



Central Florida Chapter
Associated Builders and Contractors, Inc.
Board of Directors Meeting
January 15, 2024 3:30 pm
Connect | Educate | Advocate

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

Oath of Office – 2024 Board of DirectorsLewis

Passing of the Gavel from Evans to HolmesEvans

- Year in Review

Call to OrderHolmes

- Pledge of Allegiance
- Welcome New and Returning Board Members

Consent Agenda

1. Approval of Dec 4th, 2023 Minutes – **Action Item**Burkett
2. October 2023 and November 2023 Final **Action Item**Bastin
 - a. December Draft/2023 Year End projection for approval for the auditors

Leadership Reports

ChairHolmes

- Board Commitment Pledge for 2024 - **Action Item**

Past ChairEvans

- Suite 100 Update

Committee Liaison Reports

- Membership DevelopmentKurtz / C. Wert
 - Retention for 2024 as of 1/15/2024
 - 2024 New Members
 - Approval of New Members – **Action Item** (separate attachment)
- Government AffairsT.Wert
 - PAC Fundraiser 2/22 @ Past Chair - Micheal Parks Residence
 - ABC of Florida Board UpdateT.Wert
 - 2024 Legislative Priorities
 - January 17 – 18, 2024 ABC of Florida Legislative Conference, Tallahassee.
 - PAC Badges
- Excellence in ConstructionTorres
 - EIC Workshop – March 6, 2024 (see Monthly mailer)
 - Intent to compete - January 15-February 15. Begin evaluating 2024 entries to enter and support EIC program. Deadline to enter - April 30
- Young Professionals (See Schedule for 2024)TBD
 - 2/23 - Golf Tournament
- ProgramsTBD
 - 1/30 - Builders Breakfast - 2024 Forecast Panel
 - 2/27 - Builders Breakfast – Orlando Health
- SafetyHernandez
 - Safety Captive update
 - STEP Workshop – Feb 29, 2024

Central Florida Chapter Associated Builders and Contractors, Inc.

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

President & CEO Michele Daugherty
mdaugherty@abccentralflorida.org
Direct 407.398.1272 Cell 775.530.4266

Key Contacts

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

Finance Manager Fran Conway:
fconway@abccentralflorida.org
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- Special Events (See Schedule for 2024)TBD
 - 3/7 - GC Connect in Ocoee
 - Workforce CouncilGarcia
 - Suite 100 UpdateEvans
 - Collegiate OutreachTBD
 - 2/23 - Golf Tournament
 - National Construction Management Competition
 - Training & Development (See Schedule for 2024) Garcia
 - 1/24 -25 - Reading Construction Documents
 - 1/25 - Construction Law: Construction Insurance Coverage Disputes
 - 2/5 - Stepping up to Supervisor begins
 - Outreach
 - 1/20 – NAWIC Block Kids event (Grades K – 6)Daugherty
 - 2/6 - SkillUp Apprenticeship Summit for EmployersDaugherty
 - PIPE.....Daugherty
 - ABC/IBuild/ JA Youth Pre-apprenticeship ProgramRodriguez/ Daugherty
 - Commercial Interior Specialist program approved.....Rodriguez/ Daugherty
 - Will work with members 1st quarter to finalize standards
 - National Convention task force.....Rodriguez/ Daugherty
 - National Convention, March 11-15, 2024
 - 217 Craft Competitors Competing
 - Punch list for national support
 - Need Volunteers
 - Need Stations Built
 - Will get excess materials/equipment donated back to ABC CF (If any)
 - Chapter Dinner Thursday – MoteWray
- President & CEODaugherty
- Annual review of policies and approval by the board of directors (separate attachment):
 - anti-trust policy
 - conflict of interest policy
 - non-discrimination policy
 - sexual-harassment policy
 - whistle-blower policy
 - document retention policy
 - New Regional Council
 - Vote to approve Regional Council Chair
 - Tech Conference
- Old Business
- 1/24/2024 - Committee Member Kick-Off..... Wray
- New Business
- 2024 Budget Review and Approval - **Action Item**..... Bastin
 - Approval of 2024 National & Chapter Goals **Action Item** Daugherty
 - Membership Recruitment
 - Membership Retention
 - Trimmer
 - FEA
 - National PAC
 - Chapter Growth Grant - March

Next Board Meeting is February 19, 2024 @ 3:30 p.m.

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



Location:

Christner's Prime & Steak & Lobster, 729 Lee Rd., Orlando, FL 32810

December 4, 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.
Julie Holmes	Chair-Elect	JK2 Scenic
Michael Jordan	Director	Lithko Contracting
John Kurtz	Director	Gilbane Building Company
Willis Milner	Director	Balfour Beatty
Debbie Rodriguez	Director	Competitive Edge Partners
Jonathan Sheppard	Director	Austin Commercial, LP
David Schultz	Director	CEMEX
Scott Scruby	Director	Sunbelt Rentals
John Smalley	Director	Hensel Phelps
Chad Tinetti	Director	Tavistock Development
Oskar Torres	Director	Towers Construction Company
Derrick Valkenburg	Director	Shutts & Bowen
Matt Walton	Director	MiGre Engineers, LLC
Thomas P. Wert	Vice Chair	Dean Mead Attorneys at Law

BOARD MEMBERS ABSENT

Kevin Bradford	Director	Charles Perry Partners, Inc.
Roxana Hernandez	Director	Turner Construction Co.
C. L. Janeski	Director	Tri-City Electrical Contractors
Michael Parks	Past-Chair	Hoar Construction, LLC

BOARD MEMBERS ON ZOOM

GENERAL COUNSEL ABSENT

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

Michele Daugherty	President & CEO
Nancy Wray	VP & COO (on Zoom)

GUESTS

Michelle Delaney	2024 Director	LRA Insurance
Mark Woehrle	2024 Director	Comprehensive Energy Services, Inc.

CALL TO ORDER

- **EVANS** called the board meeting to order at 6:30PM with the Pledge of Allegiance and welcome all guest including several Past Presidents (Chairs) and Mark Wylie

CONSENT AGENDA

1. MINUTES

- A motion was made and seconded to approve the consent agenda which included the minutes from the October 16, 2023, meeting, the final September financials, and the new members for October and November. The motion passed.

NEW MEMBER COMPANIES

October new members:

BAUER Foundation Corp.	Category 10.2
Bernhard MCC, LLC	Category 10.2
CALIC Group, Inc.	Category 1
DOZR Ltd	Category 2
Dunkman Paint & Wallcovering, LLC	Category 8
Flagship Fire, Inc.	Category 7
Florida Aquatics Custom Pools	Category 7
Garcia Civil Contractors, LLC	Category 7
GSeay, Inc.	Category 8
McDonald Air & Sheet Metal, Inc.	Category 8
North American Rebar LLC	Category 7
NuTech National	Category 1
Suncoast Post Tension	Category 2
TeamLogic IT	Category 1
The Deluxe Group, Inc.	Category 7
TLC Engineering Solutions	Category 1
Ultimate, LLC	Category 2
United Site Services	Category 2

November new members:

Aladdin Construction Co., Inc.	Category 9.02
Circle of Success	Category 7
Collis Group, LLC	Category 7
ESWindows	Category 2
Gaylor Electric, Inc.	Category 7
Pelican Int'l	Category 2
TK Elevator Corporation	Category 9
Walt Disney Imagineering Florida	Category 1

NEW BUSINESS

- **EVANS** Presented a request for the at board to approve 60k from the workforce fund for the buildout of the Construction Technology and Innovation Lab on the first floor. **The motion passed.**

TERMS ENDING IN 2023

- **DAUGHERTY** presented a gift to Board members whose terms were ending on December 31, 2023: Willis Milner, and John Smalley. Chris Evans was also presented an appreciation plaque for Chairman 2023 and a parting gift.

NEXT MEETING

- January 15, 2024, at 3:30 PM

ADJOURNMENT

- **EVANS** adjourned the meeting at 6:45 PM.

NW 1/4/2024

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



Location:

651 Danville Drive, Suite 200, Orlando, FL 32825

October 16, 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
Chris Evans	Chair	Brasfield & Gorrie, LLC
Juan Garcia	Vice-Chair	PCL Construction Services, Inc.
Julie Holmes	Chair-Elect	JK2 Scenic
C. L. Janeski	Director	Tri-City Electrical Contractors
Michael Jordan	Director	Lithko Contracting
John Kurtz	Director	Gilbane Building Company
Debbie Rodriguez	Director	Competitive Edge Partners
Jonathan Sheppard	Director	Austin Commercial, LP
John Smalley	Director	Hensel Phelps
Chad Tinetti	Director	Tavistock Development
Oskar Torres	Director	Towers Construction Company
Derrick Valkenburg	Director	Shutts & Bowen
Matt Walton	Director	MiGre Engineers, LLC
Thomas P. Wert	Vice Chair	Dean Mead Attorneys at Law

BOARD MEMBERS 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
David Schultz	Director	CEMEX

BOARD MEMBERS ON ZOOM

Roy Burkett	Vice Chair	S. I. Goldman Company, Inc.
Roxana Hernandez	Director	Turner Construction Co.
Scott Scruby	Director	Sunbelt Rentals

GENERAL COUNSEL ABSENT

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 (on Zoom)

GUESTS

Kerrick Whisenant (On Zoom) ABC Alabama

Gary Griffin	ABC Gulf Coast
Annie Mecias-Murphy	ABC East Coast
Kaitlyn Cardwell	Competitive Edge Partners
Zach Bailey	National Trench Safety

CALL TO ORDER

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

GUESTS

- Candidates for ABC regional vice chair position spoke to the board. Board will vote on who they'd like to nominate.
- Current and incoming YP Committee chairs discussed with the board ideas on how to get more members involved in the YP Group and out to their planned events.
 - YP Committee will be reaching out to each board members to let them know what employees they currently have in the YP group, and if there are any staff liaisons they can reach out to for events to help spread the word.
 - December 13 will be this year's YP Winter Olympics Holiday Party.

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 September 18, 2023, meeting. The motion passed.**

2. FINANCIALS

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

NEW MEMBER COMPANIES

Aries Building Systems, LLC	Category 2
CXEO Academy	Category 1
Rental Depot of Florida	Category 2

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

COMMITTEE LIAISON REPORTS

- **GARCIA** reviewed upcoming National Board meetings in November.
 - National Craft Championships in Orlando, March 13-15, 2024.
 - December meeting will need a vote on sponsorship money for National Convention.
- **C. WERT** gave a membership development update.
 - 57 new members companies for 2023, behind 2022 by about 3 members. Goal for the year is 90.
 - Contactor percentage is at 63.3%.
 - Google docs available to access for the new member and future member call lists as well as active member lists.
 - 15 for 12 month membership promotion run through the end of October, post card and email sent out to promote.

- John Kurtz received a plaque for moving up a level in the Beam Club.
 - John Smalley recognized as Beamer of the Year.
- **WERT** 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 \$60K.
- **GARCIA** gave an update on the Workforce Council.
 - Workforce Grant Applications presented to be approved by the board.
 - \$6,000 reimbursed for ACT for field trip to ABC National Craft Championships.
 - \$4,000 for ACE Trades Day.
 - \$36,000 for iBuild Pre-Apprenticeship Program.
 - **A motion was made and seconded to approve \$46,000 in workforce grants from the Workforce Enhancement Fund. The motion passed.**
 - **EVANS** Tech & Innovation Lab has permit application in and drawings, finalizing the cost and then will bring forward to the board for funding approval.
 - **DAUGHERTY** gave Workforce Outreach Committee update.
 - ACT Go Kart event on November 2.
 - November is Teacher Appreciation Month, looking for donations.
 - Students looking for placements should reach out to iBuild.
 - **GARCIA** Training & Development Committee reached to education and HR contacts at member companies to
 - Project Management Institute starts in January for week 1, week 2 in March. Needs at least 25 students.
 - **EVANS** UCF is doing a bowling event this week, looking for sponsors to cover food and other expenses.
 - **HOLMES** gave an update on the Young Professionals Group.
 - Looking to nominate a new board liaison after December Strategic Planning Session.
- **HERNANDEZ** gave an update from the Safety Committee.
 - Positive feedback received on Michele's Suicide Prevention talk at the ACFS Safety Day.
 - Working on campaign to bridge gap with Spanish/English language on the jobsite.
 - STEP goal reached, 35% completion for contractor members.
 - NARCAN training is working, one person that went through the training in September had to actually administer NARCAN to an employee on the jobsite and saved a life. Share best practices among each other.
- **TORRES** gave an update on EIC.
 - The banquet was a success. Feedback meeting will be at the next committee meeting, share any feedback with Oscar and he will relay to the committee.
- **DAUGHERTY** gave a Programs Committee update.
 - Last builders' breakfast was with Orlando Venues, letter of support sent for Amway and Camping World improvement plans but unfortunately was not approved to use TDT tax for.
- Overview of Special Events coming up. ABC on Tap will have a costume contest for Halloween.

PRESIDENT'S REPORT

- **DAUGHERTY** Committee Open house on November 7, send people from your teams you want to get involved in committees for 2024. Committees are a good place to start and groom members to work towards getting on be the board.
- October 15 will be a CareerSource Meeting to see how they can help us with workforce shortage.

OLD BUSINESS

- Will updated on Chapter Growth Grant once decision is made.
- Will be sending out a By-Laws review.

NEW BUSINESS

- A motion was made and seconded to approve the 2024 Committee Chairs. The motion passed.
- A motion was made and seconded to approve the 2024 Board Election Results. The motion passed.
- A motion was made and seconded to approve the 2024 ABC National Board Representatives. The motion passed.

NEXT MEETING

- November 20, 2023, at 3:30 PM on Zoom.

ADJOURNMENT

- EVANS adjourned the meeting at 4:58PM.

TD 10/16/2023

Associated Builders and Contractors, Inc.

Balance Sheet

As of November 30, 2023

	Nov 30, 23	Nov 30, 22
ASSETS		
Current Assets		
Checking/Savings		
11001 · Operating Accounts		
11000 · Petty Cash	500.00	639.80
11026 · Winter Park Bank Operating	7,506.23	66,406.10
11027 · Winter Park Bank Operating New	418,284.19	0.00
11030 · Winter Park Bank -Money Market	444,023.69	990,758.34
Total 11001 · Operating Accounts	870,314.11	1,057,804.24
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	737,278.45	718,252.41
Total 11010 · Raymond James Investment Acct	1,137,278.45	718,252.41
Total 11002 · Reserve Funds	1,137,278.45	718,252.41
11003 · Workforce Funds	210,297.13	221,479.43
Total Checking/Savings	2,217,889.69	1,997,536.08
Accounts Receivable	-62,990.97	33,009.15
Other Current Assets	338,860.40	265,592.35
Total Current Assets	2,493,759.12	2,296,137.58
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	-1,408,676.43	-1,329,096.56
Total Fixed Assets	1,356,204.05	1,438,342.92
Other Assets		
11600 · Refundable Deposit	618.30	618.30
Total Other Assets	618.30	618.30
TOTAL ASSETS	3,850,581.47	3,735,098.80
LIABILITIES & EQUITY		
Liabilities		
Current Liabilities		
Accounts Payable	101,863.50	176,637.19
Other Current Liabilities		
22100 · Sales Tax Payable	349.25	840.70
22112 · Equipment Lease - ST	721.34	697.74
22201 · Tenant Security Deposits	6,776.80	6,426.80
22202 · Future Events Income	2,650.08	27,881.33

Associated Builders and Contractors, Inc.

Balance Sheet

As of November 30, 2023

	Nov 30, 23	Nov 30, 22
22203 · Member & Training Services		
22203.1 · Safety Captive Program	1,050.00	0.00
22203 · Member & Training Services - Other	30,927.76	50,113.62
Total 22203 · Member & Training Services	31,977.76	50,113.62
22204 · Renewing Member Dues- 2024	791,359.24	92,335.99
22206 · Renewing Member Dues- 2023	108,009.68	665,555.16
22207 · New Member Dues- 2023	15,393.96	0.00
22208 · New Member Dues-2024	0.00	6,658.84
22209 · VIP Sponsorship	13,325.76	27,088.01
22210 · 2022 New Member Credit to 2023	7,283.88	103,494.83
22211 · PAC Funds	14,860.00	19,840.00
22300 · Trimmer Constr. Ed. Payable	2,700.00	7,700.00
22301 · Free Enterprise All. Payable	4,050.00	11,400.00
22305 · Workforce Enhancement Fund	0.00	12,315.83
Total Other Current Liabilities	999,457.75	1,032,348.85
Total Current Liabilities	1,101,321.25	1,208,986.04
Long Term Liabilities	9,563.09	18,090.04
Total Liabilities	1,110,884.34	1,227,076.08
Equity		
30000 · Opening Bal Equity	0.00	604,557.55
31100 · Retained Earnings	2,436,985.69	1,756,100.62
Net Income	302,711.44	147,364.55
Total Equity	2,739,697.13	2,508,022.72
TOTAL LIABILITIES & EQUITY	3,850,581.47	3,735,098.80

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

	Nov 23	Budget	Jan - Nov 23	YTD Budget	Annual Budget
Ordinary Income/Expense					
Income					
40000 · Membership Income					
41000 · New Member Dues	15,393.98	19,453.92	112,900.04	213,993.12	233,447.04
41010 · Renewing Member Dues	115,293.60	98,194.34	1,221,317.52	1,080,137.74	1,178,332.08
41020 · Enrollment Fee	800.00	708.33	8,155.00	7,791.67	8,500.00
41030 · Membership Promotion	898.75	0.00	1,528.75	1,000.00	1,000.00
46030 · Job Site Signs Sales	189.48	300.00	4,284.66	3,300.00	3,500.00
Total 40000 · Membership Income	132,575.81	118,656.59	1,348,185.97	1,306,222.53	1,424,779.12
40100 · Events Income					
44000 · Meetings (Ticket Event)	250.00	2,555.00	72,410.00	64,670.00	112,825.00
44010 · Golf Tournaments	0.00	0.00	240,818.70	248,325.00	248,325.00
44030 · Construction Expo	0.00	0.00	110,900.00	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	1,625.00	0.00	367,739.16	376,575.00	376,575.00
44100 · Sponsored Events					
44101 · Chili Cook-Off	20,785.00	14,125.00	19,695.00	14,125.00	14,125.00
44102 · ABC on Tap	0.00	0.00	21,000.00	24,000.00	28,500.00
44100 · Sponsored Events - Other	0.00	0.00	8,400.00	8,000.00	8,000.00
Total 44100 · Sponsored Events	20,785.00	14,125.00	49,095.00	46,125.00	50,625.00
44105 · Young Professionals Events	0.00	0.00	5,465.00	5,975.00	7,175.00
Total 40100 · Events Income	22,660.00	16,680.00	875,677.86	869,620.00	923,475.00
40200 · Training and Development Income					
43000 · Seminars Registration	23,611.00	3,582.00	108,362.83	127,058.00	128,458.00
43035 · NEXGEN	4,741.00	5,676.00	51,584.00	48,980.00	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	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 Inc	28,352.00	9,258.00	204,381.83	303,038.00	304,438.00
40300 · Advertising & Marketing Income					
45000 · BCF Magazine Advertising	0.00	0.00	59,838.60	58,860.00	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	0.00	10,550.00	7,775.00	7,775.00
45020 · Weekly Email Advertising	300.00	300.00	4,500.00	3,300.00	3,600.00
40300 · Advertising & Marketing Income -	0.00	0.00	0.00	1,800.00	1,800.00
Total 40300 · Advertising & Marketing Inco	300.00	300.00	125,403.60	125,135.00	137,130.00
Total Income	183,887.81	144,894.59	2,553,649.26	2,604,015.53	2,789,822.12
Gross Profit	183,887.81	144,894.59	2,553,649.26	2,604,015.53	2,789,822.12
Expense					
60000 · Membership Expenses					
61040 · Member Fees & Promotion	3,237.03	2,300.00	30,719.51	25,300.00	27,600.00
Total 60000 · Membership Expenses	3,237.03	2,300.00	30,719.51	25,300.00	27,600.00
60100 · Events Expense					
64000 · Meetings (Ticket Event) Expense	478.87	420.00	46,412.72	23,280.00	54,600.00
64010 · Golf Tournaments Expense	0.00	0.00	135,340.16	144,575.00	144,575.00
64030 · Construction Expo Expense	259.46	0.00	46,651.06	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 Expens	8,587.09	0.00	246,221.85	266,575.00	266,575.00
64100 · Sponsored Events Exp					
64101 · Chili Cook-Off Expense	7,205.74	7,300.00	8,486.63	7,300.00	7,300.00
64102 · ABC on Tap Expense	0.00	0.00	5,865.34	8,000.00	8,000.00

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

	Nov 23	Budget	Jan - Nov 23	YTD Budget	Annual Budget
64100 · Sponsored Events Exp - Other	0.00	0.00	2,048.57	2,000.00	4,700.00
Total 64100 · Sponsored Events Exp	7,205.74	7,300.00	16,400.54	17,300.00	20,000.00
64105 · Young Professionals Expense	100.96	0.00	3,892.80	4,500.00	5,000.00
64107 · VIP Expenses	2,190.74	0.00	7,013.05	6,500.00	6,500.00
64112 · Meetings & Events General Exps.	418.89	275.00	3,478.93	3,225.00	3,500.00
Total 60100 · Events Expense	19,241.75	7,995.00	511,910.15	518,105.00	552,900.00
60200 · Training and Development Expense					
63000 · Seminar Expense	9,169.38	1,390.00	41,439.98	56,429.00	56,879.00
63035 · NEXGEN Expense	31.11	4,250.00	7,726.33	22,295.00	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	68,500.00	68,500.00
63042 · State of Construction Expense	0.00	0.00	318.00	6,000.00	6,000.00
Total 60200 · Training and Development Exp	9,200.49	5,640.00	72,780.63	175,224.00	175,674.00
60300 · Advertising & Marketing Expense					
65000 · BCF Magazine Expense	186.54	450.00	21,217.67	22,075.00	26,000.00
65010 · Membership Directory Expense	0.00	0.00	9,552.50	9,500.00	9,500.00
65012 · Monthly Mailing Expense	320.20	550.00	9,456.24	6,050.00	6,600.00
Total 60300 · Advertising & Marketing Expe	506.74	1,000.00	40,226.41	37,625.00	42,100.00
60400 · General and Administrative	129,747.53	126,176.83	1,336,460.44	1,398,553.82	1,574,728.65
61000 · National Dues	28,496.31	25,621.83	293,455.37	281,840.17	307,462.00
61020 · State Dues	7,562.71	6,956.25	74,902.90	76,518.75	83,475.00
61100 · National Meetings	1,264.93	2,375.70	33,507.36	26,132.30	28,508.00
68110 · State Meetings	0.00	0.00	6,540.91	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	900.00	1,000.00
69391 · Community Enrichment	42.59		10,711.12		
Total Expense	199,300.08	178,165.61	2,411,214.80	2,547,199.04	2,810,447.65
Net Ordinary Income	-15,412.27	-33,271.02	142,434.46	56,816.49	-20,625.53
Other Income/Expense					
Other Income					
47000 · Interest Income	7,003.32	833.33	29,738.53	9,166.67	10,000.00
47010 · General Income	478.57		3,370.00		
47012 · Rental Income					
470122 · Lease Space					
470125 · Astronaut Lease Ste101-1,685	1,685.00	1,500.00	16,685.00	16,500.00	18,000.00
470126 · Empire Elect ste102 - 1,666.25	1,666.25	1,666.25	18,328.75	18,328.75	19,995.00
470127 · United Form ste103-1,535	1,535.00	1,350.00	15,035.00	14,850.00	16,200.00
470128 · Second Floor Lease Space	350.00		2,800.00		
Total 470122 · Lease Space	5,236.25	4,516.25	52,848.75	49,678.75	54,195.00
470123 · Classroom rental	335.48	208.33	8,633.80	2,291.67	2,500.00
470124 · Rental Supplies	25.00		1,967.00		
69392 · Rental Expense	-83.96	-20.83	-279.53	-229.17	-250.00
Total 47012 · Rental Income	5,512.77	4,703.75	63,170.02	51,741.25	56,445.00
47020 · Gain (Loss) on Investment/Asset	20,271.44		8,967.45		
Total Other Income	33,266.10	5,537.08	105,246.00	60,907.92	66,445.00
Net Other Income	33,266.10	5,537.08	105,246.00	60,907.92	66,445.00
Net Income	17,853.83	-27,733.94	247,680.46	117,724.41	45,819.47
Student Chapter, net	359.43		0.00		
Workforce Fund, net	13,120.84	0.00	55,030.98	0.00	0.00

Associated Builders and Contractors, Inc.

Balance Sheet

As of December 31, 2023

	Dec 31, 23	Dec 31, 22
ASSETS		
Current Assets		
Checking/Savings		
11001 · Operating Accounts		
11000 · Petty Cash	500.00	428.52
11026 · Winter Park Bank Operating	25,088.59	136,569.33
11027 · Winter Park Bank Operating New	354,669.97	0.00
11030 · Winter Park Bank -Money Market	444,627.07	931,942.09
Total 11001 · Operating Accounts	824,885.63	1,068,939.94
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
11010 · Raymond James Investment Acct - C	758,155.72	710,654.07
Total 11010 · Raymond James Investment Acct	1,058,155.72	710,654.07
Total 11002 · Reserve Funds	1,058,155.72	710,654.07
11003 · Workforce Funds	311,636.31	234,327.76
Total Checking/Savings	2,194,677.66	2,013,921.77
Accounts Receivable	14,554.00	-71,481.00
Other Current Assets	352,753.00	319,561.95
Total Current Assets	2,561,984.66	2,262,002.72
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	-1,405,167.60	-1,336,180.56
Total Fixed Assets	1,359,712.88	1,431,258.92
Other Assets		
11600 · Refundable Deposit	618.30	618.30
Total Other Assets	618.30	618.30
TOTAL ASSETS	3,922,315.84	3,693,879.94
LIABILITIES & EQUITY		
Liabilities		
Current Liabilities		
Accounts Payable	35,225.48	159,028.87
Other Current Liabilities		
22100 · Sales Tax Payable	260.48	270.31
22112 · Equipment Lease - ST	8,815.38	8,526.83
22201 · Tenant Security Deposits	6,776.80	6,426.80
22202 · Future Events Income	197,100.79	3,249.41
22203 · Member & Training Services	33,792.04	37,227.54

Associated Builders and Contractors, Inc.

Balance Sheet

As of December 31, 2023

	<u>Dec 31, 23</u>	<u>Dec 31, 22</u>
22204 · Renewing Member Dues- 2024	971,827.16	0.00
22205 · Partial Pays Renew/New Members	0.00	3,642.00
22206 · Renewing Member Dues- 2023	0.00	901,480.66
22209 · VIP Sponsorship	0.00	5,375.08
22210 · 2022 New Member Credit to 2023	0.00	87,407.00
22211 · PAC Funds	4,207.67	24,040.00
22300 · Trimmer Constr. Ed. Payable	0.00	2,800.00
22301 · Free Enterprise All. Payable	0.00	4,200.00
22305 · Workforce Enhancement Fund	3,069.17	3,656.66
Total Other Current Liabilities	<u>1,225,849.49</u>	<u>1,088,302.29</u>
Total Current Liabilities	<u>1,261,074.97</u>	<u>1,247,331.16</u>
Long Term Liabilities	<u>747.71</u>	<u>9,563.09</u>
Total Liabilities	<u>1,261,822.68</u>	<u>1,256,894.25</u>
Equity		
30000 · Opening Bal Equity	6,650.00	604,557.55
31100 · Retained Earnings	2,436,985.69	1,756,100.62
Net Income	216,857.47	76,327.52
Total Equity	<u>2,660,493.16</u>	<u>2,436,985.69</u>
TOTAL LIABILITIES & EQUITY	<u><u>3,922,315.84</u></u>	<u><u>3,693,879.94</u></u>

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

	Dec 23	Budget	Jan - Dec 23	YTD Budget	Annual Budget
Ordinary Income/Expense					
Income					
40000 · Membership Income					
41000 · New Member Dues					
41001 · New Member 15 for 12	0.00	7,283.92	0.00	87,407.04	87,407.04
41000 · New Member Dues - Other	15,393.96	12,170.00	128,294.00	146,040.00	146,040.00
Total 41000 · New Member Dues	15,393.96	19,453.92	128,294.00	233,447.04	233,447.04
41010 · Renewing Member Dues	115,293.56	98,194.34	1,336,611.08	1,178,332.08	1,178,332.08
41020 · Enrollment Fee	400.00	708.33	8,555.00	8,500.00	8,500.00
41030 · Membership Promotion	0.00	0.00	1,528.75	1,000.00	1,000.00
46030 · Job Site Signs Sales	0.00	200.00	4,284.66	3,500.00	3,500.00
Total 40000 · Membership Income	131,087.52	118,556.59	1,479,273.49	1,424,779.12	1,424,779.12
40100 · Events Income					
44000 · Meetings (Ticket Event)					
440001 · Builders Breakfast	250.00	2,555.00	35,665.00	25,550.00	25,550.00
440003 · Sporting Clay Shoot	34,350.00	45,600.00	34,350.00	45,600.00	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)	34,600.00	48,155.00	107,010.00	112,825.00	112,825.00
44010 · Golf Tournaments	0.00	0.00	240,818.70	248,325.00	248,325.00
44030 · Construction Expo	0.00	0.00	110,900.00	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	-1,152.99	0.00	366,586.17	376,575.00	376,575.00
44100 · Sponsored Events					
44101 · Chili Cook-Off	0.00	0.00	19,695.00	14,125.00	14,125.00
44102 · ABC on Tap	3,000.00	4,500.00	24,000.00	28,500.00	28,500.00
44100 · Sponsored Events - Other	0.00	0.00	8,400.00	8,000.00	8,000.00
Total 44100 · Sponsored Events	3,000.00	4,500.00	52,095.00	50,625.00	50,625.00
44105 · Young Professionals Events	750.00	1,200.00	6,215.00	7,175.00	7,175.00
Total 40100 · Events Income	37,197.01	53,855.00	912,874.87	923,475.00	923,475.00
40200 · Training and Development Income					
43000 · Seminars Registration	2,676.14	1,400.00	111,038.97	128,458.00	128,458.00
43035 · NEXGEN	0.00	0.00	51,584.00	48,980.00	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	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	2,676.14	1,400.00	207,057.97	304,438.00	304,438.00
40300 · Advertising & Marketing Income					
45000 · BCF Magazine Advertising	14,190.76	11,695.00	74,029.36	70,555.00	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	0.00	10,550.00	7,775.00	7,775.00
45020 · Weekly Email Advertising	300.00	300.00	4,800.00	3,600.00	3,600.00
40300 · Advertising & Marketing Income - Other	0.00	0.00	0.00	1,800.00	1,800.00
Total 40300 · Advertising & Marketing Income	14,490.76	11,995.00	139,894.36	137,130.00	137,130.00
Total Income	185,451.43	185,806.59	2,739,100.69	2,789,822.12	2,789,822.12
Gross Profit	185,451.43	185,806.59	2,739,100.69	2,789,822.12	2,789,822.12
Expense					
60000 · Membership Expenses					
61040 · Member Fees & Promotion	1,928.26	2,300.00	32,647.77	27,600.00	27,600.00
Total 60000 · Membership Expenses	1,928.26	2,300.00	32,647.77	27,600.00	27,600.00
60100 · Events Expense					
64000 · Meetings (Ticket Event) Expense					

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

	Dec 23	Budget	Jan - Dec 23	YTD Budget	Annual Budget
640001 · Builders Breakfast Expense	3.80	420.00	22,634.42	4,200.00	4,200.00
640003 · Sporting Clay Shoot Expense	17,624.51	30,900.00	18,140.30	30,900.00	30,900.00
640005 · Poker Run Expense	0.00	0.00	827.46	1,300.00	1,300.00
640006 · Legislative Hobnob Expense	52.80	0.00	4,081.74	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	44.06	0.00	13,522.34	0.00	0.00
Total 64000 · Meetings (Ticket Event) Expense	17,725.17	31,320.00	64,137.89	54,600.00	54,600.00
64010 · Golf Tournaments Expense	0.00	0.00	135,340.16	144,575.00	144,575.00
64030 · Construction Expo Expense	222.09	0.00	46,873.15	43,800.00	43,800.00
64040 · GC Connect Expense	1.60	0.00	6,500.64	8,350.00	8,350.00
64050 · EIC Construction Awards Expense	933.03	0.00	247,154.88	266,575.00	266,575.00
64100 · Sponsored Events Exp					
64101 · Chili Cook-Off Expense	0.00	0.00	8,486.63	7,300.00	7,300.00
64102 · ABC on Tap Expense	1,217.59	0.00	7,082.93	8,000.00	8,000.00
64100 · Sponsored Events Exp - Other	0.63	2,700.00	2,049.20	4,700.00	4,700.00
Total 64100 · Sponsored Events Exp	1,218.22	2,700.00	17,618.76	20,000.00	20,000.00
64105 · Young Professionals Expense	223.62	500.00	4,116.42	5,000.00	5,000.00
64107 · VIP Expenses	2,370.42	0.00	9,383.47	6,500.00	6,500.00
64112 · Meetings & Events General Exps.	89.82	275.00	3,568.75	3,500.00	3,500.00
Total 60100 · Events Expense	22,783.97	34,795.00	534,694.12	552,900.00	552,900.00
60200 · Training and Development Expense					
63000 · Seminar Expense	610.76	450.00	42,050.74	56,879.00	56,879.00
63035 · NEXGEN Expense	196.47	0.00	7,922.80	22,295.00	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	68,500.00	68,500.00
63042 · State of Construction Expense	0.00	0.00	318.00	6,000.00	6,000.00
Total 60200 · Training and Development Expense	807.23	450.00	73,587.86	175,674.00	175,674.00
60300 · Advertising & Marketing Expense					
65000 · BCF Magazine Expense	3,710.84	3,925.00	24,928.51	26,000.00	26,000.00
65010 · Membership Directory Expense	28.40	0.00	9,580.90	9,500.00	9,500.00
65012 · Monthly Mailing Expense	0.00	550.00	9,456.24	6,600.00	6,600.00
60300 · Advertising & Marketing Expense - Otl	123.10		123.10		
Total 60300 · Advertising & Marketing Expense	3,862.34	4,475.00	44,088.75	42,100.00	42,100.00
60400 · General and Administrative					
65030 · Website	179.99	583.33	3,167.73	7,000.00	7,000.00
66050 · Personnel Expenses	194,561.91	144,633.38	1,179,958.24	1,185,600.60	1,185,600.60
66060 · Insurances	1,663.71	2,000.00	20,323.28	24,000.00	24,000.00
67050 · Staff & Team Development	834.15	750.00	6,259.59	9,000.00	9,000.00
68000 · Auto Expense	1,050.00	1,250.00	12,350.00	15,000.00	15,000.00
68200 · President's Expense	150.89	166.67	1,060.04	2,000.00	2,000.00
68210 · Board of Directors Meetings	93.64	833.33	4,048.72	10,000.00	10,000.00
68220 · Committee Meetings	1,144.20	291.67	3,094.75	3,500.00	3,500.00
69000 · Utilities	3,585.50	3,250.00	43,977.53	39,000.00	39,000.00
69020 · Property Taxes	3,572.94	4,377.08	51,192.06	52,525.00	52,525.00
69030 · Janitorial & Cleaning	1,065.00	1,165.00	13,380.94	13,980.00	13,980.00
69040 · Building Supplies/Maintenance	8,847.76	4,342.50	56,767.73	52,110.00	52,110.00
69100 · Administrative - Postage	31.36	41.67	134.35	500.00	500.00
69120 · Telephone & Data Expense	938.67	1,125.00	12,372.91	13,500.00	13,500.00
69190 · Computer Software	971.71	1,166.67	14,800.87	14,000.00	14,000.00
69200 · Leased Office Equipment	1,075.16	495.00	6,542.71	5,940.00	5,940.00
69210 · Office Supplies	399.68	416.67	3,826.83	5,000.00	5,000.00
69220 · Equipment R&M, Supplies	2,652.08	1,500.00	21,332.73	18,000.00	18,000.00
69300 · Advertising expense	0.00	100.00	5,439.44	1,000.00	1,000.00
69315 · Bank Charges	72.95	33.33	491.72	400.00	400.00
69325 · Interest Expense	28.66	28.54	473.17	473.05	473.05
69340 · Professional Services	0.00	416.66	22,226.76	15,700.00	15,700.00

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

	Dec 23	Budget	Jan - Dec 23	YTD Budget	Annual Budget
69350 · Taxes & Licenses	0.00	25.00	652.04	300.00	300.00
69370 · Dues, Subscript., Sponsorships	0.00	100.00	451.39	1,200.00	1,200.00
69400 · Depreciation	-3,508.83	7,083.33	71,546.04	85,000.00	85,000.00
Total 60400 · General and Administrative	219,411.13	176,174.83	1,555,871.57	1,574,728.65	1,574,728.65
61000 · National Dues	28,878.31	25,621.83	322,333.68	307,462.00	307,462.00
61020 · State Dues	7,562.71	6,956.25	82,465.61	83,475.00	83,475.00
61100 · National Meetings					
681301 · National Convention Host Exp	0.00		7,593.95		
61100 · National Meetings - Other	-536.28	2,375.70	25,377.13	28,508.00	28,508.00
Total 61100 · National Meetings	-536.28	2,375.70	32,971.08	28,508.00	28,508.00
68110 · State Meetings	0.00	0.00	6,540.91	7,000.00	7,000.00
68180 · Chapter Planning Conference	4,170.08	10,000.00	4,170.08	10,000.00	10,000.00
68190 · Other Conferences	0.00	100.00	0.00	1,000.00	1,000.00
69391 · Community Enrichment	3,747.91		21,959.03		
Total Expense	292,615.66	263,248.61	2,711,330.46	2,810,447.65	2,810,447.65
Net Ordinary Income	-107,164.23	-77,442.02	27,770.23	-20,625.53	-20,625.53
Other Income/Expense					
Other Income					
Student Chapter, net	0.00		0.00		
47000 · Interest Income	8,030.84	833.33	37,769.37	10,000.00	10,000.00
47010 · General Income	539.90		3,909.90		
47012 · Rental Income					
470122 · Lease Space					
470125 · Astronaut Lease Ste101-1,685	1,685.00	1,500.00	18,370.00	18,000.00	18,000.00
470126 · Empire Elect ste102 - 1,666.25	1,666.25	1,666.25	19,995.00	19,995.00	19,995.00
470127 · United Form ste103-1,535	1,535.00	1,350.00	16,570.00	16,200.00	16,200.00
470128 · Second Floor Lease Space	350.00		3,150.00		
Total 470122 · Lease Space	5,236.25	4,516.25	58,085.00	54,195.00	54,195.00
470123 · Classroom rental	142.63	208.33	8,776.43	2,500.00	2,500.00
470124 · Rental Supplies	85.00		2,052.00		
69392 · Rental Expense	-13.35	-20.83	-292.88	-250.00	-250.00
Total 47012 · Rental Income	5,450.53	4,703.75	68,620.55	56,445.00	56,445.00
47020 · Gain (Loss) on Investment/Asset	14,788.99		23,756.44		
Total Other Income	28,810.26	5,537.08	134,056.26	66,445.00	66,445.00
Net Other Income	28,810.26	5,537.08	134,056.26	66,445.00	66,445.00
Net Income	-78,353.97	-71,904.94	161,826.49	45,819.47	45,819.47
Workforce Fund, net	0.00	0.00	55,030.98	0.00	0.00

ASSOCIATED BUILDERS AND CONTRACTORS, LLC.
A/R Aging Summary
As of December 31, 2023

	31 - 60	61 - 90	> 90	TOTAL
Amphibious Medics	0.00	0.00	1,175.00	1,175.00
Armstrong Air & Heating, Inc.	0.00	0.00	150.00	150.00
Balfour Beatty Construction(Centex)	0.00	1,000.00	20.00	1,020.00
Brasfield & Gorrie General Contractor, LL	-395.00	0.00	0.00	-395.00
Brookstone Construction, LLC	130.00	0.00	0.00	130.00
Brown & Brown Insurance, Inc.	0.00	0.00	800.00	800.00
CORE Construction Services of FL, LLC	0.00	200.00	100.00	300.00
Cross Enterprises of Central Florida, Inc	0.00	0.00	150.00	150.00
Daaxii, Inc.	0.00	0.00	688.00	688.00
Finfrook Construction, LLC	0.00	0.00	500.00	500.00
Gaylor Electric, Inc.	0.00	2,000.00	0.00	2,000.00
KHS&S	0.00	1,175.00	0.00	1,175.00
National Trench Safety, LLC	0.00	0.00	1,450.00	1,450.00
Orange Plumbing Inc	0.00	0.00	300.00	300.00
Owen Electric Company, Inc.	0.00	0.00	20.00	20.00
People Ready (Formerly Labor Ready)	0.00	0.00	50.00	50.00
Shutts & Bowen, LLP	0.00	0.00	500.00	500.00
Silver Hills Construction, LLC	0.00	99.00	0.00	99.00
Spectra Contract Flooring	0.00	199.00	0.00	199.00
Speedy Concrete Cutting of Cent. Fl	0.00	0.00	180.00	180.00
Sperry & Associates	0.00	0.00	200.00	200.00
Sunbelt Rentals	0.00	1,600.00	750.00	2,350.00
Sunstate Equipment Co., LLC	0.00	1,000.00	0.00	1,000.00
Talent-Corps	0.00	0.00	165.00	165.00
Tradesmen International, Inc.	0.00	0.00	-12.00	-12.00
Turner Construction Co.	0.00	0.00	1,020.00	1,020.00
Two Way Technology Systems Corporation	0.00	0.00	695.00	695.00
USI	0.00	0.00	150.00	150.00
Wharton-Smith, Inc.	0.00	0.00	495.00	495.00
TOTAL	-265.00	7,273.00	9,546.00	16,554.00

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



ABC - Central Florida Chapter
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

Linked Account Summary- Primary Account# 700C0151

Value This Statement		This Statement	Year to Date
\$1,159,555.98			
Beginning Balance		\$1,137,278.45	\$710,654.07
Deposits ✧		\$101,339.18	\$501,339.18
Income		\$7,488.54	\$25,145.47
Withdrawals ✧		\$(101,339.18)	\$(101,339.18)
Expenses		\$0.00	\$0.00
Change in Value		\$14,788.99	\$23,756.44
Ending Balance		\$1,159,555.98	\$1,159,555.98
Last Statement	Prior Year-End		
\$1,137,278.45	\$710,654.07		

✧ Figures reflect a summary of activity in all linked accounts, including internal transfers between accounts.

Linked Accounts

Account	Current Value	Estimated Annual Income	Page
700C0151 ABC - Central FL Chapter	\$1,058,155.72	\$25,066.22	3
323RA696 ABC - Workforce Enhancement	\$101,400.26	\$1,013.99	7
Total Relationship Value	\$1,159,555.98	\$26,080.21	



Included in Your Mail Packet

Important Account Information

At the back of your mail packet

Notice of Disclosures Related To Trusted Contact Request

Statement of Financial Condition

Updated Terms and Conditions for Class Action Recovery Service



THE TYSON SMITH GROUP OF RJ Raymond James & Associates

ABC - Central FL Chapter Account Summary - #700C0151

Brokerage

Registered to: CENTRAL FL CHAPTER ASSOCIATED | BUILDERS AND CONTRACTORS INC | 651 DANVILLE DR
STE 200 | ORLANDO FL 32825-6393504

		This Statement	Year to Date
Value This Statement	Beginning Balance	\$1,137,278.45	\$710,654.07
\$1,058,155.72	Deposits	\$0.00	\$400,000.00
	Income	\$7,427.46	\$25,084.39
	Withdrawals	\$(101,339.18)	\$(101,339.18)
	Expenses	\$0.00	\$0.00
	Change in Value	\$14,788.99	\$23,756.44
	Ending Balance	\$1,058,155.72	\$1,058,155.72
Last Statement	Prior Year-End		
\$1,137,278.45	\$710,654.07		
Dollar-Weighted Performance*			
YTD	Annualized Since 05/07/2018		
5.77%	1.22%		

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
• Long-term losses	\$0.00
Net Gain/Loss Total	\$0.00

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 # 1.0% - Selected Sweep Option			\$510,290.84		\$5,102.90
Raymond James Bank			\$245,198.09		
JPMorgan Chase Bank NA			\$245,022.94		
CIBC Bank USA			\$10,287.98		



Your Portfolio (continued)

	Quantity	Price	Value	Gain or (Loss) ^o	Estimated Annual Income
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Cash & Cash Alternatives (continued)

Tristate Capital Bank \$9,781.83

Your bank priority state: FL

Participating banks recently added: Wells Fargo Bank, NA 12/15/2023; Atlantic Union Bank 11/01/2023

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

Estimated Income Yield for RJBDP was calculated as of 12/26/2023.

FIMM GOVERNMENT PORTFOLIO MONEY MARKET INSTL CL M/M (FRGXX) 5.2%	224,560.310	\$1.000	\$224,560.31		\$11,677.14
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Cash & Cash Alternatives Total			\$734,851.15		\$16,780.04
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Mutual Funds

WESTERN ASSET CORE PLUS BOND FUND CL C M/F (WAPCX)	20,932.057	\$9.580	\$200,529.11	\$(36,461.21) ^B	\$6,384.28
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Mutual Funds Total			\$200,529.11	\$(36,461.21)	\$6,384.28
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Exchange-Traded Products (ETPs)

INVESCO QQQ TR (QQQ)	29.000	\$409.520	\$11,876.08	\$2,222.78	\$67.28
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INVESCO S&P 500 EQUAL WEIGHT ETF (RSP)	186.000	\$157.800	\$29,350.80	\$7,142.57	\$479.88
--	---------	-----------	-------------	------------	----------

SPDR S&P 500 ETF (SPY)	78.000	\$475.310	\$37,074.18	\$14,890.44	\$517.45
------------------------	--------	-----------	-------------	-------------	----------

VANGUARD DIVIDEND APPRECIATION ETF (VIG)	261.000	\$170.400	\$44,474.40	\$14,721.58	\$837.29
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Exchange-Traded Products Total			\$122,775.46	\$38,977.37	\$1,901.90
---------------------------------------	--	--	---------------------	--------------------	-------------------

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

Portfolio Total			\$1,058,155.72	\$2,516.16	\$25,066.22
------------------------	--	--	-----------------------	-------------------	--------------------

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

^o 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				
12/01/2023	Dividend - Taxable	FIMM GOVERNMENT PORTFOLIO MONEY MARKET INSTL CL M/M (FRGXX) \$.00434 per share x 223,590.600 shares		\$969.71
12/01/2023	Dividend - Taxable	WESTERN ASSET CORE PLUS BOND FUND CL C M/F (WAPCX) \$.02762 per share x 20,868.933 shares		\$576.32
12/22/2023	Dividend - Taxable	INVESCO S&P 500 EQUAL WEIGHT ETF (RSP) \$.60909 per share x 186.000 shares		\$113.29
12/27/2023	Dividend - Taxable	VANGUARD DIVIDEND APPRECIATION ETF (VIG) \$.91559 per share x 261.000 shares		\$238.97
12/28/2023	Interest - Taxable	LEADER BANK NA ARLINGTON, MA FDIC # 57134 CERTIFICATE OF DEPOSIT PAYS AT MATURITY 5.3000% DUE 12/28/2023 (52168UJM5) Paid on 100,000		\$2,628.22
12/29/2023	Interest at RJ Bank Deposit Program	Raymond James Bank Deposit Program		\$242.03
12/29/2023	Interest - Taxable	UMPQUA BANK ROSEBURG, OR FDIC # 17266 CERTIFICATE OF DEPOSIT PAYS AT MATURITY 5.3000% DUE 12/29/2023 (90421MFD0) Paid on 150,000		\$2,635.48
12/29/2023	Dividend - Taxable	INVESCO QQQ TR (QQQ) \$.80828 per share x 29.000 shares		\$23.44
Income Total				\$7,427.46
Withdrawals				
12/07/2023	Withdrawal	Cash *TRF TO 323RA696		\$(101,339.18)
Withdrawals Total				\$(101,339.18)



Your Activity (continued)

Date	Activity Type	Description	Quantity/ Price	Amount
Purchases, Sales and Redemptions				
12/01/2023	Reinvest	FIMM GOVERNMENT PORTFOLIO MONEY MARKET INSTL CL M/M (FRGXX) \$.00434 per share x 223,590.600 shares	969.710 \$1.000	\$(969.71)
12/01/2023	Reinvest	WESTERN ASSET CORE PLUS BOND FUND CL C M/F (WAPCX) \$.02762 per share x 20,868.933 shares	63.124 \$9.12996	\$(576.32)
12/28/2023	Redemption	LEADER BANK NA ARLINGTON, MA FDIC # 57134 CERTIFICATE OF DEPOSIT PAYS AT MATURITY 5.3000% DUE 12/28/2023 (52168UJM5) 12/28/23 BOND MATURES @ 100% 5.3% 12/28/23	(100,000.000) \$1.000	\$100,000.00
12/29/2023	Redemption	UMPQUA BANK ROSEBURG, OR FDIC # 17266 CERTIFICATE OF DEPOSIT PAYS AT MATURITY 5.3000% DUE 12/29/2023 (90421MFD0) 12/29/23 BOND MATURES @ 100% 5.3% 12/29/23	(150,000.000) \$1.000	\$150,000.00



THE TYSON SMITH GROUP OF RJ
Raymond James & Associates

ABC - Workforce Enhancement Account Summary - #323RA696

Brokerage

Registered to: CENTRAL FL CHAPTER ASSOCIATED | BUILDERS & CONTRACTORS INC | 651 DANVILLE DR STE 200 | ORLANDO FL 32825-6393504

		This Statement	Year to Date
Value This Statement		Beginning Balance	\$0.00
\$101,400.26		Deposits	\$101,339.18
		Income	\$61.08
		Withdrawals	\$0.00
		Expenses	\$0.00
		Change in Value	\$0.00
		Ending Balance	\$101,400.26
Last Statement	Prior Year-End		
\$0.00	\$0.00		
<hr/>			
Dollar-Weighted Performance*			
YTD	Annualized Since		
N/A	N/A		

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					
CLIENT INTEREST PROGRAM ♦ 1.0% - Selected Sweep Option			\$44.43		\$0.44
♦ Please see Client Interest Program on the Understanding Your Statement page.					
Raymond James Bank Deposit Program ‡ 1.0% - Selected Sweep Option			\$101,355.83		\$1,013.55
JPMorgan Chase Bank NA			\$101,355.83		
Your bank priority state: FL					
Participating banks recently added: Wells Fargo Bank, NA 12/15/2023; Atlantic Union Bank 11/01/2023					
‡ Please see the Raymond James Bank Deposit Program on the Understanding Your Statement page.					
Estimated Income Yield for RJBDP and CIP were calculated as of 12/26/2023.					
Cash & Cash Alternatives Total			\$101,400.26		\$1,013.99

Your Portfolio (continued)

	Value	Gain or (Loss)°	Estimated Annual Income
Portfolio Total	\$101,400.26		\$1,013.99

° 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
Deposits				
12/07/2023	Deposit	Cash *TRF FR # 700C0151		\$101,339.18
Deposits Total				\$101,339.18
Income				
12/29/2023	Interest at RJ Bank Deposit Program	Raymond James Bank Deposit Program		\$16.65
12/29/2023	Interest - Taxable	Cash held in CIP		\$44.43
Income Total				\$61.08



Associated Builders and Contractors, Inc.

A/P Aging Summary

As of December 31, 2023

	Current	1 - 30	31 - 60	61 - 90	> 90	TOTAL
ABC Insurance Trust	0.00	-614.36	0.00	0.00	0.00	-614.36
ADP, Inc.	8,080.00	0.00	0.00	0.00	0.00	8,080.00
American Express	0.00	14,737.44	0.00	0.00	-852.43	13,885.01
Bank of America	0.00	0.00	0.00	0.00	-182.52	-182.52
Modern Plumbing-V	494.35	0.00	0.00	0.00	0.00	494.35
NAWIC-V	0.00	3,000.00	0.00	0.00	0.00	3,000.00
Orlando Economic Partnership	0.00	0.00	7,500.00	0.00	0.00	7,500.00
SAVI EHS LLC	0.00	3,063.00	0.00	0.00	0.00	3,063.00
TOTAL	<u>8,574.35</u>	<u>20,186.08</u>	<u>7,500.00</u>	<u>0.00</u>	<u>-1,034.95</u>	<u>35,225.48</u>

ABC Central Florida Membership Report

December 31, 2023



New Members - December 2023

COMPANY	CONTACT	CTG	TRADE	BOARD SPONSOR
Anthony Ogeerally Painting, Inc.	Andre Ogeerally	9	Painting: interior, exterior	Scrubby
BMO Commercial Bank	Mike Williams	2	Financial, banking	Wert
GFG Benefits, LLC	Tina Craft	1	Insurance firm	NA
T-Mobile	John Longobardi	2	Wireless communication services	NA
WW Build, Inc.	Tom Tighe	9	General Contractor	NA

Recruitment 2023

New Member Companies

This Month: 8
 YTD: 87
 Goal: 90
 Percentage of Goal 96.7%

\$12,639.00 Current Month New Members
 \$204,290.00 YTD New Members
 93.3% Percentage of Budget



2023 Retention (as of 12/31/2023)

Member Companies

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

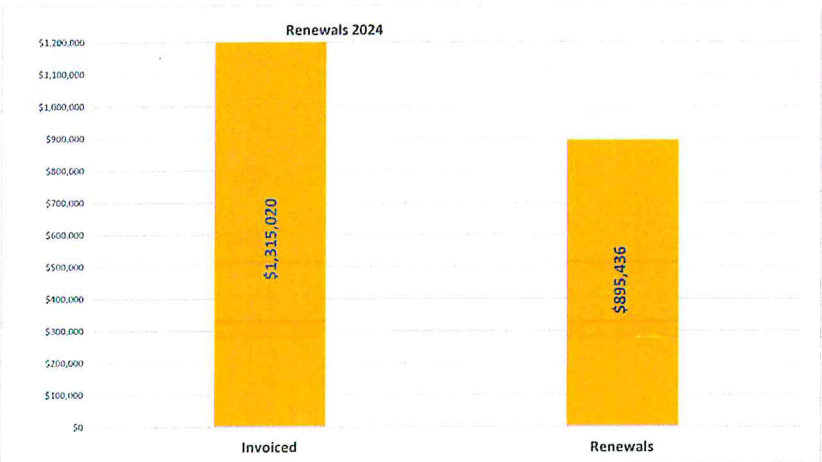
Total Member Companies

As of Year End 2022 478
 Renewed 2023 432
 New 2023 87
 Total Members 519
 Needed for Growth -40

2023 Paid Member Contractor Percentage: 61%

2024 Retention (as of 12/31/2023)

Renewal Invoices:	\$1,315,020.00
Paid as of Month End:	\$895,436.16
Percentage of Invoiced:	68.1%
Non Renewed:	\$419,583.84



2024 Retention (as of 12/31/2023)

Member Companies	
As of Year End 2023:	519
2024 Renewed:	301 58.00%
Dropped:	15
Unpaid:	203

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

Comparison to all other ABC chapters:	Comparison to all ABC SE region chapters:
Member Size - 11 out of 67 (12 out of 68 in October)	Member Size - 3 out of 12 (same in October)
Contractor Numbers - 17 out of 68 (18 out of 68 in October)	Contractor Numbers - 4 out of 12 (5 out of 12 in October)
Overall Renewals - 14 out of 67 (same in October)	Overall Renewals - 3 out of 12 (same in October)
Contractor Renewal - 18 out of 67 (same in October)	Contractor Renewal - 3 out of 12 (1 out of 12 in October)
Growth - 8 out of 67 (9 out of 68 in October)	Growth - 1 out of 12 (same in October)
% of Contractors - 40 out of 67 (39 out of 68 in October)	% of Contractors - 4 out of 12 (same in October)

Board of Directors Membership GoogleSheet Documents/Resources:

2024 Dropped Members:	https://docs.google.com/spreadsheets/d/1U1gM0KHGa57wpCVG8JP9LNhpO3q1gnqvaBUT6VxJu9I/edit#gid=0
2024 Still to Renew:	https://docs.google.com/spreadsheets/d/1E8CcFAJ0XhOEH4USRcljvSsv8Uj_Fnk0_KvCPEHyIE/edit#gid=0
2024 Active Members:	https://docs.google.com/spreadsheets/d/13uYaNLIARNAAj9VCCz54UpGpHKhHwfwazlXVFUvSgV8/edit#gid=0
2024 New Member Welcome Calls:	https://docs.google.com/spreadsheets/d/1gRgz4I4EFMCxU3jD7bhWnJK91aXgCFuega5L-jSTo/edit#gid=0
2024 Future Members List:	https://docs.google.com/spreadsheets/d/1w1nMiqwp4lwDj-EWFEUWXHqIgpEc42BvowMTK1ycpQmU/edit#gid=0

TALLAHASSEE

LegCon

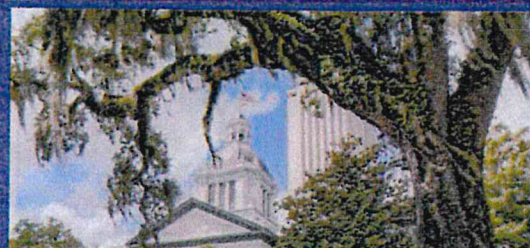


When

WEDNESDAY, JAN 17 -
THURSDAY, JAN 18, 2024

Where

DOUBLETREE BY
HILTON TALLAHASSEE
101 SOUTH ADAMS ST,
TALLAHASSEE, FL 32301



What to Expect

Become a lobbyist for the day! Join members of ABC from across Florida as we speak with Legislators about issues that impact the entire commercial construction industry.

Agenda

Wednesday
11:30am Briefing Luncheon
2:00pm Capitol Visits
5:30pm Cocktail Reception

Thursday
8:00am Board Meeting and Breakfast
9:00am Capitol Visits

- ❖ ABC-FEC: Graduates of LeadershipABC are provided a free registration
- ❖ ABC First Coast: Pays for half of the registration fee for YPs
- ❖ ABC Gulf Coast: Provides two YPs with free registration

Please contact your local chapter for more details or to apply for Young Professional discounts

Sponsorship Opportunities Available

Presenting Partner (previously called "Underwrite Event"): \$5,000 (1 of 2 available)

Lanyard Sponsor: SOLD OUT

Amenity sponsor (gift delivered to all guests): \$1,000 plus cost of gift, TBD per sponsor requests (1 available)

Bar sponsor at reception: \$2,500 (2 available)

Cocktail reception sponsor: \$1,000 (6 available)

Lunch sponsor: \$1,000 (8 available)

Board Meeting Breakfast sponsor: \$500 (8 of 9 available)

Pen sponsor: \$1,000 plus provide pens (1 available)

16

Interested in Sponsorship?

please contact events@abceastflorida.com
for more information

BURR FORMAN LLP
results matter

Right Way Plumbing Company

AMERICAN ELECTRICAL
Contracting, Inc.
Wired Right at a Fair Price

THE AMPHIBIOUS GROUP

Register at

abceastflorida.com/events



YOU'RE INVITED!

Bourbon Bash PAC Fundraiser

Bourbon Tasting

Tickets: \$500 per person

SPONSORSHIPS AVAILABLE

When: February 22, 2024, at 5:30PM

Where: Michael Parks' Residence:

671 East Lake Sue Ave

Winter Park, FL 32789

UBER is highly encouraged due to limited parking/alcohol

Keep your friends close and your
bourbon closer



SPONSORSHIPS

Pappy Van Winkle \$2,500

*Includes signage and (1) Attendee

High Baller \$2,000

*Includes bar signage and (1) Attendee

Old Fashion \$1,500

*Includes signage for high-end bourbon

Single Barrel \$750

*Includes signage at bar

Wine \$750

Appetizer \$1,000

Rocks Glass \$600

SOLD Entertainment \$500

Contact Taylor Dupree for additional information
tdupree@abccentralflorida.org | 407-628-2070

FUNDRAISER



COLLEGIATE AND YOUNG PROFESSIONALS

GOLF TOURNAMENT

Proceeds from this annual tournament will help fund the Collegiate students' National Construction Management Competition, scholarships, and programs designed to engage and grow ABC's Young Professionals.

NEW

SWING ANALYSIS SPONSOR

Expert instructors will record, analyze, give feedback and identify areas of improvement with launch monitor data with voiceover format and sent to golfers within 48 hours of play!



Scan QR code
for more details



February 23, 2024



Eagle Creek Golf Club
10350 Emerson Lake
Blvd, Orlando, FL 32832



8:30 AM
Shotgun Start



CONNECT | EDUCATE | ADVOCATE²⁰

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



Builders' BREAKFAST



Jen Pollock

Senior Vice President
Ameris Bank



Ben Lalikos

Senior Vice President
Cogent Bank

Other Panelist from:

- Colliers Land Services
- ECS Florida, LLC
- Little | Diversified Architectural Consulting Firm



January 30,
2024



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



7:30 - 9:00
AM



Members - \$20
Future
Members - \$30

CHOICE VIP SPONSORS

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- Certified Slings & Supply
- Competitive Edge Partners & Consulting, LLC
- Dean Mead Attorneys At Law
- EquipmentShare, Inc.
- Hartford South, LLC
- LRA Insurance
- Shutts & Bowen, LLP
- Towers Construction Company
- Turner Construction Company
- Winter Park National Bank
- Withum

Scan QR code
to register



Central Florida

Associated
Builders and
Contractors

CONNECT | EDUCATE | ADVOCATE¹⁴

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



Builders' BREAKFAST



John Walsh

Assistant Vice President
Facilities Development
Orlando Health

Learn how you can help Orlando Health on their upcoming projects!

Join ABC to meet some new contacts in the healthcare sector to stay current - learn what Orlando Health has planned and how you can help them on their upcoming projects - Orlando Health wants to work with you and your company.



Kim

McMurphy

Director, Facility Development
Asset Strategy
Orlando Health



**February 27,
2024**



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



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



**Members - \$25
Future
Members - \$35**

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- Certified Slings & Supply
- Competitive Edge Partners & Consulting, LLC
- Dean Mead Attorneys At Law
- EquipmentShare, Inc.
- Hartford South, LLC
- LRA Insurance
- Shutts & Bowen, LLP
- Towers Construction Company
- Turner Construction Company
- Winter Park National Bank
- Withum

**Scan QR code
to register**



Associated
Builders and
Contractors

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

ABC *On Tap*



Gather for an evening of networking! Join Central Florida ABC members for an opportunity to meet key leadership of the chapter and get acquainted with new and existing members

FEBRUARY 15, 2024 | 5:30 - 7:00 PM

**THE PORCH
643 ORANGE AVE, WINTER PARK, FL**



***Sponsored by '24 Premier
VIP Sponsors***

Wish to see your company logo here/on this event? Reach out to Taylor Tidwell, sponsors@abccf.org, (407) 398-1282 for more information.



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

CONNECT | EDUCATE | ADVOCATE

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



TRAINING & DEVELOPMENT 2024 SCHEDULE

JANUARY

- 8-12 Project Management Institute
- 9 Construction Estimating Principles & Application (V)
- 11 Bluebeam Baseline Basics (V)
- 16 Basic Blueprint Reading begins
- 17 Bluebeam Basics Materials Takeoffs & Estimates (V)
- 18 Bluebeam Advanced Materials Takeoffs & Estimates (V)
- 23 Bluebeam for Administrative Professionals (V)
- 24-25 Reading Construction Documents (V)
- 25 Construction Law: Construction Insurance Coverage Disputes

FEBRUARY

- 5 Stepping Up to Supervisor begins
- 13-14 OSHA 10-hour Outreach
- 15 CPR/First Aid Certification
- 23 YP/Collegiate Golf Tournament

MARCH

- 11-15 ABC National Convention @ Gaylord Palms
- 19-22 Project Management Institute
- WIC Week: Breaking the Glass Ceiling Panel

APRIL

- 1 Stepping Up to Supervisor begins
- 2 Construction Estimating Principles & Application (V)
- 4 Bluebeam Baseline Basics (V)
- 9 OSHA 30-hour Outreach begins
- 10 Bluebeam Basics Materials Takeoffs & Estimates (V)
- 11 Crisis Management Workshop for C-Suite Leaders
- 11 Bluebeam Advanced Materials Takeoffs & Estimates (V)
- 16 Bluebeam for Administrative Professionals (V)
- 17-18 Reading Construction Documents (V)
- 24 Trestles Frontline Supervisor
- 29 Intro to Construction Estimating I

MAY

- 1-2 Safety Training Academy
- 7 Tech Conference
- 14 Basic Blueprint Reading begins
- 15 Lien Law Level One
- 16 CPR/First Aid

JUNE

- 3 Intro to Construction Estimating II begins
- 4 NEXGEN Graduation
- 5 Lien Law Level Two
- 11 OSHA 10-Hour Outreach in Spanish begins

JULY

- 9 Construction Estimating Principles & Application (V)
- 11 Bluebeam Baseline Basics (V)
- 16-17 OSHA 10-hour Outreach begins
- 17 Bluebeam Basics Materials Takeoffs & Estimates (V)
- 18 Bluebeam Advanced Materials Takeoffs & Estimates (V)
- 22 Stepping Up to Supervisor begins
- 23 Bluebeam for Administrative Professionals (V)
- 24-25 Reading Construction Documents (V)

AUGUST

- 15 CPR/First Aid
- 20 OSHA 30-hour Outreach begins

SEPTEMBER

- 10 OSHA 30-Hour Outreach in Spanish begins
- 24 Basic Blueprint Reading begins

OCTOBER

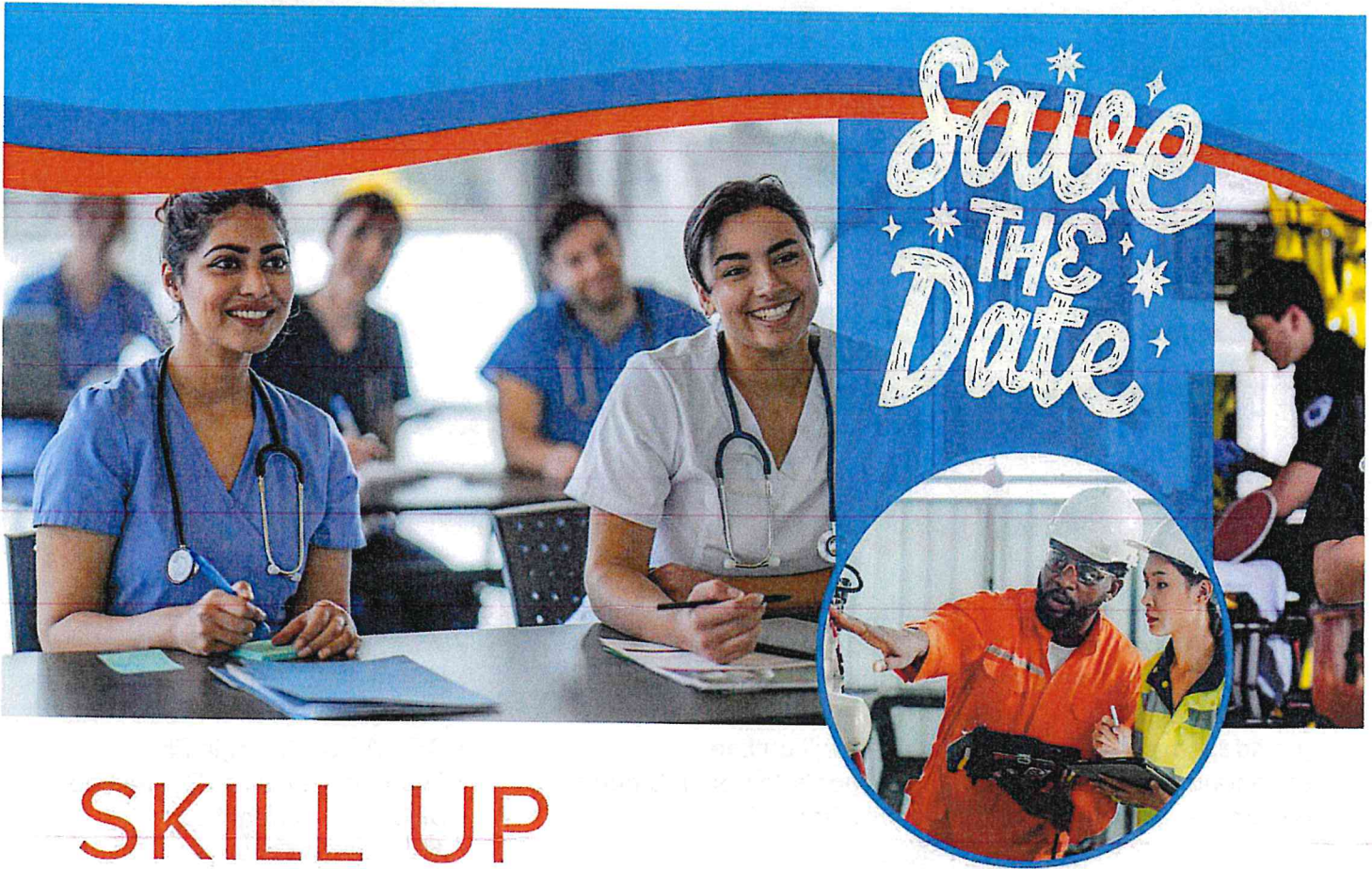
- 2 Lien Law Level One
- 9 Frontline Supervisor
- 16 Lien Law Level Two
- 15 Construction Estimating Principles & Application (V)
- 17 Bluebeam Baseline Basics (V)
- 23 Bluebeam Basics Materials Takeoffs & Estimates (V)
- 24 Bluebeam Advanced Materials Takeoffs & Estimates (V)
- 29 Bluebeam for Administrative Professionals (V)
- 30-31 Reading Construction Documents (V)
- 29-30 OSHA 10-hour Outreach begins

NOVEMBER

- 14 CPR/First Aid

DECEMBER

UChapter2 Virtual Class (V)



SKILL UP APPRENTICESHIP SUMMIT FOR EMPLOYERS

**6TH
FEB**

**TUESDAY
8AM-10:30AM**

**FOR MORE INFO
CALL BRENDA CHRISMAN
407.473.8609**



**OSCEOLA TECHNICAL COLLEGE
501 SIMPSON RD, KISSIMMEE, FL**

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2024

Committee Member Kick-Off

Volunteers are required to attend a Committee Member Kick-Off before participating on a Committee. This informative meeting is essential in helping members understand how ABC is structured, the services that ABC provides, and resources available. It will outline expectations, guidelines, and 2024 goals to help members become successful committee members.

Agenda:

- What is ABC?
- How is ABC Structured?
- Basic Policies and Procedures
- CFC ABC Strategic Plan
- The Importance of Committees
- CFC ABC Committees
- Job Descriptions
- Guidelines & Expectations

Q & A



January 24, 2024



ABC CF Office

651 Danville Drive, Suite 200
Orlando, FL 32825



**8:15 check in -
10:00 a.m.**

**Register online at
abccentralfloida.com/calendar**

Associated Builders and Contractors, Inc.
Profit & Loss Budget Performance
January 2018 through December 2024

	Actual					Projected		2023 Budget	2024 Budget
	Jan - Dec 18	Jan - Dec 19	Jan - Dec 20	Jan - Dec 21	Jan - Dec 22	Jan - Dec 23	Jan - Dec 23		
Income									
40000 - Membership Income									
41000 - New Member Dues	94,087.24	147,234.26	142,143.84	156,806.99	208,248.42	128,294.00	233,447.04	286,837.03	
41010 - Renewing Member Dues	905,011.94	957,604.76	1,042,048.06	1,069,952.57	1,108,031.69	1,336,611.08	1,178,332.08	1,315,020.00	
41020 - Enrollment Fee	4,441.00	7,889.00	4,698.00	8,301.00	8,480.00	8,455.00	8,500.00	12,000.00	
41030 - Membership Promotion	400.00	0.00	900.00	0.00	1,125.00	1,528.75	1,000.00	500.00	
46030 - Job Site Signs Sales	9,880.15	5,263.40	6,302.55	7,703.20	2,779.65	4,284.66	3,500.00	3,500.00	
Total 40000 - Membership Income	1,013,820.33	1,117,991.42	1,196,092.45	1,242,763.76	1,328,664.76	1,479,173.49	1,424,779.12	1,617,857.03	
40100 - Events Income									
44000 - Meetings (Ticket Event)	72,075.00	87,785.00	88,894.00	151,972.00	140,780.00	107,010.00	112,825.00	72,425.00	
44010 - Golf Tournaments	149,315.00	155,455.00	139,805.00	159,922.25	182,125.80	240,818.70	248,325.00	241,900.00	
44030 - Construction Expo	65,500.00	82,365.00	56,840.00	84,075.00	96,400.00	112,010.00	100,000.00	122,410.00	
44040 - GC Connect	0.00	0.00	0.00	0.00	0.00	29,750.00	27,950.00	33,225.00	
44050 - EIC Construction Awards	284,977.13	299,475.64	271,763.88	276,436.99	353,989.34	368,875.16	376,575.00	365,500.00	
44100 - Sponsored Events	39,775.00	37,840.00	36,250.00	39,125.00	42,600.00	52,895.00	50,625.00	57,090.00	
44105 - Young Professionals Events	250.00	2,470.00	1,200.00	1,500.00	7,947.45	6,215.00	7,175.00	11,750.00	
Total 40100 - Events Income	611,892.13	665,390.64	594,752.88	713,031.24	833,842.59	907,573.86	923,475.00	904,300.00	
40200 - Training and Development Income									
43000 - Seminars Registration	151,027.55	207,897.07	131,459.93	164,422.53	222,321.33	111,093.97	168,458.00	149,270.00	
43035 - NEXGEN	0.00	0.00	0.00	0.00	0.00	51,584.00	48,980.00	50,000.00	
43040 - Technology Conference	0.00	0.00	0.00	0.00	0.00	44,435.00	30,000.00	44,500.00	
43041 - Project Mgmt. Institute	0.00	0.00	0.00	0.00	0.00	0.00	48,000.00	48,000.00	
43042 - State of Construction	0.00	0.00	0.00	0.00	0.00	0.00	9,000.00	9,000.00	
Total 40200 - Training and Development Income	151,027.55	207,897.07	131,459.93	164,422.53	222,321.33	207,112.97	304,438.00	300,770.00	
40300 - Advertising & Marketing Income									
45000 - BCF Magazine Advertising	67,223.99	70,180.00	68,083.10	79,904.54	81,400.20	74,029.36	70,555.00	70,530.00	
45010 - Membership Directory	36,785.00	41,400.00	46,865.00	46,590.00	50,040.00	49,605.00	52,000.00	52,440.00	
45012 - Monthly Mailing Advertising	0.00	0.00	150.00	0.00	1,755.00	1,400.00	1,400.00	1,700.00	
45015 - Website Advertising	2,000.00	2,550.00	1,725.00	1,925.00	2,750.00	10,550.00	7,775.00	12,750.00	
45020 - Weekly Email Advertising	3,000.00	3,600.00	3,600.00	3,600.00	3,300.00	4,800.00	3,600.00	4,800.00	
40300 - Advertising & Marketing Income - Other	0.00	0.00	0.00	0.00	0.00	0.00	1,800.00		
Total 40300 - Advertising & Marketing Income	109,008.99	117,730.00	120,423.10	132,019.54	139,245.20	140,384.36	137,130.00	142,220.00	
44107 - Special Other Income	8,805.93	10,976.85	7,419.94	10,229.56	10,888.12	0.00			
46050 - Promotional Fees	2,200.00	300.00	0.00	0.00	0.00	0.00			
Total Income	1,896,754.93	2,120,285.98	2,050,148.30	2,262,466.63	2,534,962.00	2,734,244.68	2,789,822.12	2,965,147.03	
Gross Profit	1,896,754.93	2,120,285.98	2,050,148.30	2,262,466.63	2,534,962.00	2,734,244.68	2,789,822.12	2,965,147.03	

Associated Builders and Contractors, Inc.
Profit & Loss Budget Performance
January 2018 through December 2024

Expense	Actual					Projected		2023 Budget	2024 Budget
	Jan - Dec 18	Jan - Dec 19	Jan - Dec 20	Jan - Dec 21	Jan - Dec 22	Jan - Dec 23	Jan - Dec 23		
60000 · Membership Expenses									
61040 · Member Fees & Promotion	23,154.71	26,014.11	21,205.08	23,001.34	25,521.79	30,865.62	27,600.00	35,000.00	
Total 60000 · Membership Expenses	23,154.71	26,014.11	21,205.08	23,001.34	25,521.79	30,865.62	27,600.00	35,000.00	
60100 · Events Expense									
64000 · Meetings (Ticket Event) Expense	44,104.24	43,326.92	51,037.50	77,163.14	81,708.92	63,395.46	54,600.00	50,250.00	
64010 · Golf Tournaments Expense	93,629.70	101,339.75	77,265.24	102,127.93	113,123.89	135,340.16	144,575.00	143,875.00	
64030 · Construction Expo Expense	29,400.87	33,965.55	30,215.87	37,616.99	40,445.80	46,705.91	43,800.00	48,211.00	
64040 · GC Connect Expense	0.00	0.00	0.00	0.00	0.00	6,499.04	8,350.00	8,275.00	
64050 · EIC Construction Awards Expense	180,675.08	187,878.68	174,574.98	181,250.99	252,597.65	256,454.44	266,575.00	261,750.00	
64100 · Sponsored Events Exp	23,478.51	22,935.95	20,982.21	24,413.54	15,386.33	16,401.17	20,000.00	24,642.00	
64105 · Young Professionals Expense	124.06	1,696.96	408.64	1,246.24	3,913.75	3,892.80	5,000.00	5,750.00	
64107 · VIP Expenses	7,030.73	12,486.12	9,408.75	10,302.91	4,951.91	7,506.54	6,500.00	7,000.00	
64112 · Meetings & Events General Exps.	6,203.99	2,100.11	2,033.43	2,511.78	2,555.85	3,489.44	3,500.00	4,000.00	
Total 60100 · Events Expense	384,647.18	405,740.04	365,926.62	436,633.52	514,684.10	539,684.96	552,900.00	553,753.00	
60200 · Training and Development Expense									
63000 · Seminar Expense	70,673.59	96,798.44	56,671.29	84,049.11	113,071.48	41,507.32	96,879.00	76,007.95	
63035 · NEXGEN Expense	0.00	0.00	0.00	0.00	0.00	7,906.69	22,295.00	13,545.00	
63040 · Technology Conference Expense	0.00	0.00	0.00	0.00	0.00	23,296.32	22,000.00	25,000.00	
63041 · Project Mgmt. Institute Expense	0.00	0.00	0.00	0.00	0.00	0.00	28,500.00	19,000.00	
63042 · State of Construction Expense	0.00	0.00	0.00	0.00	0.00	318.00	6,000.00	9,000.00	
Total 60200 · Training and Development Expense	70,673.59	96,798.44	56,671.29	84,049.11	113,071.48	73,028.33	175,674.00	142,552.95	
60300 · Advertising & Marketing Expense									
65000 · BCF Magazine Expense	19,142.46	21,355.13	21,615.39	22,106.32	25,698.05	25,218.92	26,000.00	26,880.00	
65010 · Membership Directory Expense	7,160.25	6,329.01	7,174.21	7,297.59	9,134.55	9,577.90	9,500.00	10,000.00	
65012 · Monthly Mailing Expense	0.00	0.00	3,849.24	5,204.33	5,906.76	9,831.92	6,600.00	10,800.00	
Total 60300 · Advertising & Marketing Expense	26,302.71	27,684.14	32,638.84	34,608.24	40,739.36	44,628.74	42,100.00	47,680.00	
60400 · General and Administrative									
65030 · Website	3,361.28	2,652.36	3,312.56	4,136.66	6,979.99	3,067.74	7,000.00	4,008.00	
66050 · Personnel Expenses	844,499.25	920,594.21	956,103.15	1,055,013.52	1,088,483.43	1,179,194.35	1,185,600.60	1,306,451.60	
66060 · Insurances	19,113.72	20,961.52	22,811.24	23,843.12	19,897.43	21,323.28	24,000.00	22,500.00	
67050 · Staff & Team Development	6,157.96	2,826.79	6,154.02	4,765.11	6,050.88	7,411.44	9,000.00	9,000.00	
68000 · Auto Expense	6,813.19	7,297.62	6,674.27	10,397.05	12,922.40	14,600.00	15,000.00	21,000.00	
68010 · Auto Depreciation Expense	4,755.96	4,755.16	4,755.00	4,755.00	0.00	0.00	0.00	0.00	
68030 · Travel & Entertainment	0.00	0.00	152.39	0.00	0.00	0.00	0.00	0.00	
68200 · President's Expense	125.45	0.00	0.00	0.00	1,970.06	1,945.85	2,000.00	2,500.00	

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	Actual					Projected		2023 Budget	2024 Budget
	Jan - Dec 18	Jan - Dec 19	Jan - Dec 20	Jan - Dec 21	Jan - Dec 22	Jan - Dec 23	Jan - Dec 24		
68210 - Board of Directors Meetings	1,110.31	1,150.37	3,221.44	8,499.35	3,648.77	9,489.56	10,000.00	10,000.00	10,000.00
68220 - Committee Meetings	3,992.53	3,966.72	3,236.33	3,239.85	3,266.31	3,468.59	3,500.00	3,500.00	3,500.00
69000 - Utilities	52,141.45	42,184.85	36,273.10	36,851.28	37,105.78	44,937.07	39,000.00	50,400.00	50,400.00
69020 - Property Taxes	35,437.75	36,133.32	39,240.76	43,621.72	48,230.95	52,192.06	52,525.00	55,200.00	55,200.00
69030 - Janitorial & Cleaning	10,799.16	10,799.16	10,799.16	9,188.02	12,032.26	13,499.00	13,980.00	17,000.00	17,000.00
69040 - Building Supplies/Maintenance	39,426.70	26,041.31	36,452.36	35,535.71	42,986.94	53,215.25	52,110.00	61,350.00	61,350.00
69100 - Administrative - Postage	728.88	909.81	699.86	689.35	246.85	225.63	500.00	300.00	300.00
69120 - Telephone & Data Expense	13,880.87	10,915.76	10,394.38	11,621.06	13,647.30	13,311.94	13,500.00	13,560.00	13,560.00
69190 - Computer Software	7,266.07	4,459.69	7,036.88	11,553.49	12,683.22	13,546.23	14,000.00	17,400.00	17,400.00
69200 - Leased Office Equipment	2,402.71	2,242.63	5,781.58	5,583.36	4,910.25	6,542.71	5,940.00	6,000.00	6,000.00
69210 - Office Supplies	8,330.23	7,672.72	4,683.00	3,345.30	3,833.78	4,427.15	5,000.00	5,000.00	5,000.00
69220 - Equipment R&M, Supplies	7,524.99	8,796.38	7,766.68	8,396.50	18,738.17	21,008.59	18,000.00	21,600.00	21,600.00
69300 - Advertising expense	0.00	0.00	0.00	0.00	0.00	5,439.44	1,000.00	6,000.00	6,000.00
69315 - Bank Charges	466.21	503.80	334.30	264.63	325.93	431.20	400.00	480.00	480.00
69325 - Interest Expense	363.99	464.22	1,203.06	1,021.81	751.96	473.17	473.05	181.73	181.73
69330 - Legal Fees	10,006.15	0.00	0.00	0.00	0.00	0.00	0.00	500.00	500.00
69340 - Professional Services	12,500.00	33,577.90	9,981.12	38,001.31	11,870.10	22,226.76	15,700.00	36,000.00	36,000.00
69350 - Taxes & Licenses	261.57	166.25	592.25	168.25	627.68	652.04	300.00	700.00	700.00
69370 - Dues, Subscript, Sponsorships	1,703.01	1,123.50	1,363.00	974.67	1,458.72	1,259.00	1,200.00	1,200.00	1,200.00
69380 - Bad Debt Expense	0.00	0.00	0.00	1,387.67	0.00	0.00	0.00	0.00	0.00
69400 - Depreciation	82,361.00	87,635.02	94,940.00	91,159.00	83,772.00	71,546.04	85,000.00	72,500.00	72,500.00
Total 60400 - General and Administrative	1,175,530.39	1,237,831.07	1,275,961.89	1,414,012.79	1,436,442.16	1,565,434.09	1,574,728.65	1,744,331.33	1,744,331.33
61000 - National Dues	224,126.24	244,507.28	260,147.98	264,342.04	282,130.72	321,951.68	307,462.00	336,000.00	336,000.00
61020 - State Dues	60,329.20	59,862.49	59,866.66	60,008.34	76,286.18	82,465.61	83,475.00	87,156.00	87,156.00
61100 - National Meetings									
681301 - National Convention Host Exp	0.00	0.00	0.00	0.00	0.00	7,593.95	0.00	7,500.00	7,500.00
61100 - National Meetings - Other	9,979.35	11,821.68	2,808.66	10,440.72	12,675.62	30,706.54	28,508.00	24,500.00	24,500.00
Total 61100 - National Meetings	9,979.35	11,821.68	2,808.66	10,440.72	12,675.62	38,300.49	28,508.00	32,000.00	32,000.00
67020 - Temporary Labor	23,553.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
68110 - State Meetings	3,715.93	2,750.16	2,790.94	3,548.22	6,374.66	7,540.91	7,000.00	10,500.00	10,500.00
68180 - Chapter Planning Conference	134.35	244.40	5,846.18	4,661.44	4,718.64	8,249.36	10,000.00	10,000.00	10,000.00
68190 - Other Conferences	2,506.84	0.00	0.00	0.00	1,893.04	0.00	1,000.00	2,000.00	2,000.00
69390 - General Expenses	0.00	0.00	0.00	11,124.00	7,382.03	0.00	0.00	0.00	0.00
69391 - Community Enrichment	0.00	0.00	0.00	0.00	0.00	11,211.12	0.00	24,000.00	24,000.00
Total Expense	2,004,653.49	2,113,253.81	2,083,864.14	2,346,429.76	2,521,919.78	2,723,360.91	2,810,447.65	3,024,973.28	3,024,973.28
Net Ordinary Income	-107,898.56	7,032.17	-33,715.84	-83,963.13	13,042.22	10,883.77	-20,625.53	-59,826.25	-59,826.25

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Other Income/Expense									
Other Income									
Capital Improvement Campaign	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	250,000.00
47000 - Interest Income	7,307.99	19,726.68	10,823.13	8,642.95	12,302.65	30,369.07	10,000.00	18,000.00	18,000.00
47010 - General Income	128.74	117.67	109.47	116.86	2,528.85	3,734.90	0.00	0.00	60.00
470122 - Lease Space									
470125 - Astronaut Lease Ste101-1,685	0.00	0.00	0.00	0.00	32,750.00	18,370.00	18,000.00	20,220.00	
470126 - Empire Elect ste102 - 1,666.25	0.00	0.00	0.00	0.00	14,600.71	19,995.00	19,995.00	19,995.00	
470127 - United Form ste103-1,535	0.00	0.00	0.00	0.00	18,400.00	16,570.00	16,200.00	18,420.00	
470128 - Second Floor Lease Space	0.00	0.00	0.00	0.00	0.00	3,150.00	0.00	4,515.00	
470122 - Lease Space - Other	67,767.24	70,362.26	71,579.12	72,267.82	0.00	0.00	0.00	0.00	0.00
Total 470122 - Lease Space	67,767.24	70,362.26	71,579.12	72,267.82	65,750.71	58,085.00	54,195.00	63,150.00	
470123 - Classroom rental	8,228.75	4,350.00	1,414.53	2,600.00	1,375.00	8,783.80	2,500.00	6,000.00	
470124 - Rental Supplies	1,298.00	873.00	264.00	320.25	215.00	2,076.48	0.00	0.00	
69392 - Rental Expense	0.00	-211.84	-25.32	-41.22	-28.52	-292.88	-250.00	-228.00	
47012 - Rental Income - Other	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
Total 47012 - Rental Income	77,293.99	75,373.42	73,232.33	75,146.85	67,312.19	68,652.40	56,445.00	68,922.00	
47020 - Gain (Loss) on Investment/Asset	-7,589.30	11,966.75	4,884.84	17,628.04	-71,279.32	10,676.95	0.00	0.00	
Total Other Income	77,141.42	107,184.52	89,049.77	101,534.70	10,864.37	113,433.32	66,445.00	336,982.00	
Other Expense									
69395 - Loss on sale of asset	0.00	6,334.00	-1,821.12	3,792.06	0.00	0.00	0.00	0.00	
Capital Improvement Lab Expense	0.00	0.00	0.00	0.00	0.00	0.00	0.00	250,000.00	
70000 - Charitable Contributions	472.52	250.00	637.08	457.50	0.00	0.00	0.00	0.00	
Total Other Expense	472.52	6,584.00	-1,184.04	4,249.56	0.00	0.00	0.00	250,000.00	
Net Other Income	76,668.90	100,600.52	90,233.81	97,285.14	10,864.37	113,433.32	66,445.00	86,982.00	
Net Income	-31,229.66	107,632.69	56,517.97	13,322.01	23,906.59	124,317.09	45,819.47	27,155.75	