	\$8,388.20
October 5-6	Construction Estimating Principles & Application (Virtual)	10	3	\$288.25
October 9-12	OSHA 30	10	3	\$558.08
October 12	Bluebeam Baseline Basics (Virtual)	10	2	\$65.65
October 16	Construction Law	10	1	\$53.63
October 31	Worker's Comp & Claims Management	10	0	\$0
November 1-2	Frontline Supervisor	20	14	\$5,100
November 2	Bluebeam Basic Materials, Takeoffs & Estimating (Virtual)	10	2	\$65.65
November 2	Suicide Awareness & Prevention	10	2	No Charge
November 9	Bluebeam Advanced Materials, Takeoffs & Estimating (Virtual)	10	2	\$65.65
November 16	Bluebeam for Administrative Professionals (Virtual)	10	3	\$81.68
November 27	Reading Construction Documents (Virtual)	10	1	\$90.48
November 29	CPR/First Aid	10	8	\$307
November 30	Financial Management for Decision Makers	10	1	\$200

MARKETING AND COMMUNICATIONS REPORT

SEPTEMBER 2023

1. BUILDING CENTRAL FLORIDA (BCF) MAGAZINE

October Issue (36 pages)

Actual Advertising Income - \$12,670

Total Actual Expense: \$3795.12

Total Net Income: \$8,567.88

2. MONTHLY MAILER - SEPTEMBER

Quantity: 541

Current Expense - \$550

Top 6 QR code Campaigns:

1. **Construction Expo – Total scans = 126**
 - i. August = 59; September = 24;
2. **T&D Survey - Total scans = 40**
 - i. August = 10; September = 11;
3. **OSHA Main Page – Total scans = 28**
 - i. August = 5; September = 4;
4. **NEXGEN Application – Total scans = 25**
 - i. August = 3; September = 1;
5. **YP Thanksgiving Donation – Total scans = 18**
 - i. August = 11; September = 3

3. EMAIL MARKETING – SEPTEMBER

Total Emails Sent: 10

Net Income: \$400

(Report attached)

4. SOCIAL MEDIA

LinkedIn – <https://www.linkedin.com/company/central-florida-chapter-associated-builders-and-contractors-inc./>

	May	June	July	Aug.	Sept.
Posts	65	23	28	35	34
Reposts	151	51	37	50	63
Reactions	519	218	99	410	352
Comments	27	2	1	7	12
New Followers	129	100	56	83	134
New Visitors	243	166	102	194	298
Total Page Views	555	371	225	453	678
Engagement Rate	12.723	9.052	3.444	18.929	12.407
Organic Unique Impressions	23,998	13,341	8,688	7,567	7,798

Facebook (FB) & Instagram (Insta) –

	May (FB/Insta)	June (FB/Insta)	July (FB/Insta)	Aug. (FB/Insta)	Sept. (FB/Insta)
Posts	55/9	18/9	18/6	36/25	32/8
SHARES	24	13/10	7/2	11/6	17/3
Instagram Stories	8	5	3	12	24
Likes & Reactions	155/36	82/55	25/22	109/64	221/76
Comments	14	7	2	2	8
New Followers	16/19	12/28	7/17	8/20	16/33
Link Clicks	17	8	4	18	17
Page Reach	1907/254	1702/320	910/258	1,182/589	1,718/402

5. WEBSITE (SEPTEMBER STATS)

Total Users: 4.3K
 New Users: 3.9K
 Page Views: 16K
 Referral Traffic: 183
 (Report Attached)

6. EIC MAGAZINE

Total Pages: 60
 Total Copies Printed: 1000
 Actual Advertising Income - \$71,245
 Total Actual Expense: \$22,156.62
Total Net Income: \$49,088.38

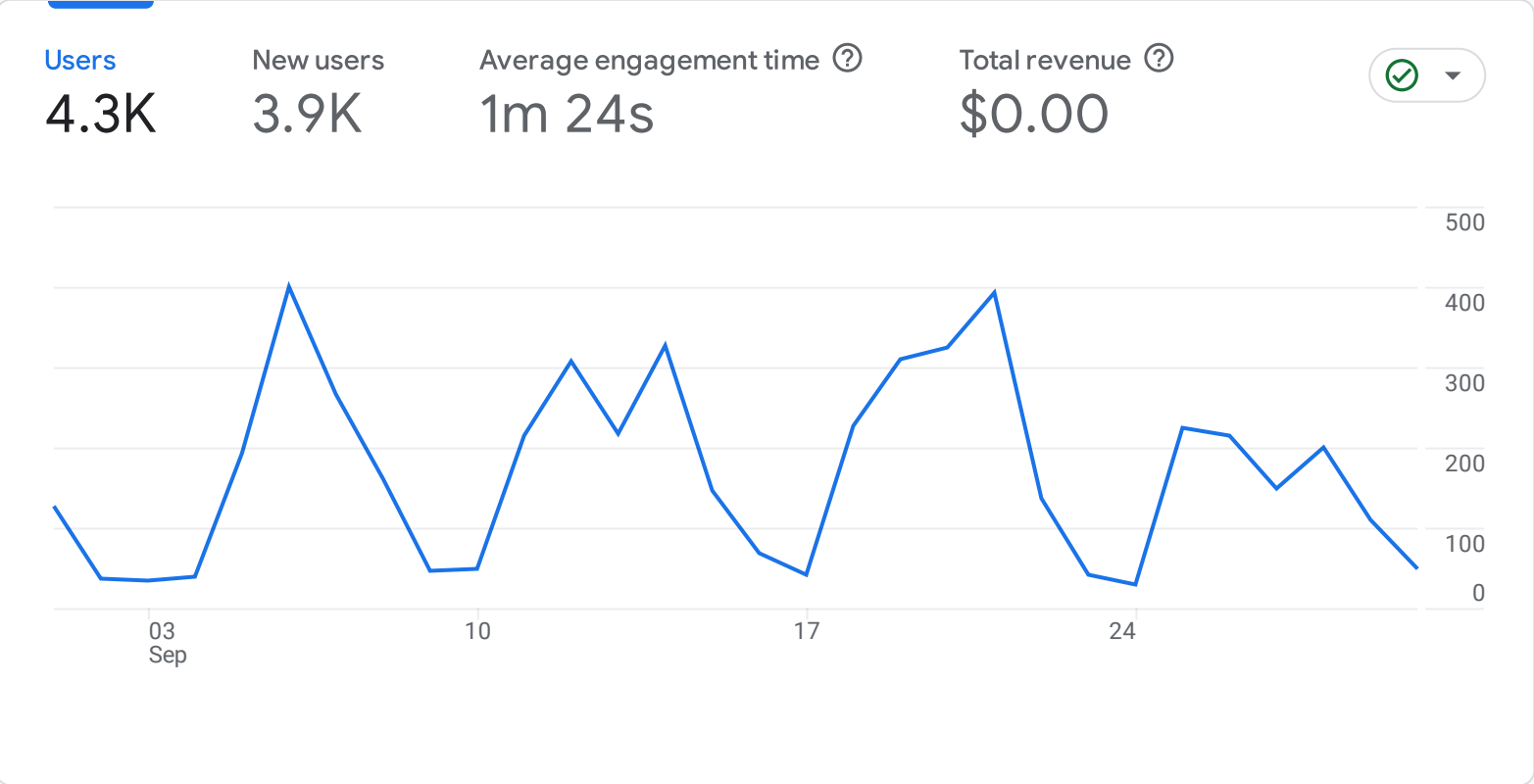
A All Users

Add comparison +

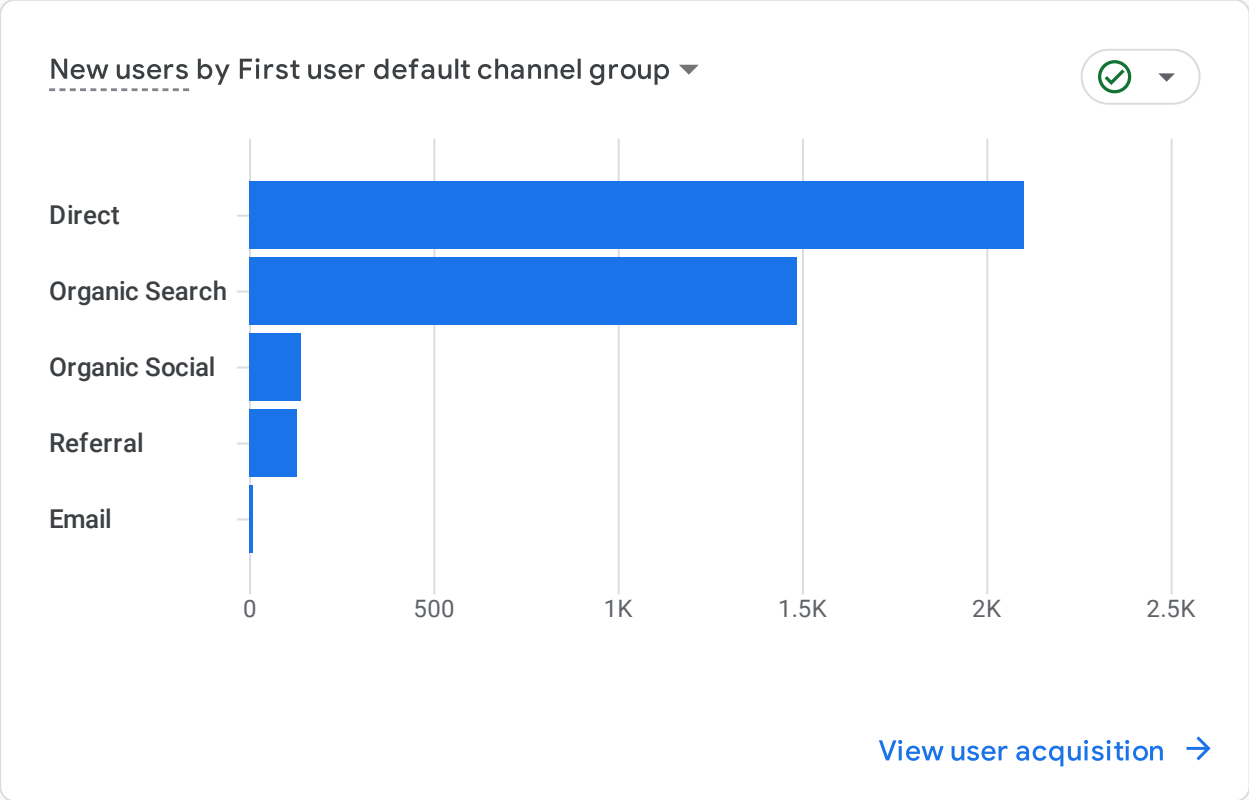
Custom

Sep 1 - Sep 30, 2023

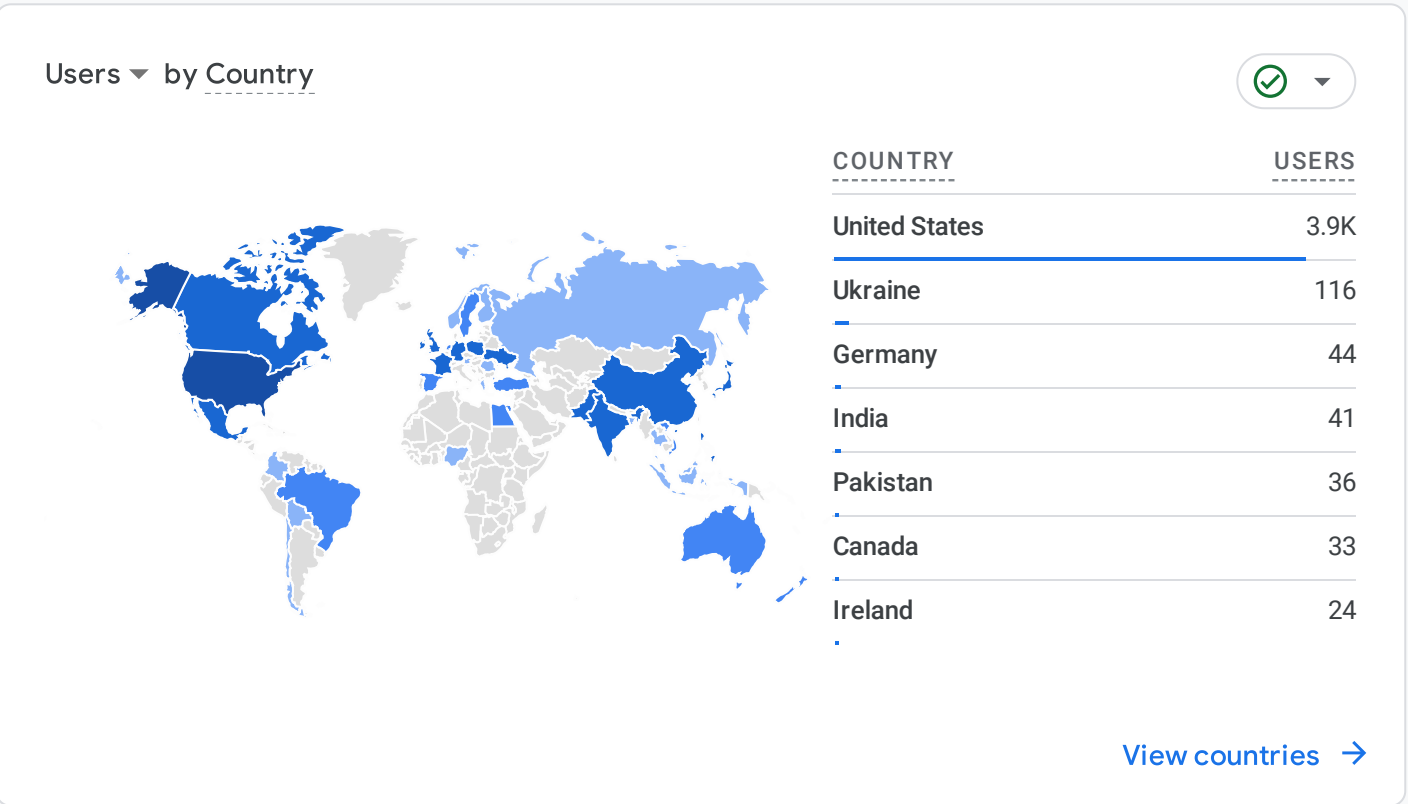
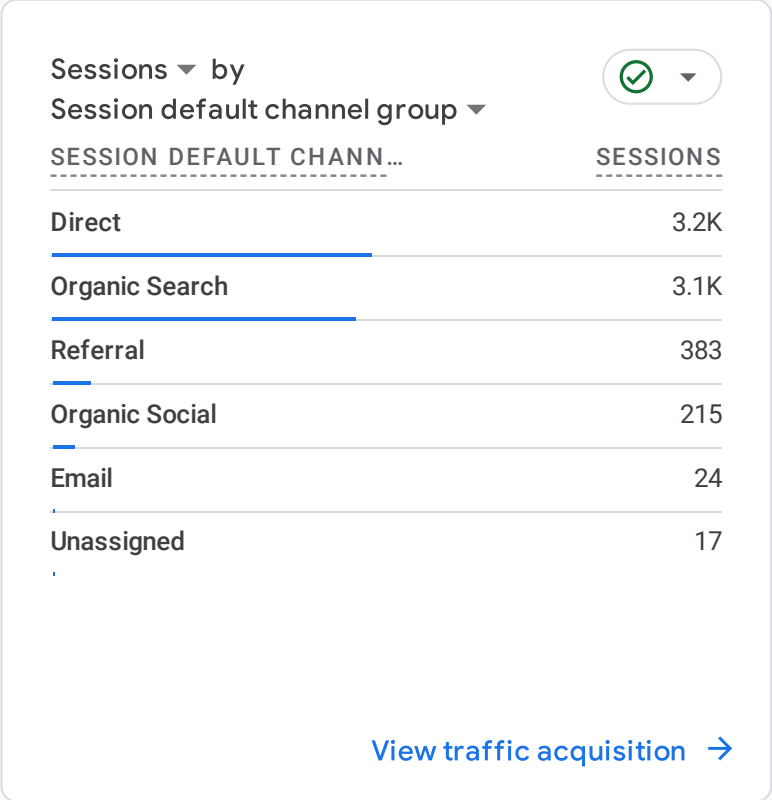
Reports snapshot



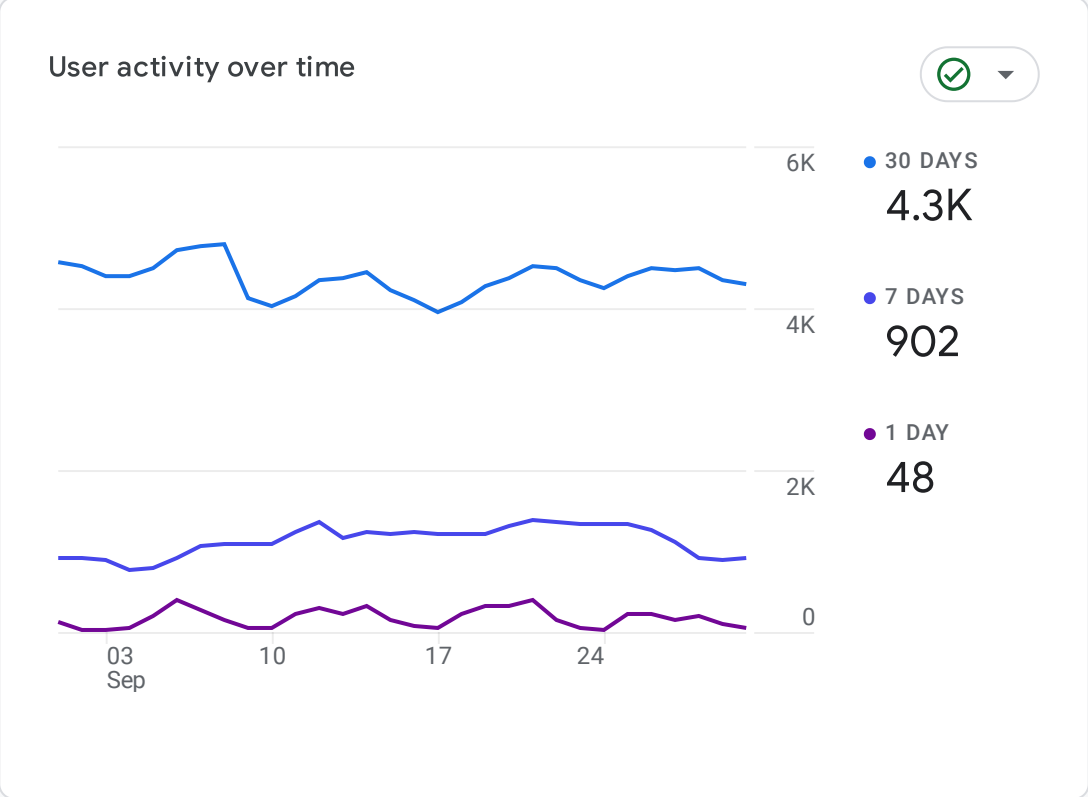
WHERE DO YOUR NEW USERS COME FROM?



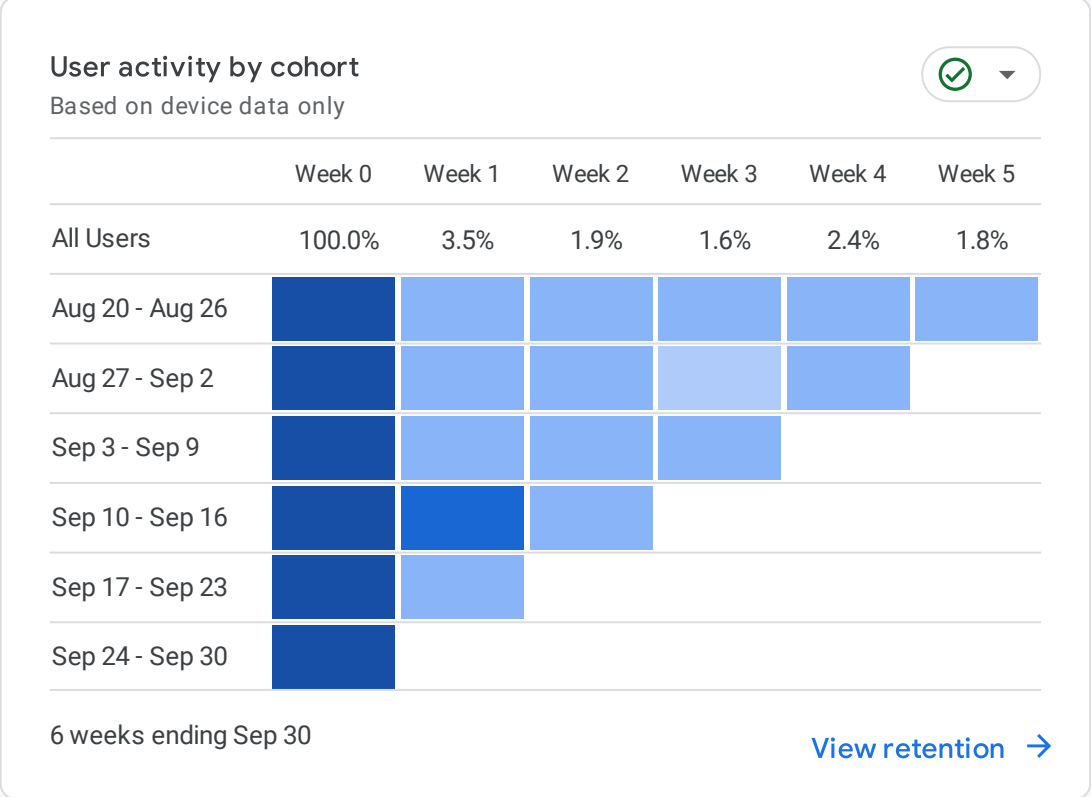
WHAT ARE YOUR TOP CAMPAIGNS?



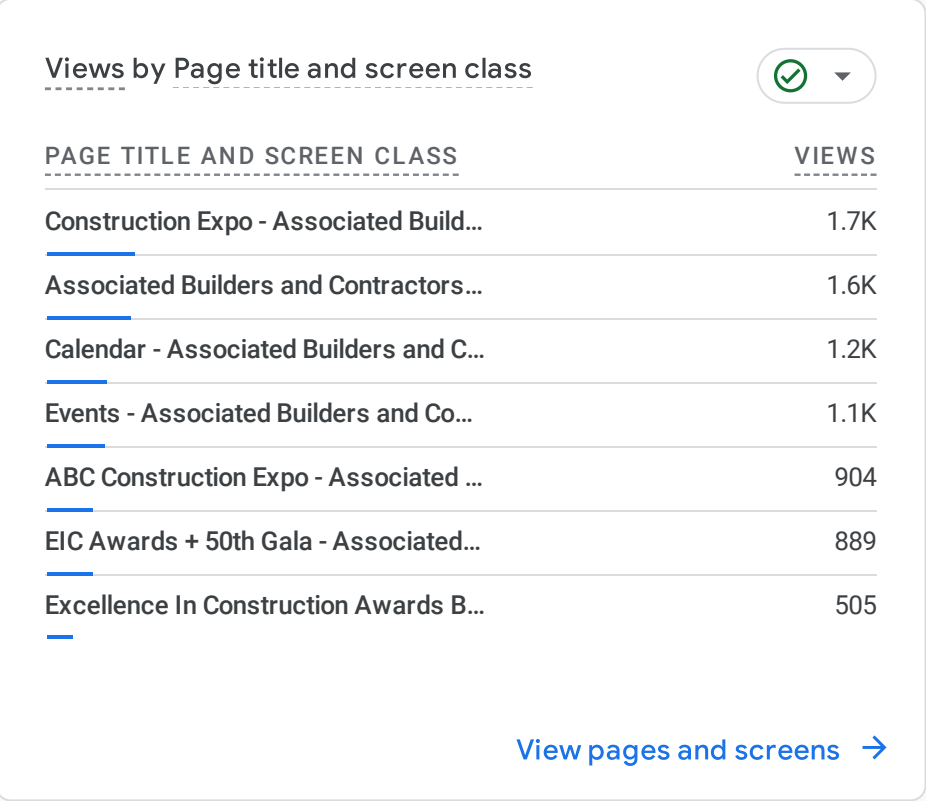
HOW ARE ACTIVE USERS TRENDING?



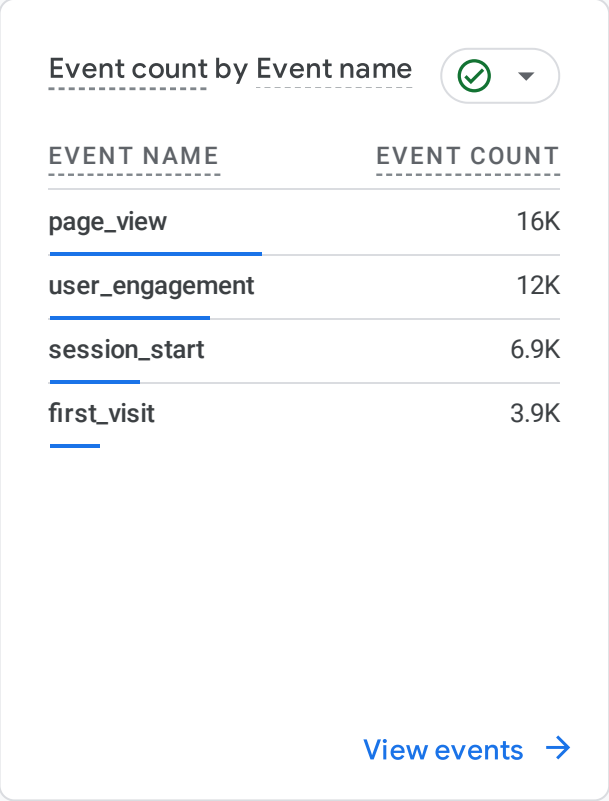
HOW WELL DO YOU RETAIN YOUR USERS?



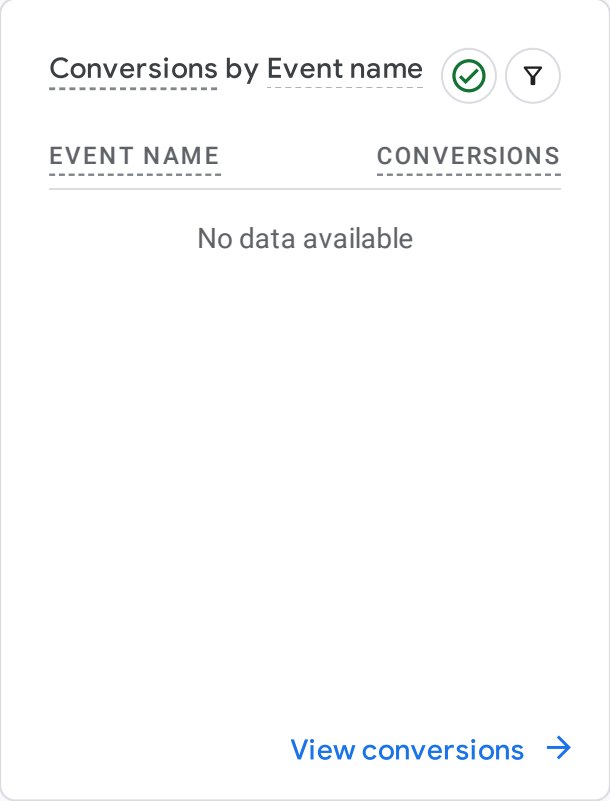
WHICH PAGES AND SCREENS GET THE MOST VIEWS?



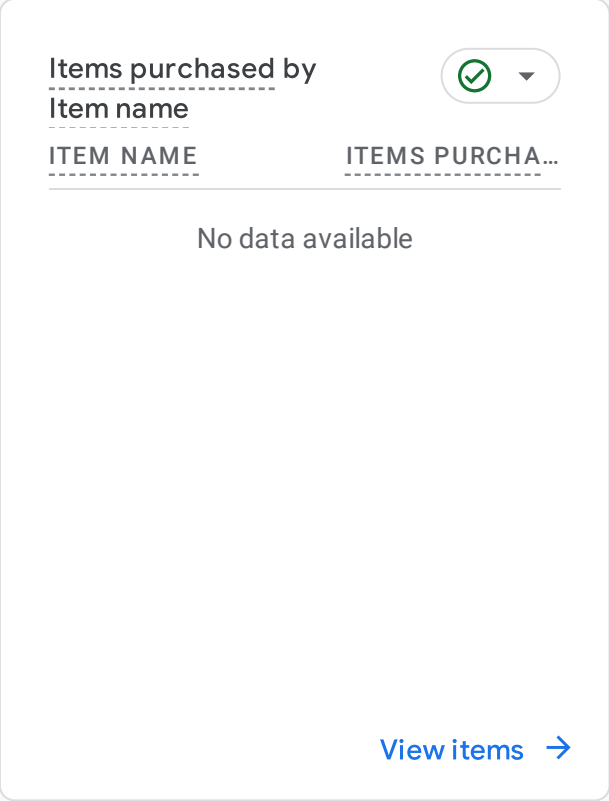
WHAT ARE YOUR TOP EVENTS?



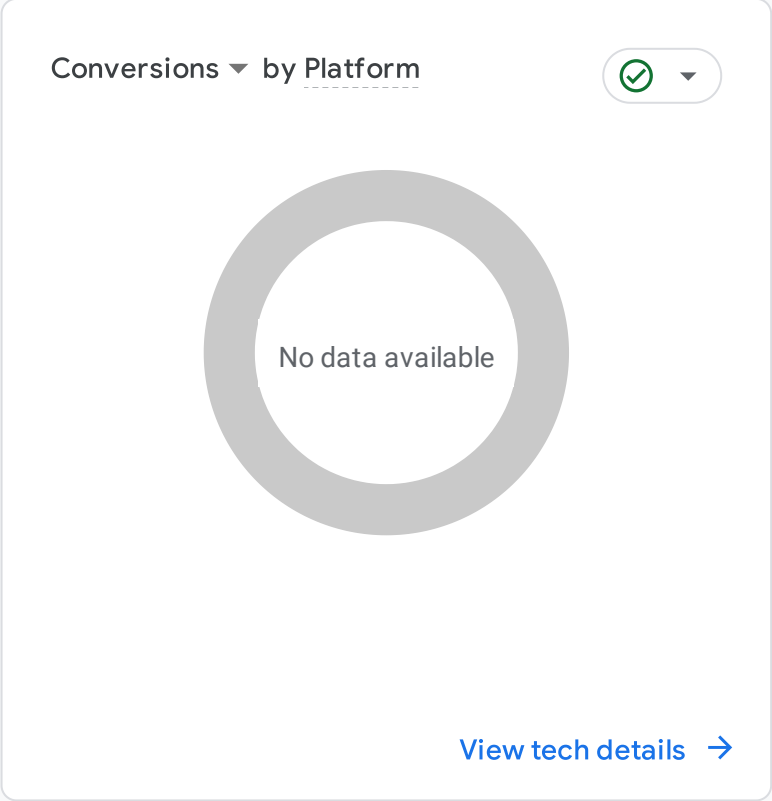
WHAT ARE YOUR TOP CONVERSIONS?



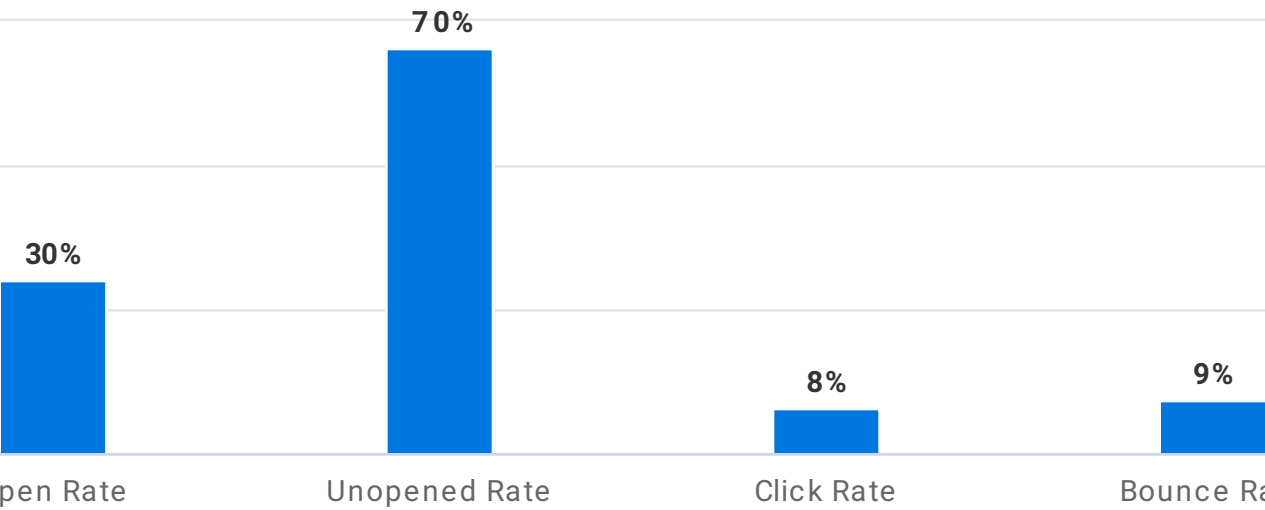
WHAT ARE YOUR TOP SELLING PRODUCTS?



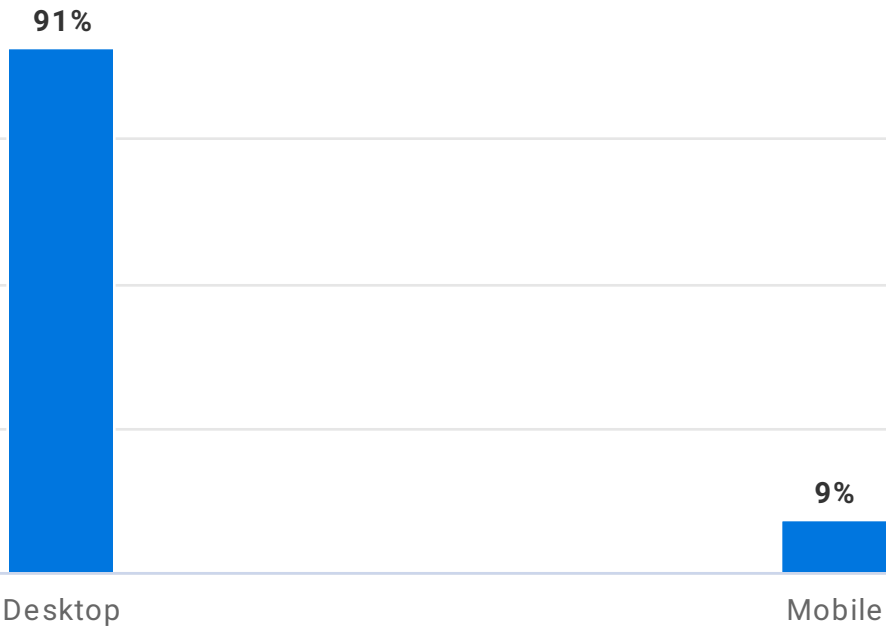
HOW DOES ACTIVITY ON YOUR PLATFORMS COMPARE?



33,590 Sends



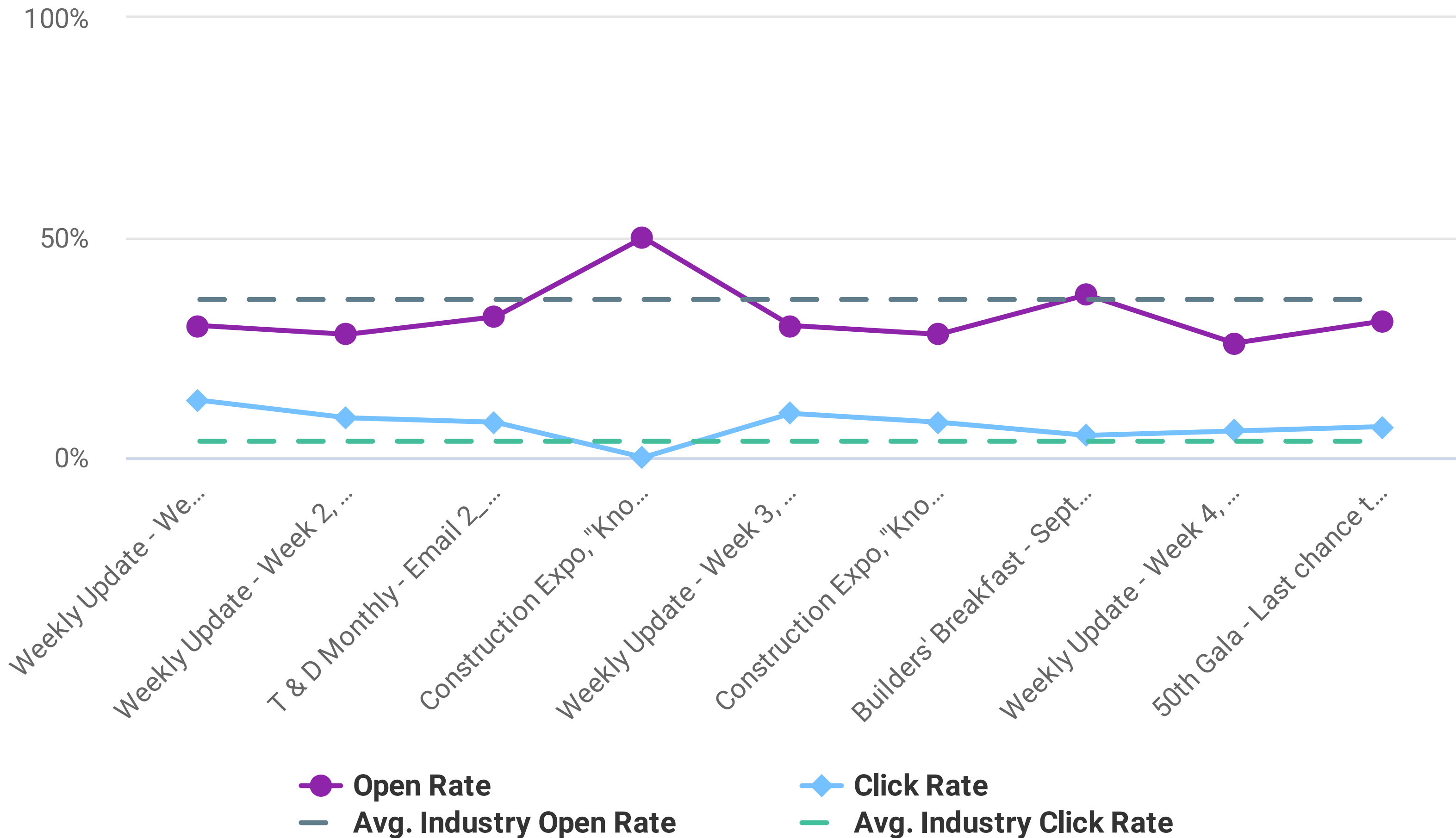
9,269 Opens



762 Clicks



Campaign Summaries





Builders' BREAKFAST



Crystal Mudd

Manager, Capital Planning
Orange Co. Convention Center



Mark Tester

Executive Director
Orange Co. Convention Center



Join ABC and the Programs Committee for an update on what's going on at the center of hospitality and tourism dollars for Central Florida! Hear from representatives that oversee the convention center capital projects and stay in the know!



Terry Devitt

Deputy Director
Orange Co. Convention Center



**October 19,
2023**



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



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



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

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CONSTRUCTION LAW

CONSTRUCTION INSURANCE COVERAGE DISPUTES

Insurance policies provide essential protection to companies involved in all aspects of construction projects, and maintaining adequate insurance coverage is a core component of an effective risk mitigation strategy. When negotiating contracts in relation to construction projects, parties across the construction industry must ensure that the terms of their agreements address applicable insurance coverage to cover the risks associated with the project. From questions as to the type of coverage, policy interpretation, and issues pertaining to third-party and additional-insured claims, disputes can arise under a broad range of circumstances. Favorably resolving all types of insurance considerations, claims, and disputes requires experienced legal representation.

Areas of Focus

- Resolving insurance coverage disputes between contracting parties and insurance companies at all phases of construction.
- Helping our clients evaluate insurance coverage, the viability of insurance claims and the risk of litigation arising out of an insurance coverage dispute.
- Drafting insurance provisions in construction agreements and working with a client's insurance broker to maximize insurance coverage and allocate risk.
- Handling contract disputes between property owners, contractors, subcontractors and other parties related to insurance coverage, indemnification obligations, additional insured status, and related terms, and more.
- Litigating construction lien disputes involving allegations of nonpayment, nonperformance and related crossclaims and counterclaims.

About the Instructor: *Leanne Palmer is Board Certified in Construction Law by The Florida Bar. As an expert in construction law, she handles a wide spectrum of commercial construction-related matters representing owners, general contractors, subcontractors, suppliers, and design professionals, throughout all stages of a project. She has substantial litigation and trial experience that gives her a distinctive ability to better represent her clients on numerous matters. This includes assisting clients in contract claims, lien and bond claims, defect and design issues, payments disputes, bid protests, and delay claims. Leanne also has extensive experience in contract drafting and negotiation.*



Leanne joined the firm in February 2013, not long after graduating valedictorian from law school, where she earned a record 14 book awards. She also served as Chief Justice of the Moot Court Honors Board and Associate Editor of Barry Law Review.

Scan the QR code or register online at abccentralfloida.com/construction-law/

Who Should Attend

- Owners
- CEO's & CFO's
- Project Managers
- HR Managers

REGISTRATION

Date	Oct. 26, 2023
Time	8:30 AM - 10:00 AM Includes materials and handouts, morning coffee and refreshments
Location	651 Danville Drive, Suite 200 Orlando, FL 32825
Cost	\$55 CFC ABC Members; \$75 Non-Members
Register	online by Oct. 24, 2023 Sign up today - space is limited!





ABC *On Tap*

CALLING ALL GHOULS & GOBLINS

Gather for an evening of bewitching networking! Join Central Florida ABC members for a spooky night out and opportunity to meet key leadership of the chapter and get acquainted with new and existing members while participating in the first Halloween costume party!

OCTOBER 26, 2023 | 5:30 - 7:00 PM

GATLIN HALL BREWING
4721 S ORANGE AVE., ORLANDO, FL 32806

PRIZES FOR BEST COSTUMES!



Thanks to the event sponsors, this event is
FREE to attend for **ABC's Central Florida members!**

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651 DANVILLE DR., SUITE 200, ORLANDO, FL 32825
407.628.2070 | ABCCF.ORG



SUICIDE PREVENTION & AWARENESS

**NOVEMBER 1, 2023
8:00 AM - 11:00 AM**

Presented by

**Michele Daugherty, President & CEO
ABC Central Florida**

Participants will gain the skills and tools needed to appreciate the critical need for suicide prevention while creating a forum for dialogue and critical thinking about workplace mental health challenges, and by promoting help-seeking and help-giving.



**YOU'RE
NOT
ALONE**



QUESTIONS?

Email training@abccf.org or Call 407.628.2070

PROFILE

Murph's journey in the construction industry began as a laborer at the age of 17. Over the years, he seized opportunities, learned, and climbed the ladder, ultimately reaching a senior executive position at Power and Construction Group. Today, Murph plays a vital role in leading and expanding the company, ensuring a bright future for generations to come.

Murph's story serves as a compelling testament to hard work, dedication, and embracing opportunities for personal and professional growth. His rise from a laborer to a senior executive exemplifies the rewards of continuous learning and seizing chances to excel in one's career, benefiting both themselves and the organization they now help steer towards a prosperous future.



Thomas "Murph" Murphy

VP of Aggravate Division for
Power & Construction Group



Involvement

Empire State Chapter Member of Board of Directors since 2009

- Serves as Executive Committee member for Empire State Chapter (*since 2015*)
- Chaired Empire State Chapter Board 2x
- Served as National PAC Trustee for 2 years
- Currently serving as Northeast Region Vice Chair since 2020...as RVC served on NCC, Safety, WFD, Elevator and FEA committees



Additional Involvement...

Actively involved in:

- New York State Highway Superintendent Association
- New York State Construction Materials Association
- Recognized by NYS City & State in their annual Construction Power 100
- Inducted in Who's Who of America in 2023



"We provide an entrepreneurial spirit that encourages employees to find a path to personal growth and success. We are also committed to safety, minimizing risks and taking care of our people. We are darn proud of our safety record. Our people feel safe."

—Thomas "Murph" Murphy, Vice President
Power & Construction Group
Rochester, New York

THOMAS "MURPH" MURPHY POWER & CONSTRUCTION GROUP