



Central Florida Chapter
Associated Builders and Contractors, Inc.
Board of Directors Meeting
March 25, 2024 4:00 pm
Connect | Educate | Advocate

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

Call to OrderHolmes

Welcome and Pledge of Allegiance

Consent Agenda

1. Approval of February 2024 Minutes – **Action Item**Burkett
2. January 2024 Final and February 2024 Draft for review– **Action Item**.....Bastin

Leadership Reports

Chair.....Holmes

- National Convention Update

Past ChairEvans

- Suite 100 Update
- Brick Campaign

Committee Liaison Reports

- o Membership DevelopmentKurtz / C. Wert
 - Retention for 2024 as of 2/29/2024
 - Approval of New Members – **Action Item** (separate attachment)
 - Feb 22nd **Maximize Event** – Update
 - **Member Meetup** – March 28th (21 registered)
 - **Model Members**: S.I. Goldman Company, CEMEX
- o Government AffairsT.Wert
 - **PAC Fundraiser** – Estimated Net: **\$21,275.15**
 - ABC of Florida Board Update
 - 2024 Legislative Session Wrap Up
 - **Builders Breakfast “Legislative Session Impacts”** – March 26 (49 registered)
- o Collegiate OutreachLonas
 - **National Construction Management Competition** – Results
- o Excellence in ConstructionTorres
 - **EIC Workshop** – April 3rd (6 registered)
- o ProgramsOrr
 - Feb 27th **Orlando Health Builders Breakfast** – 54 attendees
- o SafetyHernandez
 - STEP Completions YTD – 20 completed (9% of GC members)
 - (Year End goal is 35%. By March 21, 2023 we were at 7% completion)
 - *Deadline is July 31st*
- o Special EventsWray
 - March 7th **GC Connect** – Update
 - **Spring Golf #1** – April 8th – **SOLD OUT**
 - **ABC On Tap** – April 11th @ Gatlin Hall Brewing
 - **Spring Golf #2** – April 22nd – **SOLD OUT**
 - Sponsorships still available
- o Training & Development..... Garcia

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:
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- **Tech Conference** – May 7
- **Upcoming Classes** – SEE LIST
 - Stepping up to Supervisor – April 1st (6 registered)
 - Trestles Frontline Supervisor – April 24th
 - Basic Blueprint Reading – May 14th
- **HR Peer Group** – April 19th
 - New day and time! (3rd Friday, every other month, @ 8am)
- **Total Human Health Week:** April 29th – May 2nd
- **National Convention** – Student Involvement
 - Total of 150 students attended competition at National Convention
- **Workforce Council**Garcia
 - **State Convention** – July 18th – July 20th
 - Open application for workforce grant
- **Workforce Outreach**.....Rodriguez
 - Feb 21st **CareerSource Trades Day** – Update
 - **iBuild Invitational** @ Valencia College – April 27th
- **Young Professionals**Jordan
 - March 5th **Packing District Food Hall** – Update
 - **Keep Orlando Beautiful** – April (TBD) 2024 (Volunteer Event)
- **National Convention task force**.....Rodriguez/ Daugherty
 - 2024 National Convention Update
- President & CEO**Daugherty
 - March 6th Tradeswomen Appreciation Lunch – Update
 - Cumberland Valley & West Virginia chapters – Chapter merger update
 - PIPE Update
- Old Business**
 - Expansion Grant Awarded - \$105,000.....Daugherty
- New Business**
 - \$300K State Appropriation.....Daugherty

Next Board Meeting is April 22, 2024 @ 3:30 p.m.
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

February 19, 2024

PRESIDING: Julie Holmes, Brasfield & Gorrie, LLC

BOARD MEMBERS PRESENT

| | | |
|--------------------|----------------------|-------------------------------------|
| Ray Bastin | Treasurer | Withum |
| Charles Bracco | Director | Modern Plumbing Industries, Inc |
| Roy Burkett | Vice Chair | S. I. Goldman Company, Inc. |
| Michelle Delaney | Director | LRA Insurance |
| Chris Evans | Immediate Past Chair | Brasfield & Gorrie, LLC |
| Juan Garcia | Chair-Elect | PCL Construction Services, Inc. |
| Julie Holmes | Chair | JK2 Scenic |
| Scott Luebbert | Director | Tri-City Electrical Contractors |
| Michael Jordan | Director | Lithko Contracting |
| Steven Lockhart | Director | Finrock Construction, LLC |
| Jonathan Pearch | Director | Balfour Beatty |
| Debbie Rodriguez | Director | Competitive Edge Partners |
| Scott Scruby | Director | Sunbelt Rentals |
| 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 |
| Mark Woehrle | Director | Comprehensive Energy Services, Inc. |

BOARD MEMBERS ABSENT

| | | |
|-------------------|------------|--------------------------|
| John Kurtz | Director | Gilbane Building Company |
| David Schultz | Vice Chair | CEMEX |
| Jonathan Sheppard | Director | Austin Commercial, LP |

BOARD MEMBERS ON ZOOM

| | | |
|------------------|----------|-------------------------|
| Jason Albu | Director | Albu & Associates, Inc. |
| Roxana Hernandez | Director | Turner Construction Co. |

GENERAL COUNSEL PRESENT

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

ABC STAFF PRESENT

| | |
|-------------------|--|
| Michele Daugherty | President & CEO |
| Taylor Dupree | Chapter Resources & Government Affairs |
| Cat Wert | Membership Directory |
| Nancy Wray | VP & COO |

GUESTS

| | |
|--------------|----------------------------|
| Myra Uribe | Orange County Commissioner |
| Kevin Sutton | Guest of Commissioner |

CALL TO ORDER

- **HOLMES** called the board meeting to order at 3:33PM with the Pledge of Allegiance.
- Guest: Commissioner Uribe spoke to the board about her campaign platform.

CONSENT AGENDA

1. MINUTES

- All minutes will be uploaded to the new website.
- **A motion was made and seconded to approve the minutes from the January 15, 2024, meeting. The motion passed.**

2. FINANCIALS

- **BASTIN** reviewed the draft financials for January 2024.

LEADERSHIP REPORTS

- **HOLMES** encouraged everyone to fill out prior authorization forms for name badges.
- **EVANS** gave an update on Suite 100 construction downstairs. About 2 weeks in, demo is done. Still looking for help with acoustical ceiling work in classrooms. Hoping to have the project completed by beginning of April.

NEW MEMBER COMPANIES

| | |
|--|---------------|
| 3MG Roofing & Solar | Category 9 |
| AJM 23 Construction | Category 7 |
| AMES Taping Tools | Category 2 |
| Anglin Reichmann Armstrong, P.C. | Category 2 |
| CCW Millwork Solutions Inc | Category 7 |
| Cogent Bank | Category 1 |
| Empower Rental Group | Category 2 |
| Florida Blue A&B | Category 1 |
| Ground Penetrating Radar Services Inc (GPRS, Inc.) | Category 1 |
| HITT Contracting Inc. | Category 11 |
| LQ Construction Inc. | Category 7 |
| PPD Construction Services Inc. | Category 10.2 |
| Robert Bosch Tool Corporation | Category 2 |
| Shadowbrook Development, LLC | Category 1 |
| SOPREMA | Category 2 |
| The Diallo Group LLC | Category 7 |
| Titan Flooring, Inc. | Category 8 |

A motion was made and seconded to approve the new members from January 2024. The motion passed.

COMMITTEE LIAISON REPORTS

- **C. WERT** gave a membership development update.
 - 17 new members in January, 20 new to date. Need 8-9 each month going forward to reach 90 new members goal for 2024.
 - 65% of members have renewed in 2024. 18 drops so far.
 - Still to renew, dropped, and new member lists were handed out to the board.
- **WERT** gave a government affairs update.
 - Great LegCon in January with record Central Florida turn out, over 100 from around the state. Met with CFO Patronis, AG Ashley Moody, Senate President Kathleen Passidomo, Commerce Department, and State Representatives and Senators.

- Our ABC bills are moving forward, some are ready for the House floor, Heat Exposure bill, continuing contracts bill, CTE bill. Private provider has been added into another bill but is moving forward.
- Member survey for legislative priorities will be going out in the next couple months, send in any priorities you have to Steven Lockhart to put on as sample priorities.
- Candidate interviews will be scheduled for July 2.
- March 26 will be a Legislative Session update builders' breakfast.
- PAC Fundraiser is on February 22 and is sold out.
- State Convention registration is up, there is going to be a family luau this year with all the chapters in lieu of a chapter dinner.
- **TORRES** gave an Excellence in Construction Awards Committee update.
 - Working on intent to competes to get an idea of who all is submitted and to get sub lists to reach out to subcontractors about participating or joining as a member and then submitting.
 - EIC Workshop is going to be on March 6.
- **HOLMES** gave an update on the Young Professionals Group.
 - Charles Bracco and Michael Jordan met with the chair and incoming chair of the YP committee as the new board liaison to the committee.
 - YP Site Tour is coming up on March 5 at the Packing District Food Hall.
- **DAUGHERTY** gave a Programs Committee update.
 - Orlando Health Builders' Breakfast is sold out.
 - April will be with Miller Construction.
 - Might have months with more than one breakfast event or doing "mini" ones at other locations.
- **HERNANDEZ** gave an update from the Safety Committee.
 - The first STEP Workshop is coming up on February 29, and needs more registrations.
 - A Safety Forum is being held on March 28.
 - There are two live Safety Captive companies.
 - Towers Construction Company has signed up, this is a good opportunity for smaller contractors to have a safety directory without having to pay for one full-time.
 - Working to assign Toolbox Topics, committee members have already volunteered for some of them.
- **WRAY** gave an update on Special Events.
 - GC Connect has 34 GC tables, the goal is 40.
- **GARCIA** gave an update on the Workforce Council.
 - The Tech Conference is on May 7, long way to go on registrations still. Will be at the Creative Village downtown again for the third year in a row.
 - Casino Night will be at the Orlando Science Center, August 16 to raise Workforce Education Funds.
 - Workforce applications are online, and they will be taking applications through April.
 - **DAUGHERTY** gave an update on Community Outreach.
 - Trades Day will be held at the ABC Office February 21 with 50-60 students from Evans and Colonial High Schools to show them opportunities for careers in construction. There will be 10 plus companies also coming to give demonstrations. Brasfield & Gorrie will be doing a virtual tour of a jobsite.
 - iBuild Invitational is in April, it is a competition and signing day. Considering supporting by volunteering, sponsoring, or having a table.
 - **CHRIS LONAS** gave an update on the Collegiate Outreach.
 - The Seminole State and UCF students gave mock presentations to some of the board members prior to the board meeting to get ready for the CMC at National Convention in March.
 - **GARCIA** gave an update on the Training & Development committee.

- Lots of new classes are coming up. Working to schedule a worker's comp class with Tim Bernardi. Working to address what training is needed by member companies. Looking for trainers for classes as well.
- **DAUGHERTY** gave an update on the new Regional Council
 - Angela Highland has been hired as a Business Development position to work in the outlying counties.
 - Sit down scheduled with Peter Dyga and Stephanie Reardon to make sure with Central Florida stepping into regions we haven't been to make sure it's done as a partnership.
- **RODRIGUEZ** gave an update on the National Convention Task Force.
 - Most volunteer spots have been filled, only 2-3 spots left to get covered.
 - All the materials have been delivered to apprenticeship programs to assemble for the competitions.
 - Still a need for TIG welders for judges.

PRESIDENT'S REPORT

- **DAUGHERTY** WIC week will start on March 5. There will be an "Epic Lunch" for trades women at Universal's Epic Universe. Family appreciation night at Solar Bears Game. There are also different sponsorship opportunities. Women's Keys to the Future event will include a panel breakfast at the ABC office.
- Osceola's SkillsUp competition was a success.
- ABC National Tech Committee launched an AI construction guide.
- Submitted a petition for Student Chapter of the Year.
- Agenda and Pre-reads are out for the National Board meeting, Julie, Juan, and Chris are the chapter's representatives. Let them know if you have any feedback for them to take to the meeting.
- A chapter merger is going on between Cumberland Valley and West Virginia chapters.
- FedEx express discount has been renewed, 50% off for members.

OLD BUSINESS

- NA

NEW BUSINESS

- New Member mixer follows the board meeting.

NEXT MEETING

- March 18, 2024, at 3:30 PM.

ADJOURNMENT

- **HOLMES** adjourned the meeting at 4:51 PM.

Associated Builders and Contractors, Inc.

Balance Sheet

As of January 31, 2024

| | Jan 31, 24 | Jan 31, 23 |
|--|---------------------|---------------------|
| ASSETS | | |
| Current Assets | | |
| Checking/Savings | | |
| 11001 - Operating Accounts | | |
| 11000 - Petty Cash | 500.00 | 397.17 |
| 11026 - Winter Park Bank Operating | 10,293.15 | 209,597.35 |
| 11027 - Winter Park Bank Operating New | 525,772.20 | 0.00 |
| 11030 - Winter Park Bank -Money Market | 445,229.63 | 933,129.36 |
| Total 11001 - Operating Accounts | 981,794.98 | 1,143,123.88 |
| 11002 - Reserve Funds | | |
| 11010 - Raymond James Investment Acct | | |
| 1101.01 - CD 5.0% MA 10/11/2024 | 250,000.00 | 0.00 |
| 1101.02 - CD2 5.2% MA 12/16/2024 | 250,000.00 | 0.00 |
| 1101.03 - WEF CD 5.1% MA 5/17/2024 | 100,000.00 | 0.00 |
| 11010 - Raymond James Investment Acct - Other | 559,520.11 | 726,215.32 |
| Total 11010 - Raymond James Investment Acct | 1,159,520.11 | 726,215.32 |
| Total 11002 - Reserve Funds | 1,159,520.11 | 726,215.32 |
| 11003 - Workforce Funds | 211,636.31 | 241,175.68 |
| Total Checking/Savings | 2,352,951.40 | 2,110,514.88 |
| Accounts Receivable | 79,166.01 | 69,629.11 |
| Other Current Assets | | |
| 1120 - Inventory Asset | 6,650.00 | 0.00 |
| 11200 - Prepaid National Dues | 238,967.11 | 236,385.49 |
| 11210 - Prepaid State Dues | 55,739.08 | 55,825.00 |
| 11220 - Prepaid Insurance | 2,986.88 | 2,548.47 |
| 11230 - Prepaid Expenses | 82,181.22 | 32,744.68 |
| 11240 - Inventory | 10,610.33 | 3,031.63 |
| Total Other Current Assets | 397,134.62 | 330,535.27 |
| Total Current Assets | 2,829,252.03 | 2,510,679.26 |
| 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 | -1,412,148.60 | -1,343,003.73 |
| Total Fixed Assets | 1,352,731.88 | 1,424,435.75 |
| Other Assets | 618.30 | 618.30 |
| TOTAL ASSETS | 4,182,602.21 | 3,935,733.31 |
| LIABILITIES & EQUITY | | |
| Liabilities | | |
| Current Liabilities | | |
| Accounts Payable | 78,458.05 | 69,029.70 |

Associated Builders and Contractors, Inc.

Balance Sheet

As of January 31, 2024

| | Jan 31, 24 | Jan 31, 23 |
|---|---------------------|---------------------|
| Other Current Liabilities | | |
| 22100 • Sales Tax Payable | 515.68 | 419.52 |
| 22110 • Accrued Property Taxes | 4,513.42 | 3,929.00 |
| 22112 • Equipment Lease - ST | 8,091.92 | 7,827.03 |
| 22201 • Tenant Security Deposits | 6,776.80 | 6,426.80 |
| 22202 • Future Events Income | 101,950.01 | 3,483.62 |
| 22203 • Member & Training Services | | |
| 22203.1 • Safety Captive Program | 2,100.00 | 0.00 |
| 22203 • Member & Training Services - Other | 24,245.91 | 29,684.26 |
| Total 22203 • Member & Training Services | 26,345.91 | 29,684.26 |
| 22204 • Renewing Member Dues- 2024 | 931,869.94 | 0.00 |
| 22205 • Partial Pays Renew/New Members | 0.00 | 8,782.66 |
| 22206 • Renewing Member Dues- 2023 | 0.00 | 959,903.47 |
| 22207 • New Member Dues- 2023 | 0.00 | 19,084.08 |
| 22208 • New Member Dues-2024 | 107,925.58 | 0.00 |
| 22209 • VIP Sponsorship | 285,288.00 | 254,939.36 |
| 22210 • 2022 New Member Credit to 2023 | 0.00 | 80,123.08 |
| 22211 • PAC Funds | 1,947.67 | 27,800.00 |
| 22300 • Trimmer Constr. Ed. Payable | 100.00 | 2,550.00 |
| 22301 • Free Enterprise All. Payable | 150.00 | 3,750.00 |
| 22305 • Workforce Enhancement Fund | 5,820.83 | 0.00 |
| Total Other Current Liabilities | 1,481,295.76 | 1,408,702.88 |
| Total Current Liabilities | 1,559,753.81 | 1,477,732.58 |
| Long Term Liabilities | 747.71 | 9,563.09 |
| Total Liabilities | 1,560,501.52 | 1,487,295.67 |
| Equity | | |
| 30000 • Opening Bal Equity | 6,650.00 | 604,557.55 |
| 31100 • Retained Earnings | 2,642,218.10 | 1,832,428.14 |
| Net Income | -26,767.41 | 11,451.95 |
| Total Equity | 2,622,100.69 | 2,448,437.64 |
| TOTAL LIABILITIES & EQUITY | 4,182,602.21 | 3,935,733.31 |

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

| | Jan 24 | Budget | Jan 24 | YTD Budget | Annual Budget |
|---|------------|------------|------------|------------|---------------|
| Ordinary Income/Expense | | | | | |
| Income | | | | | |
| 40000 · Membership Income | | | | | |
| 41000 · New Member Dues | 9,811.42 | 8,859.33 | 9,811.42 | 8,859.33 | 286,837.03 |
| 41010 · Renewing Member Dues | 84,749.72 | 89,132.50 | 84,749.72 | 89,132.50 | 1,315,020.00 |
| 41020 · Enrollment Fee | 1,700.00 | 1,500.00 | 1,700.00 | 1,500.00 | 10,000.00 |
| 41030 · Membership Promotion | 0.00 | 0.00 | 0.00 | 0.00 | 500.00 |
| 46030 · Job Site Signs Sales | 2,269.00 | 291.63 | 2,269.00 | 291.63 | 3,500.00 |
| Total 40000 · Membership Income | 98,530.14 | 99,783.46 | 98,530.14 | 99,783.46 | 1,615,857.03 |
| 40100 · Events Income | | | | | |
| 44000 · Meetings (Ticket Event) | | | | | |
| 440001 · Builders Breakfast | 2,715.00 | 2,000.00 | 2,715.00 | 2,000.00 | 36,275.00 |
| 440003 · Sporting Clay Shoot | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| 440005 · Poker Run | 0.00 | 0.00 | 0.00 | 0.00 | 5,400.00 |
| 440006 · Legislative Hobnob | 0.00 | 0.00 | 0.00 | 0.00 | 13,750.00 |
| 44000 · Meetings (Ticket Event) - Other | 0.00 | 0.00 | 0.00 | 0.00 | 17,000.00 |
| Total 44000 · Meetings (Ticket Event) | 2,715.00 | 2,000.00 | 2,715.00 | 2,000.00 | 72,425.00 |
| 44010 · Golf Tournaments | 0.00 | 0.00 | 0.00 | 0.00 | 247,040.00 |
| 44030 · Construction Expo | 0.00 | 0.00 | 0.00 | 0.00 | 122,410.00 |
| 44040 · GC Connect | 0.00 | 0.00 | 0.00 | 0.00 | 33,225.00 |
| 44050 · EIC Construction Awards Banquet | 0.00 | 0.00 | 0.00 | 0.00 | 365,500.00 |
| 44100 · Sponsored Events | | | | | |
| 44101 · Chili Cook-Off | 0.00 | 0.00 | 0.00 | 0.00 | 19,790.00 |
| 44102 · ABC on Tap | 9,200.00 | 8,800.00 | 9,200.00 | 8,800.00 | 37,300.00 |
| 44100 · Sponsored Events - Other | 1,500.00 | 0.00 | 1,500.00 | 0.00 | 0.00 |
| Total 44100 · Sponsored Events | 10,700.00 | 8,800.00 | 10,700.00 | 8,800.00 | 57,090.00 |
| 44105 · Young Professionals Events | 0.00 | 0.00 | 0.00 | 0.00 | 11,750.00 |
| Total 40100 · Events Income | 13,415.00 | 10,800.00 | 13,415.00 | 10,800.00 | 909,440.00 |
| 40200 · Training and Development Income | | | | | |
| 43000 · Seminars Registration | 10,809.83 | 15,363.60 | 10,809.83 | 15,363.60 | 149,270.00 |
| 43035 · NEXGEN | 5,075.00 | 5,000.00 | 5,075.00 | 5,000.00 | 50,000.00 |
| 43040 · Technology Conference | 0.00 | 0.00 | 0.00 | 0.00 | 44,500.00 |
| 43041 · Project Mgmt. Institute | 24,000.00 | 24,000.00 | 24,000.00 | 24,000.00 | 48,000.00 |
| 43042 · State of Construction | 0.00 | 0.00 | 0.00 | 0.00 | 9,000.00 |
| Total 40200 · Training and Development Income | 39,884.83 | 44,363.60 | 39,884.83 | 44,363.60 | 300,770.00 |
| 40300 · Advertising & Marketing Income | | | | | |
| 45000 · BCF Magazine Advertising | 0.00 | 0.00 | 0.00 | 0.00 | 70,675.00 |
| 45010 · Membership Directory | 0.00 | 0.00 | 0.00 | 0.00 | 52,440.00 |
| 45012 · Monthly Mailing Advertising | 0.00 | 0.00 | 0.00 | 0.00 | 1,700.00 |
| 45015 · Website Advertising | 695.00 | 1,062.50 | 695.00 | 1,062.50 | 12,750.00 |
| 45020 · Weekly Email Advertising | 517.00 | 400.00 | 517.00 | 400.00 | 4,800.00 |
| Total 40300 · Advertising & Marketing Income | 1,212.00 | 1,462.50 | 1,212.00 | 1,462.50 | 142,365.00 |
| Total Income | 153,041.97 | 156,409.56 | 153,041.97 | 156,409.56 | 2,968,432.03 |
| Gross Profit | 153,041.97 | 156,409.56 | 153,041.97 | 156,409.56 | 2,968,432.03 |
| Expense | | | | | |
| 60000 · Membership Expenses | | | | | |
| 61040 · Member Fees & Promotion | 3,431.25 | 3,124.97 | 3,431.25 | 3,124.97 | 37,500.00 |
| Total 60000 · Membership Expenses | 3,431.25 | 3,124.97 | 3,431.25 | 3,124.97 | 37,500.00 |
| 60100 · Events Expense | | | | | |
| 64000 · Meetings (Ticket Event) Expense | | | | | |
| 640001 · Builders Breakfast Expense | 664.47 | 700.00 | 664.47 | 700.00 | 17,900.00 |
| 640003 · Sporting Clay Shoot Expense | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| 640005 · Poker Run Expense | 0.00 | 0.00 | 0.00 | 0.00 | 900.00 |
| 640006 · Legislative Hobnob Expense | 0.00 | 0.00 | 0.00 | 0.00 | 5,850.00 |
| 64000 · Meetings (Ticket Event) Expense - Other | 359.96 | 0.00 | 359.96 | 0.00 | 14,900.00 |
| Total 64000 · Meetings (Ticket Event) Expense | 1,024.43 | 700.00 | 1,024.43 | 700.00 | 39,550.00 |
| 64010 · Golf Tournaments Expense | 821.68 | 0.00 | 821.68 | 0.00 | 146,440.00 |
| 64030 · Construction Expo Expense | 154.19 | 0.00 | 154.19 | 0.00 | 48,211.00 |
| 64040 · GC Connect Expense | 324.40 | 0.00 | 324.40 | 0.00 | 8,275.00 |
| 64050 · EIC Construction Awards Expense | 444.22 | 0.00 | 444.22 | 0.00 | 257,405.00 |
| 64100 · Sponsored Events Exp | | | | | |
| 64101 · Chili Cook-Off Expense | 0.00 | 0.00 | 0.00 | 0.00 | 9,275.00 |
| 64102 · ABC on Tap Expense | 1,541.04 | 2,000.00 | 1,541.04 | 2,000.00 | 12,700.00 |
| 64100 · Sponsored Events Exp - Other | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |

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

| | Jan 24 | Budget | Jan 24 | YTD Budget | Annual Budget |
|---|------------|------------|------------|------------|---------------|
| Total 64100 · Sponsored Events Exp | 1,541.04 | 2,000.00 | 1,541.04 | 2,000.00 | 21,975.00 |
| 64105 · Young Professionals Expense | 0.00 | 0.00 | 0.00 | 0.00 | 5,750.00 |
| 64107 · VIP Expenses | 1,702.90 | 1,000.00 | 1,702.90 | 1,000.00 | 9,400.00 |
| 64112 · Meetings & Events General Exps. | 77.02 | 333.37 | 77.02 | 333.37 | 4,000.00 |
| Total 60100 · Events Expense | 6,089.88 | 4,033.37 | 6,089.88 | 4,033.37 | 541,006.00 |
| 60200 · Training and Development Expense | | | | | |
| 63000 · Seminar Expense | | | | | |
| 63003 · Seminar Expense-Common Exp. | 537.75 | 550.00 | 537.75 | 550.00 | 6,600.00 |
| 63010 · Seminars - Book expense | 1,084.92 | 1,249.65 | 1,084.92 | 1,249.65 | 8,788.95 |
| 63020 · Seminar Instructors | 3,577.50 | 950.00 | 3,577.50 | 950.00 | 31,322.00 |
| 63100 · Safety Seminar Expense | 5.01 | 300.00 | 5.01 | 300.00 | 5,098.00 |
| 63000 · Seminar Expense - Other | 25.36 | 5,041.00 | 25.36 | 5,041.00 | 24,199.00 |
| Total 63000 · Seminar Expense | 5,230.54 | 8,090.65 | 5,230.54 | 8,090.65 | 76,007.95 |
| 63035 · NEXGEN Expense | 1,029.55 | 600.00 | 1,029.55 | 600.00 | 13,545.00 |
| 63040 · Technology Conference Expense | 27.87 | 0.00 | 27.87 | 0.00 | 25,000.00 |
| 63041 · Project Mgmt. Institute Expense | 8,172.17 | 9,500.00 | 8,172.17 | 9,500.00 | 19,000.00 |
| 63042 · State of Construction Expense | 0.00 | 0.00 | 0.00 | 0.00 | 9,000.00 |
| Total 60200 · Training and Development Expense | 14,460.13 | 18,190.65 | 14,460.13 | 18,190.65 | 142,552.95 |
| 60300 · Advertising & Marketing Expense | | | | | |
| 65000 · BCF Magazine Expense | 202.88 | 50.00 | 202.88 | 50.00 | 27,195.00 |
| 65010 · Membership Directory Expense | 0.00 | 0.00 | 0.00 | 0.00 | 10,000.00 |
| 65012 · Monthly Mailing Expense | 0.00 | 900.00 | 0.00 | 900.00 | 10,800.00 |
| 60300 · Advertising & Marketing Expense - Other | 42.30 | | 42.30 | | |
| Total 60300 · Advertising & Marketing Expense | 245.18 | 950.00 | 245.18 | 950.00 | 47,995.00 |
| 60400 · General and Administrative | | | | | |
| 65030 · Website | 775.76 | 334.00 | 775.76 | 334.00 | 4,008.00 |
| 66050 · Personnel Expenses | 101,742.58 | 105,540.87 | 101,742.58 | 105,540.87 | 1,324,738.58 |
| 66060 · Insurances | 1,663.71 | 1,875.00 | 1,663.71 | 1,875.00 | 22,500.00 |
| 67050 · Staff & Team Development | 1,662.77 | 541.63 | 1,662.77 | 541.63 | 6,500.00 |
| 68000 · Auto Expense | 1,000.00 | 1,500.00 | 1,000.00 | 1,500.00 | 18,000.00 |
| 68200 · President's Expense | 592.08 | 200.00 | 592.08 | 200.00 | 2,500.00 |
| 68210 · Board of Directors Meetings | 1,644.52 | 416.63 | 1,644.52 | 416.63 | 5,000.00 |
| 68220 · Committee Meetings | 46.59 | 250.00 | 46.59 | 250.00 | 3,500.00 |
| 69000 · Utilities | 2,315.59 | 4,200.00 | 2,315.59 | 4,200.00 | 50,400.00 |
| 69020 · Property Taxes | 4,950.29 | 4,600.00 | 4,950.29 | 4,600.00 | 55,200.00 |
| 69030 · Janitorial & Cleaning | 1,065.00 | 1,100.00 | 1,065.00 | 1,100.00 | 14,000.00 |
| 69040 · Building Supplies/Maintenance | 6,365.21 | 5,000.00 | 6,365.21 | 5,000.00 | 61,350.00 |
| 69100 · Administrative - Postage | -41.59 | 25.00 | -41.59 | 25.00 | 300.00 |
| 69120 · Telephone & Data Expense | 1,344.03 | 1,130.00 | 1,344.03 | 1,130.00 | 13,560.00 |
| 69190 · Computer Software | 874.04 | 1,450.00 | 874.04 | 1,450.00 | 17,400.00 |
| 69200 · Leased Office Equipment | 304.35 | 500.00 | 304.35 | 500.00 | 6,000.00 |
| 69210 · Office Supplies | 1,179.74 | 375.00 | 1,179.74 | 375.00 | 4,500.00 |
| 69220 · Equipment R&M, Supplies | 804.25 | 1,800.00 | 804.25 | 1,800.00 | 21,600.00 |
| 69300 · Advertising expense | 0.00 | 500.00 | 0.00 | 500.00 | 6,000.00 |
| 69315 · Bank Charges | 22.00 | 40.00 | 22.00 | 40.00 | 480.00 |
| 69325 · Interest Expense | 26.54 | 23.54 | 26.54 | 23.54 | 181.73 |
| 69340 · Professional Services | 154.14 | 500.00 | 154.14 | 500.00 | 41,440.00 |
| 69350 · Taxes & Licenses | 0.00 | 50.00 | 0.00 | 50.00 | 700.00 |
| 69370 · Dues, Subscript., Sponsorships | 211.50 | 100.00 | 211.50 | 100.00 | 1,200.00 |
| 69400 · Depreciation | 6,981.00 | 6,000.00 | 6,981.00 | 6,000.00 | 72,000.00 |
| Total 60400 · General and Administrative | 135,684.10 | 138,051.67 | 135,684.10 | 138,051.67 | 1,753,058.31 |
| 61000 · National Dues | 21,391.38 | 28,000.00 | 21,391.38 | 28,000.00 | 336,000.00 |
| 61020 · State Dues | 4,982.81 | 7,263.00 | 4,982.81 | 7,263.00 | 87,156.00 |
| 61100 · National Meetings | 21.50 | 0.00 | 21.50 | 0.00 | 28,500.00 |
| 68110 · State Meetings | 4,820.06 | 2,000.00 | 4,820.06 | 2,000.00 | 9,000.00 |
| 68180 · Chapter Planning Conference | 0.00 | 0.00 | 0.00 | 0.00 | 5,000.00 |
| 68190 · Other Conferences | 0.00 | 0.00 | 0.00 | 0.00 | 1,000.00 |
| 69391 · Community Enrichment | -155.51 | 2,000.00 | -155.51 | 2,000.00 | 24,000.00 |
| Total Expense | 190,970.78 | 203,613.66 | 190,970.78 | 203,613.66 | 3,012,768.26 |
| Net Ordinary Income | -37,928.81 | -47,204.10 | -37,928.81 | -47,204.10 | -44,336.23 |
| Other Income/Expense | | | | | |
| Other Income | | | | | |
| Student Chapter, net | 0.00 | | 0.00 | | |
| Workforce Fund, net | 2,900.00 | | 2,900.00 | | |

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

| | Jan 24 | Budget | Jan 24 | YTD Budget | Annual Budget |
|---|-------------------|-------------------|-------------------|-------------------|------------------|
| 46511 · Building Fundraising | 0.00 | 0.00 | 0.00 | 0.00 | 250,000.00 |
| 47000 · Interest Income | 2,546.13 | 1,500.00 | 2,546.13 | 1,500.00 | 18,000.00 |
| 47010 · General Income | 6.51 | 0.00 | 6.51 | 0.00 | 0.00 |
| 47012 · Rental Income | | | | | |
| 470122 · Lease Space | | | | | |
| 470125 · Astronaut Lease Ste101-1,685 | 1,685.00 | 1,685.00 | 1,685.00 | 1,685.00 | 20,220.00 |
| 470126 · Empire Elect ste102 - 1,666.25 | 1,666.25 | 1,666.25 | 1,666.25 | 1,666.25 | 19,995.00 |
| 470127 · United Form ste103-1,535 | 1,535.00 | 1,535.00 | 1,535.00 | 1,535.00 | 18,420.00 |
| 470128 · Second Floor Lease Space | 350.00 | 350.00 | 350.00 | 350.00 | 4,515.00 |
| Total 470122 · Lease Space | 5,236.25 | 5,236.25 | 5,236.25 | 5,236.25 | 63,150.00 |
| 470123 · Classroom rental | 800.00 | 481.00 | 800.00 | 481.00 | 5,772.00 |
| 470124 · Rental Supplies | 280.00 | | 280.00 | | |
| 69392 · Rental Expense | -28.31 | 0.00 | -28.31 | 0.00 | 0.00 |
| Total 47012 · Rental Income | 6,287.94 | 5,717.25 | 6,287.94 | 5,717.25 | 68,922.00 |
| 47020 · Gain (Loss) on Investment/Asset | -579.18 | | -579.18 | | |
| Total Other Income | 11,161.40 | 7,217.25 | 11,161.40 | 7,217.25 | 336,922.00 |
| Other Expense | 0.00 | 0.00 | 0.00 | 0.00 | 250,000.00 |
| Net Other Income | 11,161.40 | 7,217.25 | 11,161.40 | 7,217.25 | 86,922.00 |
| Net Income | <u>-26,767.41</u> | <u>-39,986.85</u> | <u>-26,767.41</u> | <u>-39,986.85</u> | <u>42,585.77</u> |

Associated Builders and Contractors, Inc.
Balance Sheet
As of February 29, 2024

| | <u>Feb 29, 24</u> | <u>Feb 28, 23</u> |
|--|----------------------------|----------------------------|
| ASSETS | | |
| Current Assets | | |
| Checking/Savings | | |
| 11001 - Operating Accounts | | |
| 11000 - Petty Cash | 500.00 | 677.17 |
| 11026 - Winter Park Bank Operating | 3,212.08 | 268,484.06 |
| 11027 - Winter Park Bank Operating New | 536,951.20 | 0.00 |
| 11030 - Winter Park Bank -Money Market | 445,794.07 | 934,256.02 |
| Total 11001 - Operating Accounts | <u>986,457.35</u> | <u>1,203,417.25</u> |
| 11002 - Reserve Funds | | |
| 11010 - Raymond James Investment Acct | | |
| 1101.01 - CD 5.0% MA 10/11/2024 | 250,000.00 | 0.00 |
| 1101.02 - CD2 5.2% MA 12/16/2024 | 250,000.00 | 0.00 |
| 1101.03 - WEF CD 5.1% MA 5/17/2024 | 100,000.00 | 0.00 |
| 11010 - Raymond James Investment Acct - Other | 562,034.62 | 716,166.06 |
| Total 11010 - Raymond James Investment Acct | <u>1,162,034.62</u> | <u>716,166.06</u> |
| Total 11002 - Reserve Funds | <u>1,162,034.62</u> | <u>716,166.06</u> |
| 11003 - Workforce Funds | <u>175,636.31</u> | <u>241,175.68</u> |
| Total Checking/Savings | <u>2,324,128.28</u> | <u>2,160,758.99</u> |
| Accounts Receivable | 65,928.00 | -25,622.24 |
| Other Current Assets | | |
| 1120 - Inventory Asset | 6,650.00 | 0.00 |
| 11200 - Prepaid National Dues | 229,010.05 | 231,063.94 |
| 11210 - Prepaid State Dues | 55,085.81 | 55,778.41 |
| 11220 - Prepaid Insurance | 18,137.14 | 17,483.32 |
| 11230 - Prepaid Expenses | 85,616.76 | 38,445.02 |
| 11240 - Inventory | 9,636.52 | 2,931.67 |
| Total Other Current Assets | <u>404,136.28</u> | <u>345,702.36</u> |
| Total Current Assets | <u>2,794,192.56</u> | <u>2,480,839.11</u> |
| 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 | -1,419,129.60 | -1,349,826.90 |
| Total Fixed Assets | <u>1,345,750.88</u> | <u>1,417,612.58</u> |
| Other Assets | 618.30 | 618.30 |
| TOTAL ASSETS | <u><u>4,140,561.74</u></u> | <u><u>3,899,069.99</u></u> |
| LIABILITIES & EQUITY | | |
| Liabilities | | |
| Current Liabilities | | |
| Accounts Payable | 30,103.37 | 80,564.62 |

Associated Builders and Contractors, Inc.
Balance Sheet
As of February 29, 2024

| | Feb 29, 24 | Feb 28, 23 |
|---|---------------------|---------------------|
| Other Current Liabilities | | |
| 22100 • Sales Tax Payable | 333.88 | 204.41 |
| 22110 • Accrued Property Taxes | 9,026.84 | 7,858.00 |
| 22112 • Equipment Lease - ST | 7,366.45 | 7,125.29 |
| 22201 • Tenant Security Deposits | 6,776.80 | 6,426.80 |
| 22202 • Future Events Income | 238,021.29 | 20,477.69 |
| 22203 • Member & Training Services | | |
| 22203.1 • Safety Captive Program | 8,100.00 | 0.00 |
| 22203 • Member & Training Services - Other | 19,035.07 | 24,609.26 |
| Total 22203 • Member & Training Services | 27,135.07 | 24,609.26 |
| 22204 • Renewing Member Dues- 2024 | 892,189.54 | 0.00 |
| 22205 • Partial Pays Renew/New Members | 0.00 | 4,335.33 |
| 22206 • Renewing Member Dues- 2023 | 0.00 | 942,502.33 |
| 22207 • New Member Dues- 2023 | 0.00 | 31,029.16 |
| 22208 • New Member Dues-2024 | 113,002.35 | 0.00 |
| 22209 • VIP Sponsorship | 270,008.00 | 238,913.64 |
| 22210 • 2022 New Member Credit to 2023 | 0.00 | 72,839.16 |
| 22211 • PAC Funds | 3,447.67 | 28,850.00 |
| 22300 • Trimmer Constr. Ed. Payable | 0.00 | 850.00 |
| 22301 • Free Enterprise All. Payable | 0.00 | 1,050.00 |
| 22305 • Workforce Enhancement Fund | -135.00 | 1,422.50 |
| Total Other Current Liabilities | 1,567,172.89 | 1,388,493.57 |
| Total Current Liabilities | 1,597,276.26 | 1,469,058.19 |
| Long Term Liabilities | 747.71 | 9,563.09 |
| Total Liabilities | 1,598,023.97 | 1,478,621.28 |
| Equity | | |
| 30000 • Opening Bal Equity | 6,650.00 | 604,557.55 |
| 31100 • Retained Earnings | 2,642,218.10 | 1,832,428.14 |
| Net Income | -106,330.33 | -16,536.98 |
| Total Equity | 2,542,537.77 | 2,420,448.71 |
| TOTAL LIABILITIES & EQUITY | 4,140,561.74 | 3,899,069.99 |

Associated Builders and Contractors, Inc.
Profit & Loss Budget Performance
February 2024

| | Feb 24 | Budget | Jan - Feb 24 | YTD Budget | Annual Budget |
|---|------------|------------|--------------|------------|---------------|
| Ordinary Income/Expense | | | | | |
| Income | | | | | |
| 40000 · Membership Income | | | | | |
| 41000 · New Member Dues | 11,339.23 | 11,484.33 | 21,150.65 | 20,343.66 | 286,837.03 |
| 41010 · Renewing Member Dues | 89,256.65 | 95,467.92 | 174,006.37 | 184,600.42 | 1,315,020.00 |
| 41020 · Enrollment Fee | 600.00 | 1,200.00 | 2,300.00 | 2,700.00 | 10,000.00 |
| 41030 · Membership Promotion | 0.00 | 0.00 | 0.00 | 0.00 | 500.00 |
| 46030 · Job Site Signs Sales | 606.71 | 291.67 | 2,875.71 | 583.30 | 3,500.00 |
| Total 40000 · Membership Income | 101,802.59 | 108,443.92 | 200,332.73 | 208,227.38 | 1,615,857.03 |
| 40100 · Events Income | | | | | |
| 44000 · Meetings (Ticket Event) | | | | | |
| 440001 · Builders Breakfast | 3,920.00 | 2,400.00 | 6,635.00 | 4,400.00 | 36,275.00 |
| 440003 · Sporting Clay Shoot | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| 440005 · Poker Run | 0.00 | 0.00 | 0.00 | 0.00 | 5,400.00 |
| 440006 · Legislative Hobnob | 0.00 | 0.00 | 0.00 | 0.00 | 13,750.00 |
| 44000 · Meetings (Ticket Event) - Other | 0.00 | 0.00 | 0.00 | 0.00 | 17,000.00 |
| Total 44000 · Meetings (Ticket Event) | 3,920.00 | 2,400.00 | 6,635.00 | 4,400.00 | 72,425.00 |
| 44010 · Golf Tournaments | 0.00 | 0.00 | 0.00 | 0.00 | 247,040.00 |
| 44030 · Construction Expo | 0.00 | 0.00 | 0.00 | 0.00 | 122,410.00 |
| 44040 · GC Connect | 0.00 | 0.00 | 0.00 | 0.00 | 33,225.00 |
| 44050 · EIC Construction Awards Banquet | 314.01 | 0.00 | 314.01 | 0.00 | 365,500.00 |
| 44100 · Sponsored Events | | | | | |
| 44101 · Chili Cook-Off | 0.00 | 0.00 | 0.00 | 0.00 | 19,790.00 |
| 44102 · ABC on Tap | 5,750.00 | 6,000.00 | 14,950.00 | 14,800.00 | 37,300.00 |
| 44100 · Sponsored Events - Other | 0.00 | 0.00 | 1,500.00 | 0.00 | 0.00 |
| Total 44100 · Sponsored Events | 5,750.00 | 6,000.00 | 16,450.00 | 14,800.00 | 57,090.00 |
| 44105 · Young Professionals Events | 0.00 | 0.00 | 0.00 | 0.00 | 11,750.00 |
| Total 40100 · Events Income | 9,984.01 | 8,400.00 | 23,399.01 | 19,200.00 | 909,440.00 |
| 40200 · Training and Development Income | | | | | |
| 43000 · Seminars Registration | 6,059.01 | 11,855.80 | 16,868.84 | 27,219.40 | 149,270.00 |
| 43035 · NEXGEN | 5,075.00 | 5,000.00 | 10,150.00 | 10,000.00 | 50,000.00 |
| 43040 · Technology Conference | 0.00 | 0.00 | 0.00 | 0.00 | 44,500.00 |
| 43041 · Project Mgmt. Institute | -37.96 | 0.00 | 23,962.04 | 24,000.00 | 48,000.00 |
| 43042 · State of Construction | 0.00 | 0.00 | 0.00 | 0.00 | 9,000.00 |
| Total 40200 · Training and Development Income | 11,096.05 | 16,855.80 | 50,980.88 | 61,219.40 | 300,770.00 |
| 40300 · Advertising & Marketing Income | | | | | |
| 45000 · BCF Magazine Advertising | 11,343.00 | 11,779.15 | 11,343.00 | 11,779.15 | 70,675.00 |
| 45010 · Membership Directory | -150.00 | 0.00 | -150.00 | 0.00 | 52,440.00 |
| 45012 · Monthly Mailing Advertising | 0.00 | 1,700.00 | 0.00 | 1,700.00 | 1,700.00 |
| 45015 · Website Advertising | 695.00 | 1,062.50 | 1,390.00 | 2,125.00 | 12,750.00 |
| 45020 · Weekly Email Advertising | 517.00 | 400.00 | 1,034.00 | 800.00 | 4,800.00 |
| Total 40300 · Advertising & Marketing Income | 12,405.00 | 14,941.65 | 13,617.00 | 16,404.15 | 142,365.00 |
| Total Income | 135,287.65 | 148,641.37 | 288,329.62 | 305,050.93 | 2,968,432.03 |
| Gross Profit | 135,287.65 | 148,641.37 | 288,329.62 | 305,050.93 | 2,968,432.03 |
| Expense | | | | | |
| 60000 · Membership Expenses | | | | | |
| 61040 · Member Fees & Promotion | 5,488.58 | 3,125.01 | 8,919.83 | 6,249.98 | 37,500.00 |
| Total 60000 · Membership Expenses | 5,488.58 | 3,125.01 | 8,919.83 | 6,249.98 | 37,500.00 |
| 60100 · Events Expense | | | | | |
| 64000 · Meetings (Ticket Event) Expense | | | | | |
| 640001 · Builders Breakfast Expense | 910.85 | 700.00 | 1,575.32 | 1,400.00 | 17,900.00 |
| 640003 · Sporting Clay Shoot Expense | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| 640005 · Poker Run Expense | 0.00 | 0.00 | 0.00 | 0.00 | 900.00 |
| 640006 · Legislative Hobnob Expense | 344.53 | 0.00 | 344.53 | 0.00 | 5,850.00 |
| 64000 · Meetings (Ticket Event) Expense - Other | 0.00 | 0.00 | 359.96 | 0.00 | 14,900.00 |
| Total 64000 · Meetings (Ticket Event) Expense | 1,255.38 | 700.00 | 2,279.81 | 1,400.00 | 39,550.00 |
| 64010 · Golf Tournaments Expense | 2,346.03 | 0.00 | 3,167.71 | 0.00 | 146,440.00 |
| 64030 · Construction Expo Expense | 127.39 | 0.00 | 281.58 | 0.00 | 48,211.00 |
| 64040 · GC Connect Expense | 377.40 | 0.00 | 701.80 | 0.00 | 8,275.00 |
| 64050 · EIC Construction Awards Expense | 395.45 | 0.00 | 839.67 | 0.00 | 257,405.00 |
| 64100 · Sponsored Events Exp | | | | | |
| 64101 · Chili Cook-Off Expense | 1.28 | 0.00 | 1.28 | 0.00 | 9,275.00 |
| 64102 · ABC on Tap Expense | 1,610.81 | 2,000.00 | 3,151.85 | 4,000.00 | 12,700.00 |
| 64100 · Sponsored Events Exp - Other | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |

Associated Builders and Contractors, Inc.
Profit & Loss Budget Performance
February 2024

| | Feb 24 | Budget | Jan - Feb 24 | YTD Budget | Annual Budget |
|--|------------|------------|--------------|------------|---------------|
| Total 64100 · Sponsored Events Exp | 1,612.09 | 2,000.00 | 3,153.13 | 4,000.00 | 21,975.00 |
| 64105 · Young Professionals Expense | 180.00 | 0.00 | 180.00 | 0.00 | 5,750.00 |
| 64107 · VIP Expenses | 2,064.76 | 2,800.00 | 3,767.66 | 3,800.00 | 9,400.00 |
| 64112 · Meetings & Events General Exps. | 374.39 | 333.33 | 451.41 | 666.70 | 4,000.00 |
| Total 60100 · Events Expense | 8,732.89 | 5,833.33 | 14,822.77 | 9,866.70 | 541,006.00 |
| 60200 · Training and Development Expense | | | | | |
| 63000 · Seminar Expense | 2,395.52 | 4,600.00 | 7,626.06 | 12,690.65 | 76,007.95 |
| 63035 · NEXGEN Expense | 22.00 | 600.00 | 1,051.55 | 1,200.00 | 13,545.00 |
| 63040 · Technology Conference Expense | 0.00 | 0.00 | 27.87 | 0.00 | 25,000.00 |
| 63041 · Project Mgmt. Institute Expense | 0.00 | 0.00 | 8,172.17 | 9,500.00 | 19,000.00 |
| 63042 · State of Construction Expense | 28.60 | 0.00 | 28.60 | 0.00 | 9,000.00 |
| 60200 · Training and Development Expense - Other | 28.30 | | 28.30 | | |
| Total 60200 · Training and Development Expense | 2,474.42 | 5,200.00 | 16,934.55 | 23,390.65 | 142,552.95 |
| 60300 · Advertising & Marketing Expense | | | | | |
| 65000 · BCF Magazine Expense | 4,432.74 | 4,482.50 | 4,635.62 | 4,532.50 | 27,195.00 |
| 65010 · Membership Directory Expense | 49.72 | 0.00 | 49.72 | 0.00 | 10,000.00 |
| 65012 · Monthly Mailing Expense | 331.42 | 900.00 | 331.42 | 1,800.00 | 10,800.00 |
| 60300 · Advertising & Marketing Expense - Other | 0.00 | | 42.30 | | |
| Total 60300 · Advertising & Marketing Expense | 4,813.88 | 5,382.50 | 5,059.06 | 6,332.50 | 47,995.00 |
| 60400 · General and Administrative | | | | | |
| 65030 · Website | 80.00 | 334.00 | 855.76 | 668.00 | 4,008.00 |
| 66050 · Personnel Expenses | 105,255.26 | 105,540.83 | 206,997.84 | 211,081.70 | 1,324,738.58 |
| 66060 · Insurances | 1,739.35 | 1,875.00 | 3,403.06 | 3,750.00 | 22,500.00 |
| 67050 · Staff & Team Development | 315.44 | 541.67 | 1,978.21 | 1,083.30 | 6,500.00 |
| 68000 · Auto Expense | 1,550.00 | 1,500.00 | 2,550.00 | 3,000.00 | 18,000.00 |
| 68200 · President's Expense | 293.77 | 200.00 | 885.85 | 400.00 | 2,500.00 |
| 68210 · Board of Directors Meetings | 252.96 | 416.67 | 1,897.48 | 833.30 | 5,000.00 |
| 68220 · Committee Meetings | 214.67 | 250.00 | 261.26 | 500.00 | 3,500.00 |
| 69000 · Utilities | 2,469.88 | 4,200.00 | 4,785.47 | 8,400.00 | 50,400.00 |
| 69020 · Property Taxes | 4,513.42 | 4,600.00 | 9,463.71 | 9,200.00 | 55,200.00 |
| 69030 · Janitorial & Cleaning | 1,065.00 | 1,150.00 | 2,130.00 | 2,250.00 | 14,000.00 |
| 69040 · Building Supplies/Maintenance | 2,514.43 | 5,100.00 | 8,879.64 | 10,100.00 | 61,350.00 |
| 69100 · Administrative - Postage | 82.13 | 25.00 | 40.54 | 50.00 | 300.00 |
| 69120 · Telephone & Data Expense | 909.49 | 1,130.00 | 2,253.52 | 2,260.00 | 13,560.00 |
| 69190 · Computer Software | 2,074.74 | 1,450.00 | 2,948.78 | 2,900.00 | 17,400.00 |
| 69200 · Leased Office Equipment | 304.35 | 500.00 | 608.70 | 1,000.00 | 6,000.00 |
| 69210 · Office Supplies | 401.88 | 375.00 | 1,581.62 | 750.00 | 4,500.00 |
| 69220 · Equipment R&M, Supplies | 328.10 | 1,800.00 | 1,132.35 | 3,600.00 | 21,600.00 |
| 69300 · Advertising expense | 0.00 | 500.00 | 0.00 | 1,000.00 | 6,000.00 |
| 69315 · Bank Charges | 26.50 | 40.00 | 48.50 | 80.00 | 480.00 |
| 69325 · Interest Expense | 24.53 | 24.53 | 51.07 | 48.07 | 181.73 |
| 69340 · Professional Services | 1,334.42 | 500.00 | 1,488.56 | 1,000.00 | 41,440.00 |
| 69350 · Taxes & Licenses | 61.25 | 50.00 | 61.25 | 100.00 | 700.00 |
| 69370 · Dues, Subscript., Sponsorships | 3,618.00 | 100.00 | 3,829.50 | 200.00 | 1,200.00 |
| 69400 · Depreciation | 6,981.00 | 6,000.00 | 13,962.00 | 12,000.00 | 72,000.00 |
| Total 60400 · General and Administrative | 136,410.57 | 138,202.70 | 272,094.67 | 276,254.37 | 1,753,058.31 |
| 61000 · National Dues | 22,534.81 | 28,000.00 | 43,926.19 | 56,000.00 | 336,000.00 |
| 61020 · State Dues | 5,415.77 | 7,263.00 | 10,398.58 | 14,526.00 | 87,156.00 |
| 61100 · National Meetings | -149.97 | 0.00 | -128.47 | 0.00 | 28,500.00 |
| 68110 · State Meetings | 0.00 | 0.00 | 4,820.06 | 2,000.00 | 9,000.00 |
| 68180 · Chapter Planning Conference | 0.00 | 0.00 | 0.00 | 0.00 | 5,000.00 |
| 68190 · Other Conferences | 0.00 | 0.00 | 0.00 | 0.00 | 1,000.00 |
| 69391 · Community Enrichment | 1,833.92 | 2,000.00 | 1,678.41 | 4,000.00 | 24,000.00 |
| Total Expense | 187,554.87 | 195,006.54 | 378,525.65 | 398,620.20 | 3,012,768.26 |
| Net Ordinary Income | -52,267.22 | -46,365.17 | -90,196.03 | -93,569.27 | -44,336.23 |
| Other Income/Expense | | | | | |
| Other Income | | | | | |
| Student Chapter, net | 0.00 | | 0.00 | | |
| Workforce Fund, net | | | | | |
| 44001 · Fundraising Income | 0.00 | | 2,900.00 | | |
| Total Workforce Fund, net | 0.00 | | 2,900.00 | | |
| 46511 · Building Fundraising | | | | | |
| 46511.1 · Trimmer Grant | 7,212.25 | | 7,212.25 | | |
| 46511 · Building Fundraising - Other | 0.00 | 62,500.00 | 0.00 | 62,500.00 | 250,000.00 |

Associated Builders and Contractors, Inc.
Profit & Loss Budget Performance
February 2024

| | Feb 24 | Budget | Jan - Feb 24 | YTD Budget | Annual Budget |
|--|-------------------|-------------------|-------------------|-------------------|------------------|
| Total 46511 · Building Fundraising | 7,212.25 | 62,500.00 | 7,212.25 | 62,500.00 | 250,000.00 |
| 47000 · Interest Income | 2,139.53 | 1,500.00 | 4,685.66 | 3,000.00 | 18,000.00 |
| 47010 · General Income | 14.11 | 0.00 | 20.62 | 0.00 | 0.00 |
| 47012 · Rental Income | | | | | |
| 470122 · Lease Space | | | | | |
| 470125 · Astronaut Lease Ste101-1,685 | 1,685.00 | 1,685.00 | 3,370.00 | 3,370.00 | 20,220.00 |
| 470126 · Empire Elect ste102 - 1,666.25 | 1,566.25 | 1,666.25 | 3,232.50 | 3,332.50 | 19,995.00 |
| 470127 · United Form ste103-1,535 | 1,535.00 | 1,535.00 | 3,070.00 | 3,070.00 | 18,420.00 |
| 470128 · Second Floor Lease Space | 350.00 | 350.00 | 700.00 | 700.00 | 4,515.00 |
| Total 470122 · Lease Space | 5,136.25 | 5,236.25 | 10,372.50 | 10,472.50 | 63,150.00 |
| 470123 · Classroom rental | 851.85 | 481.00 | 1,651.85 | 962.00 | 5,772.00 |
| 470124 · Rental Supplies | 335.00 | | 615.00 | | |
| 69392 · Rental Expense | -13.35 | 0.00 | -41.66 | 0.00 | 0.00 |
| Total 47012 · Rental Income | 6,309.75 | 5,717.25 | 12,597.69 | 11,434.50 | 68,922.00 |
| 47020 · Gain (Loss) on Investment/Asset | 939.42 | | 360.24 | | |
| Total Other Income | 16,615.06 | 69,717.25 | 27,776.46 | 76,934.50 | 336,922.00 |
| Other Expense | | | | | |
| 66511 · Building Fundraising Expense | | | | | |
| 66511.1 · Trimmer Grant Expense | 7,212.25 | | 7,212.25 | | |
| 66511.4 · Lab Buildout Expense - Supplies | 463.51 | | 463.51 | | |
| 66511 · Building Fundraising Expense - Other | 0.00 | 62,500.00 | 0.00 | 62,500.00 | 250,000.00 |
| Total 66511 · Building Fundraising Expense | 7,675.76 | 62,500.00 | 7,675.76 | 62,500.00 | 250,000.00 |
| Total Other Expense | 7,675.76 | 62,500.00 | 7,675.76 | 62,500.00 | 250,000.00 |
| Net Other Income | 8,939.30 | 7,217.25 | 20,100.70 | 14,434.50 | 86,922.00 |
| Net Income | <u>-43,327.92</u> | <u>-39,147.92</u> | <u>-70,095.33</u> | <u>-79,134.77</u> | <u>42,585.77</u> |
| 66035 · Workforce Fund Expense | -36,000.00 | | -36,000.00 | | |

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 | | \$1,059,520.11 | \$1,058,155.72 |
| \$1,062,034.62 | | | |
| Last Statement | Prior Year-End | | |
| \$1,059,520.11 | \$1,058,155.72 | | |
| Dollar-Weighted Performance* | | | |
| YTD | 2023 | | |
| 0.51% | 5.77% | | |
| | | Beginning Balance | |
| | | Deposits | \$0.00 |
| | | Income | \$1,575.09 |
| | | Withdrawals | \$0.00 |
| | | Expenses | \$0.00 |
| | | Change in Value | \$939.42 |
| | | Ending Balance | \$1,062,034.62 |

Performance Inception: 05/07/2018

Important Messages

- Your account purpose is Wealth Accumulation & Provide Income, with a moderate risk tolerance and a 10 to 20 year time horizon.

Your Portfolio

For more information,
visit raymondjames.com/clientaccess

| | Quantity | Price | Value | Gain or (Loss) ^o | Estimated Annual Income |
|-------------------------------------|----------|-------|--------------------|-----------------------------|-------------------------|
| Cash & Cash Alternatives | | | | | |
| Raymond James Bank | | | \$10,632.61 | | \$26.58 |
| Deposit Program ‡ | | | | | |
| 0.25% - Selected Sweep | | | | | |
| Option | | | | | |
| Tristate Capital Bank | | | \$10,453.16 | | |
| Raymond James Bank | | | \$148.69 | | |
| First Foundation Bank | | | \$28.53 | | |
| Citibank NA | | | \$2.23 | | |

Your bank priority state: FL

Participating banks recently added: First Foundation Bank 02/01/2024; 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 02/26/2024.



Your Portfolio (continued)

| | Quantity | Price | Value | Gain or (Loss) ^o | Estimated Annual Income |
|---|-------------|-----------|---------------------|-----------------------------|-------------------------|
| Cash & Cash Alternatives (continued) | | | | | |
| FIMM GOVERNMENT PORTFOLIO MONEY MARKET INSTL CL M/M (FRGXX) 5.36% | 226,575.020 | \$1.000 | \$226,575.02 | | \$12,144.42 |
| Cash & Cash Alternatives Total | | | \$237,207.63 | | \$12,171.00 |
| Mutual Funds | | | | | |
| WESTERN ASSET CORE PLUS BOND FUND CL C M/F (WAPCX) | 21,053.993 | \$9.300 | \$195,802.13 | \$(40,390.14) ^B | \$6,547.79 |
| Mutual Funds Total | | | \$195,802.13 | \$(40,390.14) | \$6,547.79 |
| Exchange-Traded Products (ETPs) | | | | | |
| INVESCO QQQ TR (QQQ) | 29.000 | \$439.000 | \$12,731.00 | \$3,077.70 | \$67.28 |
| INVESCO S&P 500 EQUAL WEIGHT ETF (RSP) | 186.000 | \$162.790 | \$30,278.94 | \$8,070.71 | \$479.88 |
| SPDR S&P 500 ETF (SPY) | 78.000 | \$508.080 | \$39,630.24 | \$17,446.50 | \$517.45 |
| VANGUARD DIVIDEND APPRECIATION ETF (VIG) | 261.000 | \$178.380 | \$46,557.18 | \$16,804.36 | \$837.29 |
| Exchange-Traded Products Total | | | \$129,197.36 | \$45,399.27 | \$1,901.90 |

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

Fixed Income

| | | | | | |
|--|--------------|-----------|---------------------|---------|-------------|
| JPMORGAN CHASE BANK, NATIONAL ASSOCIATION COLUMBUS, OH FDIC # 628 CERTIFICATE OF DEPOSIT PAYS AT MATURITY CALLABLE BEGINNING 07/16/24 5.2000% DUE 12/16/2024 Callable 07/16/2024 @ 100.000 (46656MA84) Accrued Interest: \$1,567.12 Ratings Information: Not Rated | \$250,000.00 | \$100.034 | \$250,085.00 | \$85.00 | \$13,000.00 |
|--|--------------|-----------|---------------------|---------|-------------|



Your Portfolio (continued)

| | Quantity | Price | Value | Gain or (Loss) [°] | Estimated Annual Income |
|---|--------------|----------|---------------------|-----------------------------|-------------------------|
| Fixed Income (continued) | | | | | |
| U.S. BANK NATIONAL ASSOCIATION FDIC # 6548 CERTIFICATE OF DEPOSIT PAYS AT MATURITY CALLABLE BEGINNING 07/11/24 5.0000% DUE 10/11/2024 Callable 07/11/2024 @ 100.000 (90355UBW4) Accrued Interest: \$1,643.84 Ratings Information: Not Rated | \$250,000.00 | \$99.897 | \$249,742.50 | \$(257.50) | \$12,500.00 |
| Fixed Income Total | | | \$499,827.50 | \$(172.50) | \$25,500.00 |
| Accrued Interest Total: \$3,210.96 | | | | | |
| Please see Fixed Income Investments on the Understanding Your Statement page. | | | | | |

| | | | |
|--|-----------------------|-------------------|--------------------|
| Portfolio Total | \$1,062,034.62 | \$4,836.63 | \$46,120.69 |
| Accrued Interest Total | \$3,210.96 | | |
| Portfolio Total with Accrued Interest | \$1,065,245.58 | | |

^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 | | | | |
| 02/01/2024 | Dividend - Taxable | FIMM GOVERNMENT PORTFOLIO MONEY MARKET INSTL CL M/M (FRGXX) \$.00447 per share x 225,566.920 shares | | \$1,008.10 |
| 02/01/2024 | Dividend - Taxable | WESTERN ASSET CORE PLUS BOND FUND CL C M/F (WAPCX) \$.02691 per share x 20,994.404 shares | | \$564.90 |
| 02/29/2024 | Interest at RJ Bank Deposit Program | Raymond James Bank Deposit Program | | \$2.09 |
| Income Total | | | | \$1,575.09 |



Your Activity (continued)

| Date | Activity Type | Description | Quantity/ Price | Amount |
|---|---------------|---|----------------------|--------------|
| Purchases, Sales and Redemptions | | | | |
| 02/01/2024 | Reinvest | FIMM GOVERNMENT PORTFOLIO MONEY MARKET INSTL CL M/M (FRGXX) \$.00447 per share x 225,566.920 shares | 1,008.100 \$1.000 | \$(1,008.10) |
| 02/01/2024 | Reinvest | WESTERN ASSET CORE PLUS BOND FUND CL C M/F (WAPCX) \$.02691 per share x 20,994.404 shares | 59.589 \$9.47993 | \$(564.90) |



Associated Builders and Contractors, Inc.

A/P Aging Summary

As of February 29, 2024

| | <u>Current</u> | <u>1 - 30</u> | <u>31 - 60</u> | <u>61 - 90</u> | <u>> 90</u> | <u>TOTAL</u> | |
|---|-------------------------|----------------------|------------------------|---------------------|--------------------|-------------------------|---|
| ABC National | 12,737.75 | 0.00 | 0.00 | 0.00 | 0.00 | 12,737.75 | Dues |
| ABC of Florida, Inc. | 4,762.50 | 0.00 | 0.00 | 0.00 | 0.00 | 4,762.50 | Dues |
| ADP, Inc. | 537.02 | 0.00 | 3,869.05 | 0.00 | 0.00 | 4,406.07 | ADP 401k Sure up |
| Clifford Sargent Cagle | 1,250.00 | 0.00 | 0.00 | 0.00 | 0.00 | 1,250.00 | Suite 100 drawing updates paid in march |
| CPR & AED Foundation, Inc. | 200.00 | 0.00 | 0.00 | 0.00 | 0.00 | 200.00 | CPR Class paid in march |
| Eva Pardo - V | 59.56 | 0.00 | 0.00 | 0.00 | 0.00 | 59.56 | Reimbursement paid in March |
| Free Enterprise Alliance | 1,500.00 | 0.00 | 0.00 | 0.00 | 0.00 | 1,500.00 | Dues |
| Haleigh Palumbo-V | 39.13 | 0.00 | 0.00 | 0.00 | 0.00 | 39.13 | Reimbursement paid in March |
| Ideacom Solutions Group, LLC | 0.00 | 380.84 | 0.00 | 0.00 | 0.00 | 380.84 | Monthly phone bill paid in marcj |
| Michele Daugherty - V | 0.00 | 0.00 | 21.50 | 0.00 | 0.00 | 21.50 | Reimbursement paid in March |
| Monday.com LTD | 3,618.00 | 0.00 | 0.00 | 0.00 | 0.00 | 3,618.00 | Subscription paid in march |
| SAVI EHS LLC | 0.00 | 0.00 | 0.00 | 88.00 | 0.00 | 88.00 | Osha cards |
| Taylor Dupree | 40.02 | 0.00 | 0.00 | 0.00 | 0.00 | 40.02 | Reimbursement paid in March |
| Trimmer Construction Education Foundation | 1,000.00 | 0.00 | 0.00 | 0.00 | 0.00 | 1,000.00 | Dues |
| TOTAL | <u>25,743.98</u> | <u>380.84</u> | <u>3,890.55</u> | <u>88.00</u> | <u>0.00</u> | <u>30,103.37</u> | |

Associated Builders and Contractors, Inc.
A/R Aging Summary
As of February 1, 2024

| | <u>Current</u> | <u>1 - 29</u> | <u>30 - 58</u> | <u>59 - 87</u> | <u>88 - 90</u> | <u>> 90</u> | <u>TOTAL</u> | |
|---|------------------------|------------------------|-------------------------|----------------------|--------------------|------------------------|-------------------------|---|
| 3MG Roofing & Solar | 3,500.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 3,500.00 | Safety Captive |
| Aagaard-Juergensen, Inc. | 0.00 | 0.00 | 2,000.00 | 0.00 | 0.00 | 0.00 | 2,000.00 | VIP |
| ABC Insurance Trust - C | 0.00 | 0.00 | 2,000.00 | 0.00 | 0.00 | 0.00 | 2,000.00 | VIP |
| Acousti Engineering Company of Fl. | 0.00 | 0.00 | 4,500.00 | 0.00 | 0.00 | 0.00 | 4,500.00 | VIP |
| Amphibious Medics | 0.00 | 0.00 | 1,000.00 | 0.00 | 0.00 | 0.00 | 1,000.00 | Step Breakfast Sponsorship December 2023 |
| ARG | 0.00 | 0.00 | 350.00 | 0.00 | 0.00 | 0.00 | 350.00 | HR peer Group lunch Dec 2023 |
| Balfour Beatty Construction(Centex) | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 20.00 | 20.00 | Builders Brekafast 09/26 |
| Brookstone Construction, LLC | 0.00 | 0.00 | 0.00 | 130.00 | 0.00 | 0.00 | 130.00 | CPR First aid 11/29/23 |
| Burr & Forman LLP | 0.00 | 0.00 | 4,500.00 | 0.00 | 0.00 | 0.00 | 4,500.00 | VIP |
| Comprehensive Energy Services | 0.00 | 40.00 | 0.00 | 0.00 | 0.00 | 0.00 | 40.00 | BB 01/19/24 |
| Cross Enterprises of Central Florida, Inc | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 150.00 | 150.00 | 2023 Directory Logo & Add To Website |
| DPS Orlando (formerly LDI Reproprinting) | 0.00 | 0.00 | 300.00 | 0.00 | 0.00 | 0.00 | 300.00 | 2024 Q1 Quarterly advertising in the ABC E-mail Newsletter |
| Finrock Construction, LLC | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 500.00 | 500.00 | August 2023 Cover Photo on the Building Central Florida Newsletter. |
| Kirwin Norris, P.A. | 0.00 | 0.00 | 2,000.00 | 0.00 | 0.00 | 0.00 | 2,000.00 | VIP |
| National Trench Safety, LLC | 0.00 | 0.00 | 4,500.00 | 0.00 | 0.00 | 800.00 | 5,300.00 | VIP And \$800 ABC Fall Golf Tournament #2 |
| Owen Electric Company, Inc. | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 20.00 | 20.00 | ABC's Builder Breakfast, January 31, 2023 |
| People Ready (Formerly Labor Ready) | 0.00 | 1,580.00 | 0.00 | 0.00 | 0.00 | 50.00 | 1,630.00 | Golf Tournaments ~ Putting Contest Sponsor \$50 09/23 golf remainir |
| Plumbing Industry Professional Ed. | 0.00 | 300.00 | 0.00 | 0.00 | 0.00 | 0.00 | 300.00 | Orange Plumbing Unpaid attendees to graduation |
| S.I. Goldman Company, Inc. | 0.00 | 0.00 | 4,500.00 | 0.00 | 0.00 | 0.00 | 4,500.00 | VIP |
| Shutts & Bowen, LLP | 0.00 | 0.00 | 1,250.00 | 0.00 | 0.00 | 0.00 | 1,250.00 | VIP |
| Silver Hills Construction, LLC | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 99.00 | 99.00 | ABC Bluebeam Baseline Basics Virtual, October 12, 2023 |
| Smith Fence | 0.00 | 25.00 | 0.00 | 0.00 | 0.00 | 0.00 | 25.00 | ABC's Builder Breakfast, January 30, 2024 |
| Spectra Contract Flooring | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 199.00 | 199.00 | ABC OSHA-30 Outreach Training Course, October 9-12, 2023 |
| Speedy Concrete Cutting of Cent. Fl | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 180.00 | 180.00 | Poker run 2023 |
| Sunbelt Rentals | 0.00 | 0.00 | 19,060.00 | 0.00 | 0.00 | 2,350.00 | 21,410.00 | VIP |
| Sunstate Equipment Co., LLC | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 1,000.00 | 1,000.00 | EIC 10/14/23 ~ Signature Drink Sponsor |
| Talent-Corps | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 165.00 | 165.00 | CFC ABC Casino Night Workforce Fundraiser 08/2023 |
| Towers Construction Company | 2,500.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 2,500.00 | Safety Captive |
| Trade Management, Inc. | 0.00 | 0.00 | 2,000.00 | 0.00 | 0.00 | 0.00 | 2,000.00 | VIP |
| Turner Construction Co. | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 1,020.00 | 1,020.00 | ABC's Builders' Luncheon ~ Corporate Table08/23 and \$20 BB 09/26/ |
| Two Way Technology Systems Corporation | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 695.00 | 695.00 | Advertisement in the 2023 ABC Directory - Full Page Four Color Ad. |
| USI | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 150.00 | 150.00 | 2023 Directory Logo & Add To Website |
| Waste Pro USA | 0.00 | 0.00 | 2,000.00 | 0.00 | 0.00 | 0.00 | 2,000.00 | VIP |
| Wharton-Smith, Inc. | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 495.00 | 495.00 | Advertisement in the 2023 ABC Directory - Half Page Four Color Ad. |
| TOTAL | <u>6,000.00</u> | <u>1,945.00</u> | <u>49,960.00</u> | <u>130.00</u> | <u>0.00</u> | <u>7,893.00</u> | <u>65,928.00</u> | |



PAC | UCF | WEF | TRIMMER | FEA
Financial Status Report
As of February 29, 2024

Total PAC Funds

\$80,247.03

PAC Fundraiser Net \$21,275.15 aprox (not included above)

UCF Student Chapter Funds

\$35,057.69

Workforce Enhancement Funds

\$318,810.48 (\$101,339.18 in CD Maturing in May 2024)

\$60,000 ABC CF Lab Expansion

\$36,000 iBuild Pre-Apprenticeship (Paid as of: 02/23/2024)

\$4,000 ACE National Craft High School Visit

\$218,810.48 Available

Trimmer Construction Education Foundation Funds

\$14,800.00

Free Enterprise Alliance Funds

\$22,012.33

ABC Central Florida Membership Report

February 29, 2024



New Members - February 2024

| COMPANY | CONTACT | CTG | TRADE | BOARD SPONSOR |
|---------------------------------------|-----------------|-----|---|---------------|
| A C Ernst Building Corporation, Inc. | Andrew Ernst | 7 | General Contractor | NA |
| Astoria44 | Arlene Martinez | 6 | General Contractor | NA |
| Perfection Architectural Systems, LLC | Michelle Jones | 12 | Aluminum structure and awning fabrication & install | NA |
| Mid Florida Signs & Graphics | Teressa Northup | 8 | Awning, interior & exterior signage fabrication & install | NA |
| Orlando Economic Partnership | Joe Horan | 1 | Community organization partnership | NA |
| Pontell Insurance and Financial Group | Rob Pelton | 1 | Insurance agency & financial group | NA |
| SER Crane | David Thomas | 2 | Crane, rigging, warehousing | NA |
| Temporary Wall Systems | Mark Madorin | 2 | Temporary containment walls | NA |

Recruitment 2024

New Member Companies

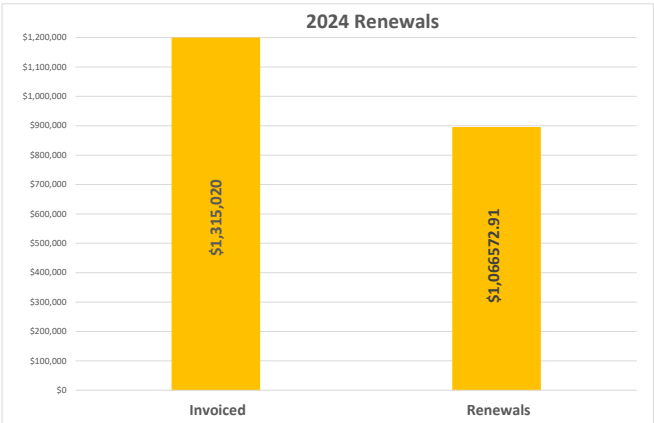
This Month: 8
YTD: 25
Goal: 90
Percentage of Goal: 27.8%

\$16,806.00 Current Month New Members
\$58,547.00 YTD New Members
27.0% Percentage of Budget



2024 Retention (as of 2/29/2024)

Renewal Invoices: \$1,315,020.00
Paid as of Month End: \$1,066,572.91
Percentage of Invoiced: 81.1%
Non Renewed: \$248,447.09



| Renewed Member Companies | | | |
|--------------------------|-----|--------|--|
| As of Year End 2023: | 519 | | |
| 2024 Renewed: | 360 | 69.36% | |
| Dropped: | 22 | | |
| Unpaid: | 137 | | |

2024 Paid Member Contractor Percentage: 61%

ABC Central Florida Chapter Ranking (reflected in ABC National reporting as of end of January 2024)

| Comparison to all other ABC chapters: | Comparison to all ABC SE region chapters: |
|---|---|
| Member Size - 16 of 68 (11 of 68 in 12/23) | Member Size - 3 of 12 (same in 12/23) |
| Contractor Numbers - 20 of 68 (17 of 68 in 12/23) | Contractor Numbers - 5 of 12 (4 of 12 in 12/23) |
| Overall Renewals - 18 of 68 (14 of 68 in 12/23) | Overall Renewals - 5 of 12 (3 of 12 in 12/23) |
| Contractor Renewal - 21 of 68 (18 of 68 in 12/23) | Contractor Renewal - 3 of 12 (same in 12/23) |
| Growth - 42 of 68 (9 of 68 in 12/23) | Growth - 1 of 12 (same in 12/23) |
| % of Contractors - 47 of 68 (40 of 68 in 12/23) | % of Contractors - 5 of 12 (4 of 12 in 12/23) |

- 2024 Dropped Members: <https://docs.google.com/spreadsheets/d/1U1gM0KHGa57wpCVG8JP9LNHpO3q1gnqvoBUT6VxJu9I/edit#gid=0>
- 2024 Still to Renew: https://docs.google.com/spreadsheets/d/1E8CcEAJ0XhOEH4USRcljvSrv8tJ_ENk0_KvCPEHxiE/edit#gid=0
- 2024 Active Members: <https://docs.google.com/spreadsheets/d/13uYaNLJARNAAj9VCCz54UpGgHKHwfwazlXVFUVs8V8/edit#gid=0>
- 2024 New Member Welcome Calls: <https://docs.google.com/spreadsheets/d/1gRgzr44EFMCxU3ijD7bbWnJK9laXgCFuega5L-iSTo/edit#gid=0>
- 2024 Future Members List: <https://docs.google.com/spreadsheets/d/1w1nMrqp4lwDj-FWFUWXfHqfgpFc42BvwMTK1ycpOmU/edit#gid=0>



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

MEMBER MEETUP

Volusia, Seminole & North Lake Counties

- ✓ Network with ABC members
- ✓ Learn about future ABC Events in your area
- ✓ Meet Angela Highland, ABC's new Business Development Director
- ✓ Bring a prospective member and get a prize!

REGISTER NOW



March 28, 2024, 5pm - 7pm



Persimmon Hollow
111 George Ave.
DeLand, FL 32720



UPCOMING *Classes*

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
- 12 ADEPT: Foundations of Leadership begins (V)
- 15 CPR/First Aid Certification
- 22 Construction 101 (V)
- 23 YP/Collegiate Golf Tournament
- 29 STEP Workshop

MARCH

- 5 WIC Week Panel: Keys to the Future

ABC National Convention - March 11-15 - Kissimmee, FL

- 27 Working On Your Profits 3-Part Series -
Session #1: Keeping your People & Profits Safe
- 28 Time & Task Management

APRIL

- 1 Stepping Up to Supervisor begins
- 2 Construction Estimating Principles & Application (V)
- 4 Working On Your Profits 3-Part Series -
Session #2: Building a Legacy Beyond Profits
- 4 Bluebeam Baseline Basics (V)
- 8 Construction 201 (V)
- 9 OSHA 30-hour Outreach begins
- 10 Bluebeam Basics Materials Takeoffs & Estimates (V)
- 11 Bluebeam Advanced Materials Takeoffs & Estimates (V)
- 16 Bluebeam for Administrative Professionals (V)
- 16 Working On Your Profits 3-Part Series -
Session #3: Growing Your Business Top-Down
- 17-18 Reading Construction Documents (V)
- 24 Trestles Frontline Supervisor
- 29 Intro to Construction Estimating I
- 29 Stress Relieving Demonstrations (THH Week)
- 30 Total Human Health Workshop (THH Week)

MAY

- 1-2 Safety Training Academy
- 2-3 Common Sense Construction Law (14-Hr CEU)
- 7 Construction Technology & Innovation Conference
- 12 Revolutionizing Claims Management
- 14 Basic Blueprint Reading begins
- 15 Lien Law Level One
- 21 CPR/First Aid
- 23 Crisis Management Workshop for C-Suite Leaders

JUNE

- 3 Intro to Construction Estimating II begins
- 3 ADEPT: Foundations of Leadership begins (V)
- 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

SEPTEMBER

- 10 OSHA 30-hour Outreach begins
- 16 ADEPT: Foundations of Leadership begins (V)
- 24 Basic Blueprint Reading begins
- 27 Lean Builder Workshop

OCTOBER

- 2 Lien Law Level One
- 9 Frontline Supervisor
- 15 Construction Estimating Principles & Application (V)
- 15 OSHA 30-Hour Outreach in Spanish begins
- 16 Lien Law Level Two
- 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)
- 29-30 OSHA 10-hour Outreach begins
- 30-31 Reading Construction Documents (V)

NOVEMBER

- 14 CPR/First Aid

EIC 2024

EXCELLENCE IN CONSTRUCTION

Awards

Soaring into Excellence

2024 EIC PROGRAM OVERVIEW & WORKSHOP



April 3, 2024



8:30 - 10:00 am



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

Join ABC for an overview of the EIC Awards program from start to finish, get tips on how to maximize your entry to ensure all points are received, learn how to elevate your entry with extra points, and MORE!

DO YOU HAVE THESE QUESTIONS?

- What are the Excellence in Construction Awards?
- How does the Central FL Chapter awards differ from other chapters my company is a part of?
- What awards are handed out?
- What points do we need to obtain each award level?
- How do I know which project(s) are eligible for entry?
- How does my company complete the entry form?
- What are the deadlines associated with the program?
- How are projects judged?
- How do we know we won? How do we celebrate?
- How can my company get the most industry exposure in CFL through this award program?

OR NEED A REFRESHER ON THE PROGRAM? OR WANT TO STAY IN THE KNOW OF CHANGES TO THE PROGRAM?

Then make sure you take the time to attend this year's workshop - **90% of attendees score higher each year!** Or schedule a one-on-one review with a staff member to ensure you have the tools you need by contacting eic@abccf.org. The ABC team and EIC Awards Committee are here to help!

Register at abccentralflorida.com/abc-events/calendar/ or email eic@abccf.org to **RSVP TODAY!**

*Grow your company's legacy...
Earn recognition...
Stand apart from your competition...*





Associated
Builders and
Contractors

Central Florida

CONSTRUCTION TECHNOLOGY AND INNOVATION LAB

Creating a world class training lab to strengthen our labor force, giving them the tools and technology needed to advance our industry.

- State of the art classroom
- World-class lab
- Newest training technologies

**Building the workforce
one brick at a time.**

407.398.1270

www.abccentralflorida.com/brickcampaign

Construction Technology and Innovation Lab Funding Campaign



The Construction Technology and Innovation Lab is committed to enhancing our workforce through pre-apprenticeship, apprenticeship, and craft training programs.



The Lab aims to provide members with a creative hub for the invention of new technologies, equipment evaluation, development, and hands-on training, with plans for expansion in the years to come.



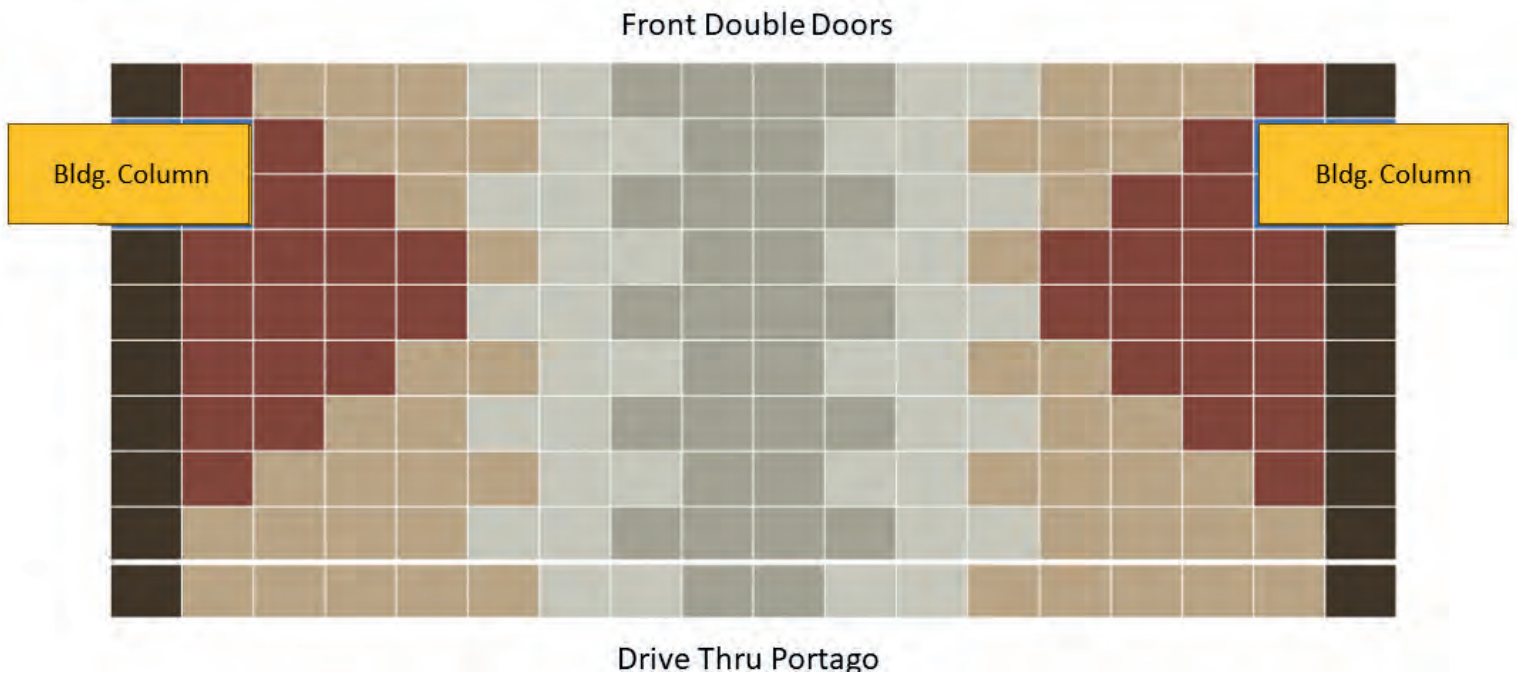
This campaign will offer our members an opportunity to be a part of the solution to our skilled workforce shortage, while also showcasing their commitment to ABC.

The lab will also be utilized by community partners for their youth & adult construction exploration programs!



Construction Technology and Innovation Lab

Brick Layout



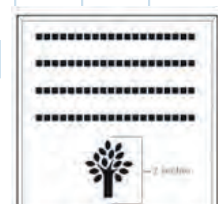
 **Free Enterprise**

 **Merit Champion**

 **Diamond**

 **Platinum**

 **Gold**





Construction Technology & Innovation Lab

building the workforce one brick at a time

Lock in your spot today and become part of the solution to our skilled workforce shortage! ABC CF is committed to building back our skilled laborers by providing a creative hub for the invention of new technologies, equipment evaluation, development, and hands-on training.

The Construction Technology & Innovation Lab will provide our members with the following:

- Cutting edge hands-on training for members and their employees
- An efficient training space and materials, to promote safety practices and positive work ethic
- Advanced training tech to increase worker productivity

Front Double Doors

| | | | | | | | | | | | | | | | | | |
|--------------|-----|-----|-----|-----|-----|-----|-----|----|----|-----|-----|-----|-----|-----|-----|--------------|-----|
| 171 | 170 | 169 | 168 | 167 | 166 | 165 | 164 | X | X | 161 | 160 | 159 | 158 | 157 | 156 | 155 | 154 |
| Bldg. Column | | 140 | 141 | 142 | 143 | 144 | X | X | X | X | 149 | 150 | 151 | 152 | 153 | Bldg. Column | |
| | | 139 | 138 | 137 | 136 | 135 | 134 | X | X | 131 | 130 | 129 | 128 | 127 | 126 | | |
| 108 | 109 | 110 | 111 | 112 | 113 | 114 | X | X | X | X | 119 | 120 | 121 | 122 | 123 | 124 | 125 |
| 107 | 106 | 105 | 104 | 103 | 102 | 101 | 100 | X | X | 97 | 96 | 95 | 94 | 93 | 92 | 91 | 90 |
| 72 | 73 | 74 | 75 | 76 | 77 | 78 | 79 | X | X | 82 | 83 | 84 | 85 | 86 | 87 | 88 | 89 |
| 71 | 70 | 69 | 68 | 67 | 66 | 65 | 64 | 63 | 62 | 61 | 60 | 59 | 58 | 57 | 56 | 55 | 54 |
| 37 | 38 | 39 | 40 | 41 | 42 | 42 | 43 | 44 | 45 | 46 | 47 | 48 | 49 | 50 | 51 | 52 | 53 |
| 36 | 35 | 34 | 33 | 32 | 31 | 30 | 29 | 28 | 27 | 26 | 25 | 24 | 23 | 22 | 21 | 20 | 19 |
| 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 | 11 | 12 | 13 | 14 | 15 | 16 | 17 | 18 |

Drive Thru Portago

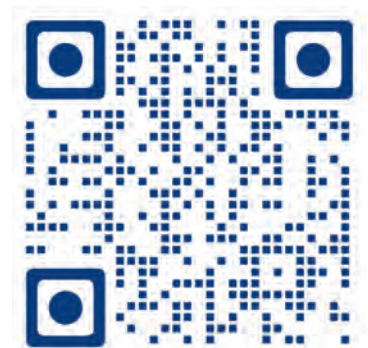
Customizations available for text and logo placement.

All bricks are 8x8 with a maximum of 6 lines, 20 characters per line.

Add your company logo - \$160

Sponsor/ Donor Level:

- Free Enterprise \$2,000
- Merit Champion \$1,500
- Diamond \$1,000
- Platinum \$800
- Gold \$500
- X Sold



Contact assist@abccf.org for more information or scan the QR code.

4-Day

OSHA 30-HOUR OUTREACH TRAINING

OSHA recommends workplace safety training for a safe and healthful work environment, specifically for hazard avoidance on the job site.

OSHA 30-Hour Construction training is a great method for educating construction workers and supervisors about OSHA safety standards. Students who complete this OSHA-authorized course will receive an official OSHA card from the U.S. Department of Labor (DOL). This OSHA Outreach training is a comprehensive overview of standards that OSHA has set in place for job site safety, specifically structured for hazard identification, avoidance, control and prevention.

This course content includes:

- Introduction to OSHA standards
- OSHA General duty & competent clause
- Excavation, trenching & shoring.
- Electrical
- Fall Protection
- Handling, storage, and disposal of materials
- Ladders and stairways
- Cranes, derricks, hoists, elevators, and conveyors
- Students will also learn about elective items of their choosing and practical application.

For additional information call us or email classes@abccf.org.



DATE & TIME: (Non-concurrent)

- **April 9 & 10 | 16 & 17**
9:00 AM - 5:30 PM
- **September 10 & 11 | 17 & 18**
1:00 PM - 9:30 PM

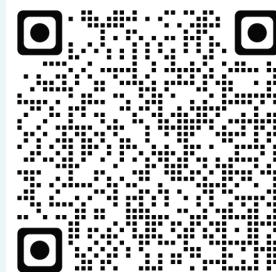
LOCATION:

**ABC, 651 Danville Drive,
Orlando, FL 32825**

COST:

ABC Member - \$249
Non member - \$269
(Lunch will be provided)

**SCAN
QR CODE
TO SELECT
DAYS AND
REGISTER
TODAY**



A cancellation number will be issued for requests that are received by 5 p.m. 3 business days prior to the first class. Any requests for a refund made after this date will not be processed.

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

APRIL 11, 2024 | 5:30 - 7:00 PM

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

EXPERIENCE MATTERS.



ESTABLISHED 1983



MADER
SOUTHEAST



CONSTRUCTION

S.I. GOLDMAN COMPANY
COMFORT SYSTEMS USA

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



ABC's Contractors HR Peer Group has a NEW day & NEW time!

Exclusive For Contractors!

Join us every other month on the 3rd Friday to collaborate & learn from other HR professionals in the construction industry.

Starting April 19th at 8:00 am, we will kick off a new 3-part series exclusively for Contractors. "Building a Strong Foundation for HR".

This roundtable discussion with subject matter experts aims to empower construction business owners and HR professionals to strategically recruit, engage, and retain top talent in the competitive construction industry.

Apr 19 - Session 1: Strategic Recruitment Blueprint

Jun 21 - Session 2: Cultivating a High-Performance Culture

Aug 16 - Session 3: Retaining Top Talent in the Construction Industry

Cost:

\$10 per session for ABC members

\$20 for non-ABC members

Location:

651 Danville Dr, Suite 200

Orlando, FL 32825



Scan to Register



**Contractors
HR Peer Group**

Breakfast will be provided.

For Additional Questions:

407.628.2070 or RSVP@abccf.org

TOTAL HUMAN HEALTH WEEK

APRIL 29–MAY 3, 2024



April 29: 4:00 PM – 6:00 PM – Stress Relieving Demonstrations

sponsored by ABC Central Florida and NAWIC of Greater Orlando

Free to attend, but must preregister

Come unwind after work with ABC and NAWIC Members! Learn how you can de-stress, and take care of yourself.

DEMONSTRATIONS: Tai Chi | Yoga | Massage Therapy | Acupuncture

April 30: 9:00 AM – 2:00 PM – Total Human Health Workshop

Free to attend, but must preregister. (Lunch included)

SCHEDULE:

9:00 AM – Suicide Awareness & Prevention by Michele Daugherty, ABC President & CEO

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.

12:00pm Lunch

12:30pm Narcan Training by SAVI EHS

1:00pm Financial Well-being by Tao Financial

1:45pm Hands-Only CPR by SAVI EHS

May 1 & 2: 8:00 AM – 4:00 PM – Safety Academy

ABC Members \$249 per person, Nonmembers \$399 per person (Lunch included)

This program is an in-dept, two-day exploration designed to help attendees understand the importance of leadership commitment, cultural transformation and the safety management processes in achieving a world class safety culture.

Designed for Owners, Principals, Vice Presidents, Operations and Division Managers

Presented by Greg Sizemore, ABC National Vice President Workforce Development, Safety Health and Environmental

Above classes location: ABC, 651 Danville Drive, Orlando, FL 32825

May 3: TBD – Safety Stand Down

LIVE on Social Media. More details coming soon.



CONNECT | EDUCATE | ADVOCATE

651 Danville Drive, Suite 200 Orlando, FL 32825
407.628.2070 | abccf.org