CENTRAL FLORIDA CHAPTER
ASSOCIATED BUILDERS AND CONTRACTORS
BOARD OF DIRECTORS MEETING

Location:
ABC, 651 Danville Drive, Orlando, FL 32825

August 13, 2018
PRESIDING: John Bartkovich, Energy Air, Inc.

BOARD MEMBERS PRESENT

Jason Albu	Director	Albu & Associates, Inc.
Rob Allen	Director	Austin Commercial
John Bartkovich	Chairman	Energy Air, Inc.
Bryan Boykin	Director	DPR Construction
Roy Burkett	Director	S. I. Goldman Company, Inc.
Kelly Craine	Director	PeopleReady
Chris Evans	Director	Brasfield & Gorrie, LLC
Derek Gregg	Director	Robins & Morton
C. L. Janeski	Director	Tri-City Electrical Contractors, Inc.
J. Shelton Lee	Director	CEMEX
Earl Lomas	Director	Terry's Electric, Inc.
Ron Person	Treasurer	WithumSmith+Brown, PC
Debbie Rodriguez	Director	Quality Labor Management, LLC
Scott Scruby	Director	Sunbelt Rentals
Noble Thomas	Director	Bright Future Electric, LLC
Chip Tucker	Director	Tucker Paving, Inc.
Thomas Wert	Vice Chair	Dean Mead Attorneys at Law
Carlos Velasco	Director	Acousti Engineering Company of Florida

Staff:

Catherine Wert	Membership Director	Central Florida Chapter
Nancy Wray	VP & COO	Central Florida Chapter
Mark Wylie	President & CEO	Central Florida Chapter

Guests:

Neal Saydah	Saydah Law Firm
Rick Blume	Levono Paints & Coatings
Nathan Bickford	Polished Concrete Flloors, LLC
Peter Baker	Polished Concrete Floors, LLC
Lauren O'Shea	American Safety Council, Inc.
Jonathan Pearch	Balfour Beatty
Ivan Pastirak	President, ABC/UCF Student Chapter
Nick Becerra	ABC/UCF Student Chapter

BOARD MEMBERS ABSENT

Charles Bracco	Director	Modern Plumbing Industries, Inc.
Ben Goodin	Vice Chair & Secretary	Baker Concrete Construction, Inc.
Michael Parks	Vice Chair	Hoar Construction, LLC
Brian Prebenda	Chair-elect	Balfour Beatty
Michael C. Sasso	General Counsel	Sasso & Sasso, P.A.
Tom Sherman	Director	Gulf Mechanical Contractors, Inc.
Donny Smith	Director	PCL Construction Services, Inc.

CALL TO ORDER

- **BARTKOVICH** called the board meeting to order at 3:30 p.m. Pledge of Allegiance. Introductions were made.

NEW MEMBER INTRODUCTIONS

- **NEIL SAYDAH** with Saydah Law Firm
- **RICK BLUME** with Levono Paints & Coatings
- **NATHAN BICKFORD** and **PETER BAKER** with Polished Concrete Flloors, LLC
- **LAUREN O'SHEA** with American Safety Council, Inc.

CONSENT AGENDA

MINUTES

- All minutes can be reviewed at http://www.abccentralflorida.com/bod/.
- **A motion was made and seconded to approve the minutes from the June meeting. The motion passed.**

FINANCIALS

- Financials for June were presented. Highlights: P&L shows that income areas were behind a
- Dues 97%, 98% program income, personnel at 92% of budget, G&A up 4% of budget. Loss is at $73,000 with a budgeted loss of $80,000, but $20,000 behind last year. Utilities have doubled with the new resistance heaters. Humidity issues are resolved, but electric costs will continue to increase.

MEMBERSHIP REPORT

WERT reported:

- Renewals were at 86.8% of membership dues dollars, and 86.34%, 354 companies renewed.
- Dropped companies by end of April: 52 companies.
- Goal is 60 new members for 2018. Six new members joined in June & July, total of 28 through the end of July.
- As of end of June a total membership is 382.
- 55.78% Contractor members with a national goal of 60%.
- A list of dropped members and unpaid, and prospects was distributed to the Board along with a list of prospective general contractor companies to target.
- ABC After Hours is scheduled for Thursday.

COMMITTEE REPORTS

Membership Development

- **PEARCH**, Chair of the Membership Development Committee, did a presentation on the new committee, members, goals, how the Board can assist with the retention and recruitment efforts.

ABC/Student Chapter

- **PASTIRAK** reported on the UCF/Student Chapter.
- Plans for the next competition have been received to practice on putting together a full bid for the next competition that is scheduled in California in the spring.
- October 4 is the next Bowling Tournament fundraiser in Waterford Lakes.
- The students are currently looking for speakers/presenters for their bi-weekly meetings beginning with the next semester. Speakers scheduled for the next two meetings are from Brasfield & Gorrie and Hensel Phelps. **BECERRA** passed around a sheet for sign- up for speakers.

Legislative Committee

- **WERT** reported that Wylie sent out an endorsement card to the membership via email. He asked about sharing this information with employees.
- **TUCKER** asked that everyone endorse and promote Adam Putnam.
- Election is August 28.

NATIONAL DUES CHANGE

- **WYLIE** reported that National ABC Board has voted to increase dues 2% for 2019. He stated that the Board needs to make a decision on whether to increase dues for Central Florida Chapter. If CFC does not increase the dues, it would mean approximately a $5,000 expense for the Chapter.
- **BARTKOVICH** asked that the voted be tabled until the next meeting, when the Chair-elect and two Vice Chairs are presented.

CHAPTER BY-LAWS AND COMPLIANCE WITH NATIONAL BY-LAWS

- **WYLIE** reported that a change in the National by-laws required the Chapter to change its bylaws regarding the General Counsel.
- Change Chapter bylaws for two options: General Counsel can be a consultant, but not a voting officer or General Counsel can hold a seat on the board and not consult.
- **WYLIE** to put together verbiage to be review to amend the by-laws and talk with Michael Sasso.

DRAFT 2018 BALLOT

- **WYLIE** reported that the Nominations Committee met and determined the slate for the election which was distributed to the Board.
- **A motion was made and second to approve the ballot as presented. The motion passed.** (See Attachment)
- **WYLIE** reported that the Board opened two seats for owners.
- **A motion was made and seconded to appoint Marc Clinch in one of the Owners Seats on the Board of Directors. The motion was withdrawn.**
- **WYLIE** to investigate with the Osceola Board to see if there is a conflict of interest being on the ABC Board and hiring ABC members.

CHAIR

- Covered elsewhere

PRESIDENT'S REPORT

- **WYLIE** reported on upcoming events: Fall Golf Tournament at ChampionsGate with two courses reserved which currently has 94 reservations, Construction Expo on September 27.
- Check calendars October 8 as a potential date for the Board Planning Conference**.**
- **WYLIE** reported that IBuild held a meeting with NCCER and with the School programs on industry updates. Rodriguez asked if IBuild can work with ABC for a similar presentation.
- **RODRIGUEZ** reported that IBuild received a grant from Career Source and is working on putting together a Carpenter Apprenticeship program.

OLD BUSINESS

No new business.

NEW BUSINESS

No new business.

NEXT MEETING

Next Board meeting is scheduled on September 10, 2018 at ABC.

ADJOURNMENT

Meeting was adjourned at 4:59 p.m.

nw 8/13/2018

Attachment 1. August 12, 2018 Minutes

Approved Ballot for 2019 Officers and Directors

2019 Executive Committee

Chairman
Brian Prebenda
Balfour Beatty

Chairman-elect
Ben Goodin
Baker Concrete Construction

Vice Chairman & Secretary
Michael E. Parks
Hoar Construction, LLC

Vice Chairman
Roy Burkett
S.I. Goldman Company

Vice Chairman
Thomas P. Wert
Dean Mead

Immediate Past Chair
John Bartkovich
Energy Air, Inc.

Advisors to the Board
Treasurer
Ronald J. Person
WithumSmith+Brown, PC

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

Board of Directors

At large Directors
Term expires 2019

Rob Allen
Austin Commercial

Bryan Boykin
DPR Construction

Chris Evans
Brasfield & Gorrie, L.L.C.

Donny Smith
PCL Construction Services, Inc.

At large Directors
Term expires 2020

Derek Gregg
Robins & Morton

C.L. Janeski
Tri-City Electrical Contractors, Inc.

Carlos Velasco
Acousti Engineering

Open (Roy Burkett seat)

Associate/Supplier Director
Term Expires 2019

Scott Scruby
Sunbelt Rentals

Kelly Craine
People Ready

10 Candidates for 5 At-Large Positions
(Expires 1 for 2020 and 4 for 2021)

Jason Albu (Incumbent)
CEO
Albu & Associates, Inc.

Charles Bracco (Incumbent)
Vice President
Modern Plumbing Industries, Inc.

Andrew Duthie
Preconstruction Executive
Wharton-Smith, Inc.

Adam Eckelbarger
CEO/President
Mader Southeast

Julie Holmes
President
JK2 Construction dba JK2 Scenic

Travis Kolbjornsen
Sr. Project Development Manager
Barton Malow Company

Steven Lockhart
General Counsel
Finfrock

Kevin McGrath
Project Manager
Hensel Phelps

Noble Thomas (Incumbent)
Commercial Manager
Bright Future Electric, LLC

Dave Riley
President
Interior Specialties

Associate/Supplier
4 Candidates for 2 Positions
(Expires 2021

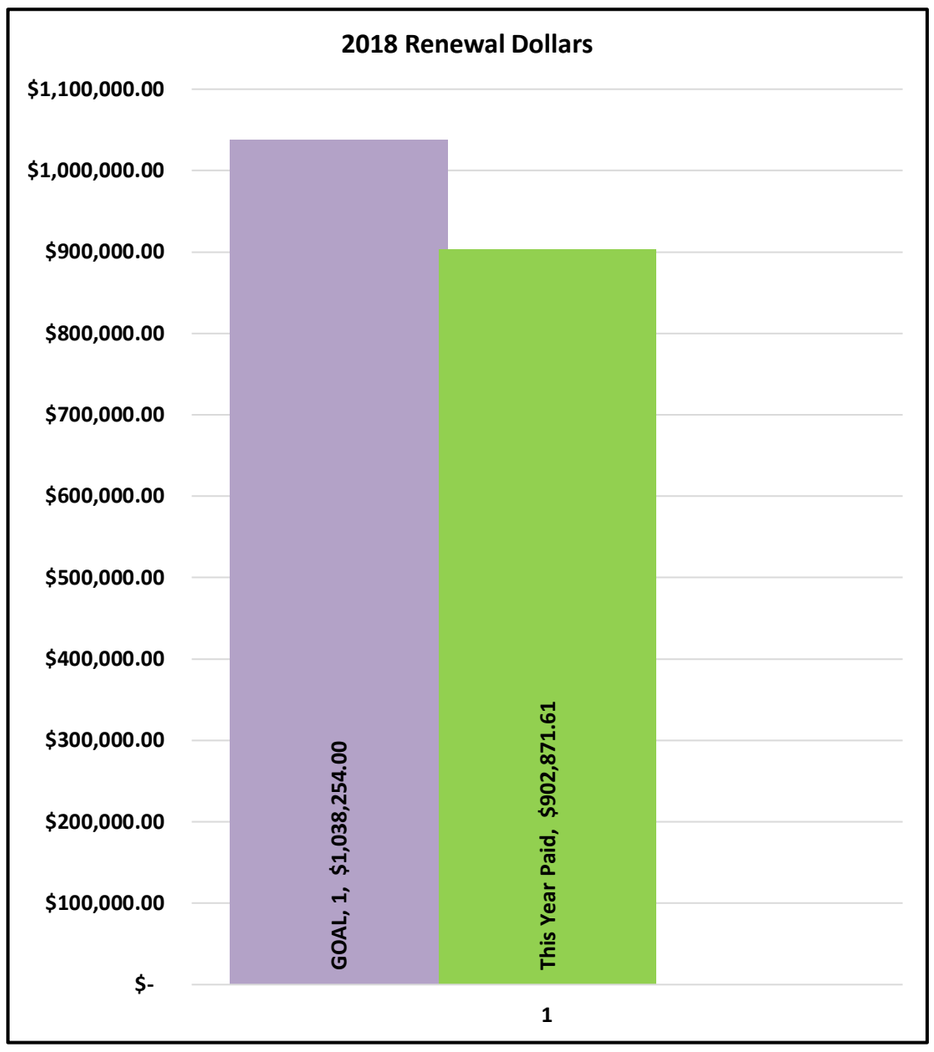
Debbie Rodriguez (Incumbent)
Vice President
Quality Labor Management, LLC

Douglas Gartenlaub
Partner
Burr & Forman, LLP

Andrew Laney
Vice President
Winter Park National Bank

David Nabavi
Vice President
CEMEX

Central Florida Chapter
Associated Builders & Contractors, Inc.
Membership Report
As of August 31, 2018

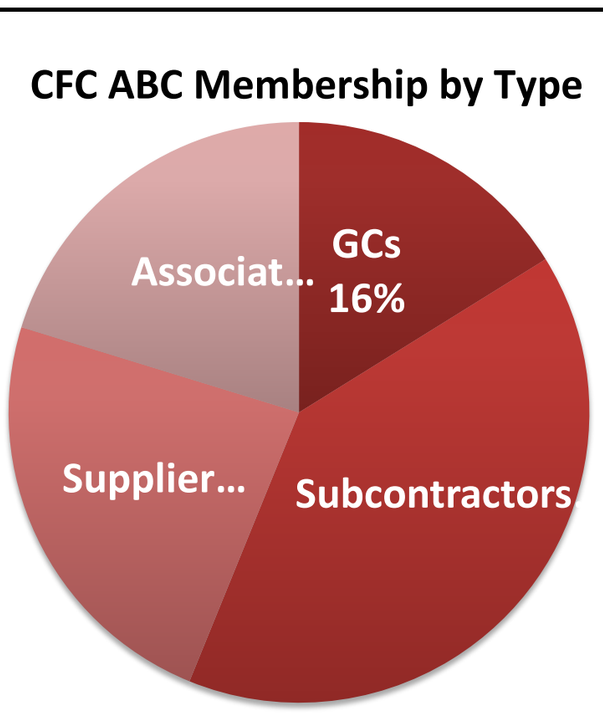


Invoiced for Retention:	$ 1,038,254.00	
Paid as of Month End:	$ 902,871.61	
Budget Goal is 87%	87.0%	
Required To Reach Goal:	$ 409.37	

Member Companies

Companies as of YE 2017:	410	
Renewed Companies:	355	86.59%
Dropped:	52	
Unpaid:	3	

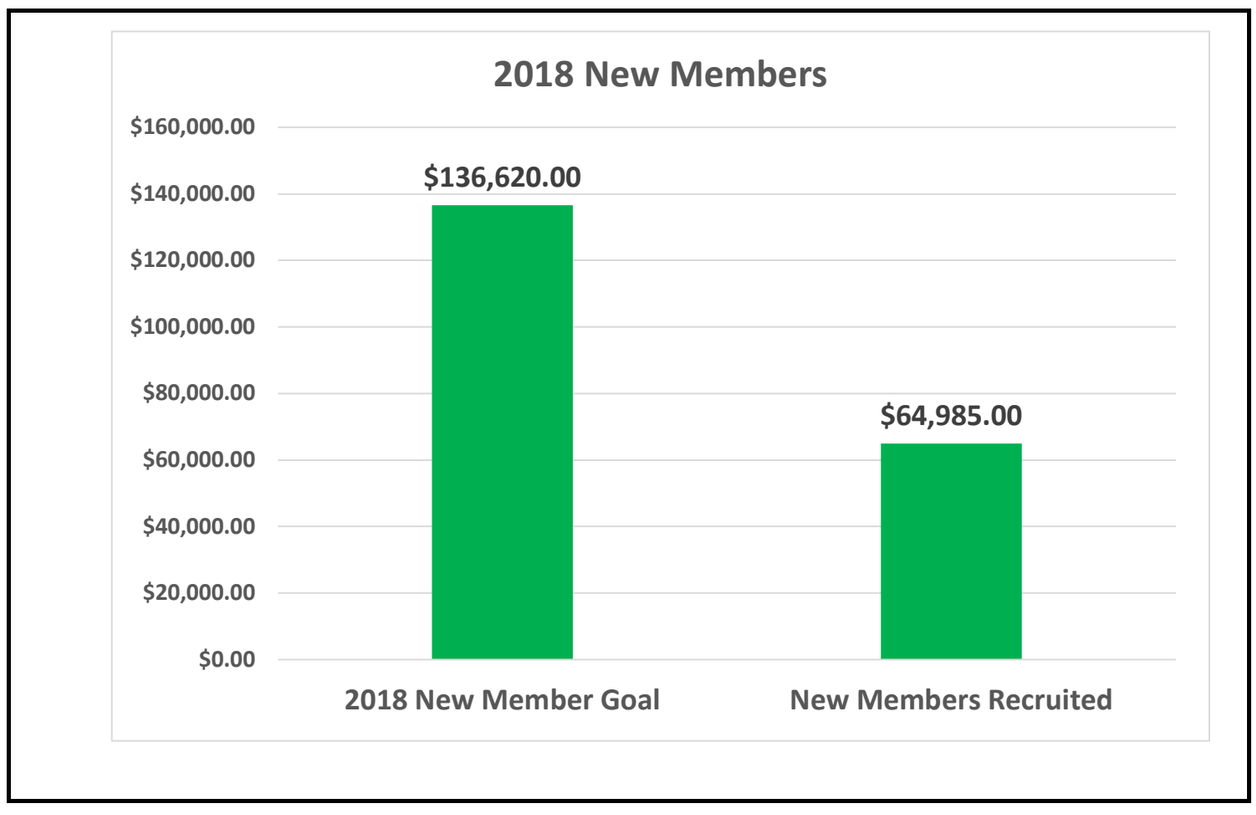
Current Paid 2018 Membership		Percentage of Budget
Renewals:	355	
New:	31	46.97%
Total:	386	



Contractors: 56.15%

This Month's New Members

COMPANY	CONTACT	PHONE	CTG/TRADE	SPONSOR
David Allen Company	Ron Whitt	(919) 232-2615	8	Chris Evans
Vigilante Associates	David Vigilante	(305) 653-8383	9	
WorkComp Solutions	Lorri Mills	(863) 640-1594	1	Chip Tucker



Associated Builders and Contractors, Inc.
Central Florida Chapter

Membership Director
Catherine Wert
cwert@abccentralflorida.org
D. 407.398.1278
C. 407.209.5604
ABCcentralflorida.com

July 2018 Financials Highlights
Central Florida Chapter
Associated Builders and Contractors, Inc.

Balance Sheet Highlights

Cash	$994,324.11, up $1,321.34 from July 2017
AEF Reserves	$126,635.73, up $4,096.61 from July 2017
Current Year Earnings (Loss)	($52,233.19) a drop of ($26,278.34) from July 2017

Income Statement This Year v Budget Highlights

INCOME

Net Dues	97% of Budget
Education	109% of Budget
Meetings & Events	89% of Budget
Net Program Income	98% of Budget

EXPENSE

Personnel Expense	92% of Budget
Net G&A Expense	97% of Budget

NET

Net P/L from Operations	92% of Budget
Net Profit/Loss	77% of Budgeted loss

Income Statement This Year v Last Year Highlights

INCOME

Net Dues	2.04% up from LY
Education	(4.01%) down from LY
Meetings & Events	4.55% up from LY
Net Program Income	2.44% up from LY

EXPENSE

Personnel Expense	6.14% increase from LY
Net G&A Expense	10.21% increase in loss from LY

NET

Net P/L from Operations	94% increase in loss from LY
Net Profit/Loss	101.25% increase in loss from LY

Associated Builders and Contractors, Inc.

Balance Sheet
July 2017

ASSETS

Current Assets	**July 31, 2018**	**July 31, 2017**	**Difference**
Petty Cash	$719.46	$517.13	$202.33
Iberia Bank Business Checking	$18,980.11	$47,310.18	($28,330.07)
Iberia Bank Money Market	$300,212.18	$817,123.17	($516,910.99)
Florida Capital Bank		$128,052.29	($128,052.29)
Winter Park Natl Bank-Checking	$71,781.95	$0.00	$71,781.95
Winter Park Natl Bank-Money Market	$400,309.09	$0.00	$400,309.09
Raymond james Investment Account	$202,321.32	$0.00	$202,321.32
Total Cash	$994,324.11	$993,002.77	$1,321.34
Accounts Receivable	$14,550.63	$15,331.00	($780.37)
Prepaid National Dues	$93,478.40	$88,639.47	$4,838.93
Prepaid State Dues	$25,288.34	$23,524.44	$1,763.90
Prepaid Insurance	$11,364.64	$11,309.62	$55.02
Prepaid Expenses	$39,954.53	$55,255.35	($15,300.82)
Inventory	$6,113.31	$4,836.69	$1,276.62
Total Current Assets	$190,749.85	$198,896.57	($8,146.72)
Fixed Assets			
Equipment & Furniture	$114,700.70	$112,489.90	$2,210.80
Building - Valencia	$2,115,041.26	$2,071,388.01	$43,653.25
Building - Signage	$20,446.33	$20,446.33	$0.00
Land - Valencia	$151,684.09	$151,684.09	$0.00
Automobile	$47,552.06	$47,552.06	$0.00
Equipment-Capital Lease	$21,210.00	$21,210.00	$0.00
Leasehold Improvements	$242,598.48	$183,138.86	$59,459.62
Accumulated Depreciation	($998,468.75)	($918,617.47)	($79,851.28)
Total Fixed Assets	$1,714,764.17	$1,689,291.78	$25,472.39
Other Assets			
Refundable Deposit	$360.00	$360.00	$0.00
Total Other Assets	$360.00	$360.00	$0.00
Total Assets	**$2,900,198.13**	**$2,881,551.12**	$18,647.01
LIABILITIES			
Current Liabilities			
Accounts Payable	$97,424.03	$28,870.13	$68,553.90
Sales Taxes Payable	$462.26	$341.98	$120.28
Payroll Taxes & 401K	$47.23	$56.52	($9.29)
Accrued Property Taxes	$21,000.00	$20,416.69	$583.31
S.T.- Capital Lease		$1,955.27	($1,955.27)
Rent Deposits	$6,426.80	$6,426.80	$0.00
Unearned Income-Misc./Spec.Events	$251,798.60	$305,470.91	($53,672.31)
Unearned Income - New Members	$54,616.79	$91,763.19	($37,146.40)
Unearned Income - Renewals	$375,903.72	$345,885.25	$30,018.47
Total Current Liabilities	$807,679.43	$801,186.74	$6,492.69
Long-Term Liabilities			
Capital Lease Obligation	$0.00	$3,240.52	($3,240.52)
Total Long-Term Liabilities	$0.00	$3,240.52	($3,240.52)
FUND BALANCE			
Unrestricted	$2,018,116.16	$1,980,539.59	$37,576.57
Temporarily Restricted Workforce			
Enhancement Fund	$126,635.73	$122,539.12	$4,096.61
Current Year Earnings	($52,233.19)	($25,954.85)	($26,278.34)
Total Fund Balance	$2,092,518.70	$2,077,123.86	$15,394.84
Total Liability & Equity	**$2,900,198.13**	**$2,881,551.12**	$18,647.01

Associated Builders and Contractors, Inc.

Income Statement
July 2018

INCOME	EXPENSE	ACTUAL MONTH	BUDGET MONTH	% OF BUDGET	ACTUAL YTD	BUDGET YTD	% OF BUDGET
DUES							
New Member		$4,741.92	$7,245.00	65%	$19,554.66	$28,980.00	67%
New Credit		$3,473.90	$3,473.90	100%	$24,317.30	$24,317.30	100%
Renew Dues		$75,180.75	$75,273.72	100%	$526,265.22	$526,914.52	100%
Enrollment Fee		$300.00	$633.33	47%	$2,860.00	$4,433.31	65%
Membership Promotion					$400.00		
Total Dues Income		$83,696.57	$86,625.95	97%	$573,397.18	$584,645.13	98%
	DUES						
	National Dues	$18,658.95	$18,600.14	100%	$125,723.17	$125,499.68	100%
	2017 National Credits	$735.22	$735.22	100%	$5,146.54	$5,146.54	100%
	State Dues	$5,046.53	$4,832.77	104%	$33,575.72	$32,607.87	103%
	2017 State Credits	$261.11	$261.11	100%	$1,827.77	$1,827.77	100%
	Membership Promotion	$723.16	$1,416.67	51%	$9,279.36	$9,916.69	94%
	Total Dues Expense	$25,424.97	$25,845.91	98%	$175,552.56	$174,998.55	100%
Net Dues Income		$58,271.60	$60,780.04	96%	$397,844.62	$409,646.58	97%
	Cost of Dues	30%	30%		31%	30%	

INCOME	EXPENSE	ACTUAL MONTH	BUDGET MONTH	% OF BUDGET	ACTUAL YTD	BUDGET YTD	% OF BUDGET
SEMINARS							
Seminar Registration		$17,994.35	$13,008.33	138%	$92,857.58	$91,058.31	102%
Books		$2,810.00	$575.00	489%	$7,596.16	$4,025.00	189%
Total Seminar Income		$20,804.35	$13,583.33	153%	$100,453.74	$95,083.31	106%
	SEMINAR EXPENSE						
	Seminar Expense	$1,778.73	$1,666.67	107%	$16,549.67	$11,666.69	142%
	Seminar Instructors	$3,860.00	$4,141.67	93%	$21,847.20	$28,991.69	75%
	Books	$2,719.23	$566.67	480%	$7,015.43	$3,966.69	177%
	Total Seminar Expense	$8,357.96	$6,375.01	131%	$45,412.30	$44,625.07	102%
Net Seminar Income		$12,446.39	$7,208.32	173%	$55,041.44	$50,458.24	109%
	Cost of Seminars	40%	47%		45%	47%	
MEETINGS & SPECIAL EVENTS INCOME							
Meetings (Ticket Events)		$12,150.00	$14,750.00	82%	$68,140.00	$65,135.00	105%
Golf Tournament					$103,915.00	$99,350.00	105%
Excellence in Construction		$273.33			$3,717.13	$2,000.00	186%
Construction Expo							
Special Other Income		$4,950.93	$500.00	990%	$6,475.93	$7,400.00	88%
Special Events (Sponsored)		($4,250.93)			$23,825.00	$22,700.00	105%
Total Meetings & Special Events Income		$13,123.33	$15,250.00	86%	$206,073.06	$196,585.00	105%
	MEETINGS & SPECIAL EVENTS EXPENSE						
	Meetings (Ticket Events)	$10,132.85	$11,500.00	88%	$42,959.54	$37,697.00	114%
	Golf Tournament	$104.97			$68,650.19	$67,000.00	102%
	Excellence in Construction	$979.76			$5,100.23	$2,000.00	255%
	Construction Expo	$354.40			$974.92		
	Special Other Expense	$4,782.19	$50.00	9564%	$5,844.46	$4,250.00	138%
	Special Events (Sponsored)	($4,250.93)			$16,367.05	$13,275.00	123%
	Meetings & Events Gen.Expenses	$273.25	$340.00	80%	$3,939.49	$2,395.00	164%
	Total Meetings & Events Expense	$12,376.49	$11,890.00	104%	$143,835.88	$126,617.00	114%
Net Meetings & Events		$746.84	$3,360.00	22%	$62,237.18	$69,968.00	89%
	Cost of Meetings & Events	94%	78%		70%	64%	

INCOME	EXPENSE	ACTUAL MONTH	BUDGET MONTH	% OF BUDGET	ACTUAL YTD	BUDGET YTD	% OF BUDGET
PUBLICATIONS INCOME							
Magazine		$5,224.99	$4,800.75	109%	$39,448.99	$33,605.25	117%
Directory		$36,785.00	$36,000.00	102%	$36,785.00	$36,000.00	102%
Website Advertising			$166.67		$2,000.00	$1,166.69	171%
Weekly Email Advertising		$200.00	$375.00	53%	$1,400.00	$2,625.00	53%
Total Publication Income		$42,209.99	$41,342.42	102%	$79,633.99	$73,396.94	108%
	PUBLICATIONS EXPENSE						
	Magazine	$1,716.42	$1,187.50	145%	$11,178.53	$8,312.50	134%
	Directory	$6,649.80	$7,000.00	95%	$6,963.04	$7,000.00	99%
	Total Publication Expense	$8,366.22	$8,187.50	102%	$18,141.57	$15,312.50	118%
Net Publications		$33,843.77	$33,154.92	102%	$61,492.42	$58,084.44	106%
	Cost of Publications	20%	20%		23%	21%	
SPECIAL SERVICES INCOME							
Job Site Signs		$606.90	$750.00	81%	$5,919.10	$5,250.00	113%
Workforce Enhancement Fund							
Promotional Fees			$33.33		$1,700.00	$233.31	729%
Total Special Services Income		$606.90	$783.33	77%	$7,619.10	$5,483.31	139%
	SPECIAL SERVICES EXPENSE						
	Job Site Signs	$246.59	$333.33	74%	$2,684.27	$2,333.31	115%
	Workforce Enhancement Fund						
	Total Special Services Expense	$246.59	$333.33	74%	$2,684.27	$2,333.31	115%
Net Special Services		$360.31	$450.00	80%	$4,934.83	$3,150.00	157%
	Cost of Special Services	41%	43%		35%	43%	
NET PROGRAM INCOME (Loss)		$105,668.91	$104,953.28	101%	$581,550.49	$591,307.26	98%

INCOME EXPENSE	ACTUAL MONTH	BUDGET MONTH	% OF BUDGET	ACTUAL YTD	BUDGET YTD	% OF BUDGET
GENERAL ADMINISTRATIVE EXPENSES						
Personnel Expense						
Salaries	$41,807.73	$49,666.67	84%	$307,494.58	$347,666.69	88%
Salaries - Non Exempt	$5,702.00	$6,416.67	89%	$38,959.85	$44,916.69	87%
Temporary Labor	2,592.00			$17,973.00		
Payroll Taxes	$3,672.76	$4,791.67	77%	$28,357.51	$33,541.69	85%
Group Insurance	$9,385.59	$9,166.67	102%	$57,540.72	$64,166.69	90%
Workers Compensation	$190.08	$250.00	76%	$1,280.40	$1,750.00	73%
Continuing Education	$694.45	$500.00	139%	$4,209.95	$3,500.00	120%
Retirement Plan	$2,844.52	$3,333.33	85%	$20,549.33	$23,333.31	88%
Total Personnel Expense	$66,889.13	$74,125.01	90%	$476,365.34	$518,875.07	92%
Travel, Meetings, Conferences						
Auto Expense	$469.79	$475.00	99%	$4,153.69	$3,325.00	125%
Auto & Fixed Asset Depreciation	$396.33	$371.25	107%	$2,774.31	$2,598.75	107%
Auto Insurance	$360.08	$375.00	96%	$2,537.10	$2,625.00	97%
State Meetings	$2,549.86	2,000.00	127%	$3,564.50	3,500.00	102%
National Meetings				$4,710.22	4,000.00	118%
Other Conferences				$2,506.84	2,000.00	125%
Presidents Expense						
Board of Directors Meetings						
Committee Meetings	$353.90	$250.00	142%	$1,542.89	$1,750.00	88%
Chapter Planning Conference						
Total Travel, Meetings, Conferences	$4,129.96	$3,471.25	119%	$21,789.55	$19,798.75	110%
Communications Expense						
Postage	$22.80	$41.67	55%	$385.38	$291.69	132%
Telephone	$1,081.32	$1,083.33	100%	$7,536.50	$7,583.31	99%
Total Communications Expense	$1,104.12	$1,125.00	98%	$7,921.88	$7,875.00	101%
Occupancy Expense						
Utilities	$4,173.27	$2,500.00	167%	$28,418.72	$17,500.00	162%
Building Insurance	$1,039.34	$1,083.33	96%	$7,223.18	$7,583.31	95%
Property Taxes	$3,000.00	$3,000.00	100%	$21,243.60	$21,000.00	101%
Janitorial Services	$899.93	$1,000.00	90%	$6,299.51	$7,000.00	90%
Building Repairs & Maintenance	$3,675.23	$3,000.00	123%	$25,921.70	$21,000.00	123%
Total Occupancy Expense	$12,787.77	$10,583.33	121%	$89,106.71	$74,083.31	120%
Office Expense						
Leased Office Equipment	$260.09	$250.00	104%	$2,557.61	$1,750.00	146%
Computer Software	$758.25	$1,083.33	70%	$5,949.82	$7,583.31	78%
Office Supplies	$974.08	$391.67	249%	$4,210.06	$2,741.69	154%
Equipment Repairs/Maintenance	$310.24	$583.33	53%	$5,580.34	$4,083.31	137%
Total Office Expense	$2,302.66	$2,308.33	100%	$18,297.83	$16,158.31	113%

Associated Builders and Contractors, Inc.

Income Statement
July 2018

INCOME EXPENSE	ACTUAL MONTH	BUDGET MONTH	% OF BUDGET	ACTUAL YTD	BUDGET YTD	% OF BUDGET
Other Expenses						
Advertising						
Accounting				$12,500.00	12,200.00	102%
Association Meetings						
Bank Charges	$22.30	$58.33	38%	$254.01	$408.31	62%
Professional Fees		$208.33			$1,458.31	
Legal Fees		$416.67		$10,006.15	$2,916.69	343%
Taxes & Licenses	$30.00	$18.75	160%	$261.57	$131.25	199%
Dues/Subscriptions/Sponsor		$458.33		$1,279.38	$3,208.31	40%
Interest Expense		$125.00		$86.22	$551.19	16%
Internet Web Site	$166.49			$2,241.54		
Directors & Officer Insurance	$184.75	$184.75	100%	$1,293.25	$1,293.25	100%
Bad Debt Expense						
Loss on sale of asset						
Miscellaneous Expense		$1.67			$11.69	
Total Other Expenses	$403.54	$1,471.83	27%	$27,922.12	$22,179.00	126%
Non Cash Expense						
Depreciation	$6,040.86	$6,250.00	97%	$42,286.02	$43,750.00	97%
Total Non Cash Expense	$6,040.86	$6,250.00	97%	$42,286.02	$43,750.00	97%
Net General Administrative Expense	$93,658.04	$99,334.75	94%	$683,689.45	$702,719.44	97%
NET PROFIT (LOSS) DUE TO OPERATIONS	**$12,010.87**	**$5,618.53**	214%	**($102,138.96)**	**($111,412.18)**	92%
Additional Expense						
Contribution						
Other Income						
Interest Income	$684.54	250.00	274%	$3,037.84	1,750.00	174%
Miscellaneous Income	$5.50	16.67	33%	$59.09	116.69	51%
Rental Income	$5,777.23	5,693.08	101%	$38,818.41	39,851.56	97%
Classroom Rental	$721.84	$250.00	289%	$5,431.63	$1,750.00	310%
Reimbursed expenses	$193.00			$788.00		
Gain/Loss on Investment Asset	$1,709.50			$1,770.80		
Total Other Income	$9,091.61	$6,209.75	146%	$49,905.77	$43,468.25	115%
NET PROFIT (LOSS)	**$21,102.48**	**$11,828.28**	178%	**($52,233.19)**	**($67,943.93)**	77%

Associated Builders Contractors, Inc.
Comparative Income Statement
For the Month Ended July 31, 2018 and 2017

INCOME	EXPENSE	For the month ended 7/31/18	For the month ended 7/31/17	Increase (Decrease)	% Change	For the Seven Months Ended 7/31/18	For the Seven Months Ended 7/31/17	Increase (Decrease)	% Change
DUES									
New Member		$4,741.92	$8,236.58	($3,494.66)	-42.43%	$19,554.66	$33,081.84	($13,527.18)	-40.89%
New Credit		$3,473.90	$5,201.21	($1,727.31)	-33.21%	$24,317.30	$36,408.47	($12,091.17)	-33.21%
Renew Dues		$75,180.75	$69,177.05	$6,003.70	8.68%	$526,265.22	$484,239.34	$42,025.88	8.68%
Enrollment Fee		$300.00	$800.00	($500.00)	-62.50%	$2,860.00	$4,920.00	($2,060.00)	-41.87%
Membership Promotion			$20.00			$400.00	$4,449.58	($4,049.58)	-91.01%
Total Dues Income		$83,696.57	$83,434.84	$281.73	0.34%	$573,397.18	$563,099.23	$10,297.95	1.83%
	DUES								
	National Dues	$18,658.95	$18,829.86	($170.91)	-0.91%	$125,723.17	$117,476.50	$8,246.67	7.02%
	2017 National Credits	$735.22	$945.52	($210.30)	-22.24%	$5,146.54	$6,618.64	($1,472.10)	-22.24%
	State Dues	$5,046.53	$4,952.43	$94.10	1.90%	$33,575.72	$30,292.03	$3,283.69	10.84%
	2017 State Credits	$261.11	$377.43	($116.32)	-30.82%	$1,827.77	$2,642.01	($814.24)	-30.82%
	Membership Promotion	$723.16	$1,128.28	($405.12)	-35.91%	$9,279.36	$16,177.67	($6,898.31)	-42.64%
	Total Dues Expense	$25,424.97	$26,233.52	($808.55)	-3.08%	$175,552.56	$173,206.85	$2,345.71	1.35%
Net Dues Income		**$58,271.60**	**$57,201.32**	**$1,090.28**	**1.91%**	**$397,844.62**	**$389,892.38**	**$7,952.24**	**2.04%**
	Cost of Dues	30.38%	31.44%	-286.99%		30.62%	30.76%	22.78%	

Associated Builders Contractors, Inc.
Comparative Income Statement
For the Month Ended July 31, 2018 and 2017

INCOME	EXPENSE	For the month ended 7/31/18	For the month ended 7/31/17	Increase (Decrease)	% Change	For the Seven Months Ended 7/31/18	For the Seven Months Ended 7/31/17	Increase (Decrease)	% Change
SEMINARS									
Seminar Registration		$17,994.35	$6,893.36	$11,100.99	161.04%	$92,857.58	$109,088.05	($16,230.47)	-14.88%
Books		$2,810.00	$768.00	$2,042.00	265.89%	$7,596.16	$6,148.44	$1,447.72	23.55%
Total Seminar Income		$20,804.35	$7,661.36	$13,142.99	171.55%	$100,453.74	$115,236.49	($14,782.75)	-12.83%
	SEMINAR EXPENSE								
	Seminar Expense	$1,778.73	$1,001.96	$776.77	77.53%	$16,549.67	$15,558.52	$991.15	6.37%
	Seminar Instructors	$3,860.00	$1,510.00	$2,350.00	155.63%	$21,847.20	$36,618.50	($14,771.30)	-40.34%
	Books	$2,719.23	$828.13	$1,891.10	228.36%	$7,015.43	$5,718.15	$1,297.28	22.69%
	Total Seminar Expense	$8,357.96	$3,340.09	$5,017.87	150.23%	$45,412.30	$57,895.17	($12,482.87)	-21.56%
Net Seminar Income		**$12,446.39**	**$4,321.27**	**$8,125.12**	**188.03%**	**$55,041.44**	**$57,341.32**	**($2,299.88)**	**-4.01%**
	Cost of Seminars	40.17%	43.60%	38.18%		45.21%	50.24%	84.44%	
MEETINGS & SPECIAL EVENTS INCOME									
Meetings (Ticket Events)		12,150.00	10,800.00	1,350.00	12.50%	$68,140.00	$52,142.00	$15,998.00	30.68%
Golf Tournament						$103,915.00	$76,977.00	$26,938.00	34.99%
Excellence in Construction		273.33		273.33		$3,717.13	$2,432.48	$1,284.65	52.81%
Construction Expo									
Special Other Income		4,950.93	400.00	4,550.93	1137.73%	$6,475.93	$3,400.00	$3,075.93	90.47%
Special Events (Sponsored)		(4,250.93)		(4,250.93)		$23,825.00	$17,240.82	$6,584.18	38.19%
Total Meetings & Special Events Income		13,123.33	11,200.00	1,923.33	17.17%	$206,073.06	$152,192.30	$53,880.76	35.40%
	MEETINGS & SPECIAL EVENTS EXPENSE								
	Meetings (Ticket Events)	10,132.85	4,691.69	5,441.16	115.97%	$42,959.54	$27,044.06	$15,915.48	58.85%
	Golf Tournament	104.97	(354.17)	459.14	-129.64%	$68,650.19	$47,996.95	$20,653.24	43.03%
	Excellence in Construction	979.76	95.92	883.84	921.43%	$5,100.23	$3,513.42	$1,586.81	45.16%
	Construction Expo	354.40	191.96	162.44	84.62%	$974.92	$537.27	$437.65	81.46%
	Special Other Expense	4,782.19	61.73	4,720.46	7646.95%	$5,844.46	$398.14	$5,446.32	1367.94%
	Special Events (Sponsored)	(4,250.93)	61.36	(4,312.29)	-7027.85%	$16,367.05	$11,039.58	$5,327.47	48.26%
	Meetings & Events Gen.Expenses	273.25	271.81	1.44	0.53%	$3,939.49	$2,134.17	$1,805.32	84.59%
	Total Meetings & Events Expense	12,376.49	5,020.30	7,356.19	146.53%	143,835.88	92,663.59	$51,172.29	55.22%
Net Meetings & Events		**746.84**	**6,179.70**	**(5,432.86)**	**-87.91%**	**$62,237.18**	**$59,528.71**	**$2,708.47**	**4.55%**
	Cost of Meetings & Events	94.31%	44.82%	382.47%		69.80%	60.89%	94.97%	

Associated Builders Contractors, Inc.
Comparative Income Statement
For the Month Ended July 31, 2018 and 2017

INCOME	EXPENSE	For the month ended 7/31/18	For the month ended 7/31/17	Increase (Decrease)	% Change	For the Seven Months Ended 7/31/18	For the Seven Months Ended 7/31/17	Increase (Decrease)	% Change
PUBLICATIONS INCOME									
Magazine		$5,224.99	$4,364.33	$860.66	19.72%	$39,448.99	$30,737.63	$8,711.36	28.34%
Directory		$36,785.00	$38,295.00	($1,510.00)	-3.94%	$36,785.00	$38,295.00	($1,510.00)	-3.94%
Website Advertising			$100.00	($100.00)	-100.00%	$2,000.00	$1,975.00	$25.00	1.27%
Weekly Email Advertising		$200.00	$300.00	($100.00)	-33.33%	$1,400.00	$2,250.00	($850.00)	-37.78%
Total Publication Income		$42,209.99	$43,059.33	($849.34)	-1.97%	$79,633.99	$73,257.63	$6,376.36	8.70%
	PUBLICATIONS EXPENSE								
	Magazine	$1,716.42	$1,162.87	$553.55	47.60%	$11,178.53	$9,317.42	$1,861.11	19.97%
	Directory	$6,649.80	$6,287.86	$361.94	5.76%	$6,963.04	$6,644.52	$318.52	4.79%
	Total Publication Expense	$8,366.22	$7,450.73	$915.49	12.29%	$18,141.57	$15,961.94	$2,179.63	13.66%
Net Publications		**$33,843.77**	**$35,608.60**	**($1,764.83)**	**-4.96%**	**$61,492.42**	**$57,295.69**	**$4,196.73**	**7.32%**
	Cost of Publications	19.82%	17.30%	-107.79%		22.78%	21.79%	34.18%	
SPECIAL SERVICES INCOME									
Job Site Signs		$606.90	$1,233.75	($626.85)	-50.81%	$5,919.10	$6,703.65	($784.55)	-11.70%
Workforce Enhancement Fund									
Promotional Fees						$1,700.00		$1,700.00	
Total Special Services Income		$606.90	$1,233.75	($626.85)	-50.81%	$7,619.10	$6,703.65	$915.45	13.66%
	SPECIAL SERVICES EXPENSE								
	Job Site Signs	$246.59	$596.73	($350.14)	-58.68%	$2,684.27	$3,072.94	($388.67)	-12.65%
	Workforce Enhancement Fund								
	Total Special Services Expense	$246.59	$596.73	($350.14)	-58.68%	$2,684.27	$3,072.94	($388.67)	-12.65%
Net Special Services		**$360.31**	**$637.02**	**($276.71)**	**-43.44%**	**$4,934.83**	**$3,630.71**	**$1,304.12**	**35.92%**
	Cost of Special Services	40.63%	48.37%	55.86%		64.77%	54.16%	142.46%	
NET PROGRAM INCOME (Loss)		**$105,668.91**	**$103,947.91**	**$1,721.00**	**1.66%**	**$581,550.49**	**$567,688.81**	**$13,861.68**	**2.44%**

Associated Builders Contractors, Inc.
Comparative Income Statement
For the Month Ended July 31, 2018 and 2017

INCOME EXPENSE	For the month ended 7/31/18	For the month ended 7/31/17	Increase (Decrease)	% Change	For the Seven Months Ended 7/31/18	For the Seven Months Ended 7/31/17	Increase (Decrease)	% Change
GENERAL ADMINISTRATIVE EXPENSES								
Personnel Expense								
Salaries	$41,807.73	$40,948.68	$859.05	2.10%	$307,494.58	$288,096.47	$19,398.11	6.73%
Salaries - Non Exempt	$5,702.00	$8,746.88	($3,044.88)	-34.81%	$38,959.85	$50,595.28	($11,635.43)	-23.00%
Temporary Labor	$2,592.00		$2,592.00		$17,973.00		$17,973.00	
Payroll Taxes	$3,672.76	$3,832.31	($159.55)	-4.16%	$28,357.51	$26,954.45	$1,403.06	5.21%
Group Insurance	$9,385.59	$6,105.79	$3,279.80	53.72%	$57,540.72	$57,178.47	$362.25	0.63%
Workers Compensation	$190.08	$220.00	($29.92)	-13.60%	$1,280.40	$1,710.00	($429.60)	-25.12%
Continuing Education	$694.45	$524.28	$170.17	32.46%	$4,209.95	$3,684.49	$525.46	14.26%
Retirement Plan	$2,844.52	$3,165.01	($320.49)	-10.13%	$20,549.33	$20,570.80	($21.47)	-0.10%
Total Personnel Expense	$66,889.13	$63,542.95	$3,346.18	5.27%	$476,365.34	$448,789.96	$27,575.38	6.14%
Travel, Meetings, Conferences								
Auto Expense	$469.79	$494.18	($24.39)	-4.94%	$4,153.69	$3,064.08	$1,089.61	35.56%
Auto & Fixed Asset Depreciation	$396.33	$396.33			$2,774.31	$2,774.31		
Auto Insurance	$360.08	$376.62	($16.54)	-4.39%	$2,537.10	$2,357.48	$179.62	7.62%
Travel & Entertainment								
State Meetings	$2,549.86	$2,401.03	$148.83	6.20%	$3,564.50	$3,619.11	($54.61)	-1.51%
National Meetings					$4,710.22	$3,039.74	$1,670.48	54.95%
Other Conferences					$2,506.84		$2,506.84	
Presidents Expense								
Board of Directors Meetings								
Committee Meetings	$353.90	$158.61	$195.29	123.13%	$1,542.89	$1,416.01	$126.88	8.96%
Chapter Planning Conference								
Total Travel, Meetings, Conferences	$4,129.96	$3,826.77	$303.19	7.92%	$21,789.55	$16,270.73	$5,518.82	33.92%
Communications Expense								
Postage	$22.80	$59.10	($36.30)	-61.42%	$385.38	$268.28	$117.10	43.65%
Telephone	$1,081.32	$1,084.55	($3.23)	-0.30%	$7,536.50	$6,822.81	$713.69	10.46%
Total Communications Expense	$1,104.12	$1,143.65	($39.53)	-3.46%	$7,921.88	$7,091.09	$830.79	11.72%
Occupancy Expense								
Utilities	$4,173.27	$2,221.64	$1,951.63	87.85%	$28,418.72	$13,973.49	$14,445.23	103.38%
Building Insurance	$1,039.34	$987.14	$52.20	5.29%	$7,223.18	$7,171.04	$52.14	0.73%
Property Taxes	$3,000.00	$2,916.67	$83.33	2.86%	$21,243.60	$20,639.67	$603.93	2.93%
Janitorial Services	$899.93	$899.93			$6,299.51	$6,299.51		
Building Repairs & Maintenance	$3,675.23	$4,743.56	($1,068.33)	-22.52%	$25,921.70	$22,107.47	$3,814.23	17.25%
Total Occupancy Expense	$12,787.77	$11,768.94	$1,018.83	8.66%	$89,106.71	$70,191.18	$18,915.53	26.95%
Office Expense								
Leased Office Equipment	$260.09	$440.44	($180.35)	-40.95%	$2,557.61	$2,335.11	$222.50	9.53%
Computer Software	$758.25	$591.29	$166.96	28.24%	$5,949.82	$4,461.04	$1,488.78	33.37%
Office Supplies	$974.08	$175.80	$798.28	454.08%	$4,210.06	$2,734.47	$1,475.59	53.96%
Equipment Repairs/Maintenance	$310.24	$1,018.83	($708.59)	-69.55%	$5,580.34	$6,259.53	($679.19)	-10.85%
Total Office Expense	$2,302.66	$2,226.36	$76.30	3.43%	$18,297.83	$15,790.15	$2,507.68	15.88%

Associated Builders Contractors, Inc.
Comparative Income Statement
For the Month Ended July 31, 2018 and 2017

INCOME EXPENSE	For the month ended 7/31/18	For the month ended 7/31/17	Increase (Decrease)	% Change	For the Seven Months Ended 7/31/18	For the Seven Months Ended 7/31/17	Increase (Decrease)	% Change
Other Expenses								
Advertising								
Accounting					$12,500.00	$8,700.00	$3,800.00	43.68%
Association Meetings								
Bank Charges	$22.30	$40.39	($18.09)	-44.79%	$254.01	$393.02	($139.01)	-35.37%
Professional Fees						$902.70	($902.70)	-100.00%
Legal Fees		$396.00	($396.00)		$10,006.15	$3,307.50	$6,698.65	202.53%
Taxes & Licenses	$30.00	$105.00	($75.00)	-71.43%	$261.57	$166.25	$95.32	57.34%
Dues/Subscriptions/Sponsor		$512.96	($512.96)	-100.00%	$1,279.38	$3,643.72	($2,364.34)	-64.89%
Interest Expense		$30.23	($30.23)	-100.00%	$86.22	$254.73	($168.51)	-66.15%
Internet Web Site	$166.49	$196.00	($29.51)	-15.06%	$2,241.54	$1,091.11	$1,150.43	105.44%
Directors & Officer Insurance	$184.75	$167.92	$16.83	10.02%	$1,293.25	$1,175.44	$117.81	10.02%
Bad Debt Expense								
Loss on sale of asset								
Miscellaneous Expense						$18.06	($18.06)	
Total Other Expenses	$403.54	$1,448.50	($1,044.96)	-72.14%	$27,922.12	$19,652.53	$8,269.59	42.08%
Non Cash Expense								
Depreciation	$6,040.86	$6,040.86	$0.00	0.00%	$42,286.02	$42,551.70	($265.68)	-0.62%
Total Non Cash Expense	$6,040.86	$6,040.86	$0.00	0.00%	$42,286.02	$42,551.70	($265.68)	-0.62%
Net General Administrative Expense	$93,658.04	$89,998.03	$3,660.01	4.07%	$683,689.45	$620,337.34	$63,352.11	10.21%
NET PROFIT (LOSS) DUE TO OPERATIONS	**$12,010.87**	**$13,949.88**	**($1,939.01)**	**-13.90%**	**($102,138.96)**	**($52,648.53)**	**($49,490.43)**	**94.00%**
Additional Expense								
Contribution						$4,500.00	($4,500.00)	-100.00%
Other Income								
Interest Income	$684.54	$346.80	$337.74	97.39%	$3,037.84	$2,138.64	$899.20	42.05%
Miscellaneous Income	$5.50	$6.91	($1.41)	-20.41%	$59.09	$146.45	($87.36)	-59.65%
Rental Income	$5,777.23	$5,609.31	$167.92	2.99%	$38,818.41	$25,353.95	$13,464.46	53.11%
Classroom Rental	$721.84	$382.39	$339.45	88.77%	$5,431.63	$2,914.71	$2,516.92	86.35%
Reimbursed expenses	$193.00	$173.00	$20.00	11.56%	$788.00	$639.93	$148.07	23.14%
Gain/Loss on Investment Asset	$1,709.50		$1,709.50		$1,770.80		$1,770.80	
Total Other Income	$9,091.61	$6,518.41	$2,573.20	39.48%	$49,905.77	$31,193.68	$18,712.09	59.99%
NET PROFIT (LOSS)	**$21,102.48**	**$20,468.29**	**$634.19**	**3.10%**	**($52,233.19)**	**($25,954.85)**	**($26,278.34)**	**101.25%**

may be conducted by voice, show-of-hands, or by written ballot, as the officer presiding at the meeting shall elect.

(d) Representative. Each Regular Member, whether proprietorship, partnership, firm, corporation, or other business entity shall certify in writing unto the CEO of the corporation the name of its primary representative. Its primary representative, if present at any meeting of the members, shall act for and cast votes in behalf of the Regular Member. If a Regular Member's primary representative is not present, the holder of the Regular Member's written proxy shall be entitled to act for and cast votes in behalf of such member.

(e) Conflicts of Interest. No Regular Member may vote on any matter that has the potential of being directly or materially indirectly self-serving to that person, that person's business, or to other related parties of that person.

ARTICLE FOUR

BOARD OF DIRECTORS

Section 4.1 Authority and Responsibility. The Board of Directors shall be the governing body of the corporation. It shall determine the policies, fiscal matter, employment of staff and other personnel policies, and in general assume responsibility for the guidance of the affairs of this corporation. Except as otherwise specifically provided herein, the decision of the Board on corporation matters shall be final, subject only to an appeal to the Regular Members. Any decision appealed shall be reversed only by a majority vote of the members present at a special meeting called for the purpose of voting on such appeal.

Section 4.2. Composition and Qualifications.

(a) The Board of Directors shall consist of the five officers of the corporation (Chairman, Chairman-elect, Vice Chairman, Vice Chairman, and Vice Chairman; the immediate past Chairman of the corporation; the ~~General Counsel and~~ Treasurer; and twelve other persons elected at large from general contractor and subcontractor member firms. Up to four additional board members may be elected from the supplier and associate members at large. Additional board members from outlying area groups may be designated as described in section 3.4(c)(iv). Up to two (2) board members may be elected by the Board of Directors to represent construction owners. Only persons who have been designated and are serving as the primary representative of a Regular Member are eligible to serve as directors of the corporation. Only one person per member may serve on the board at the same time. If a current director becomes an employee of the same member company as another director, one of the two directors must resign at year end.

(b) Officers of the corporation, the immediate past chairman, construction owner representatives and outlying area group board members shall serve for a term of one year. The ~~General Counsel and~~ Treasurer and all other directors shall be elected to serve for a term of three years.

Section 4.3. Election of Officers and Directors. Officers and directors shall be elected annually

ARTICLE FIVE

OFFICERS

Section 5.1. Officers. The officers of the corporation shall consist of a Chairman, a Chairman-elect, a Vice Chairman and Secretary, a Vice Chairman, a Vice Chairman, the ~~General Counsel and~~ Treasurer, all of whom shall be ex officio members of the Board of Directors. Each officer must be designated as the primary representative of a Regular Member and shall be elected according to Article IV, Section 4.3 to hold office for a term of one year. No single member shall hold two offices simultaneously. Any officer may succeed himself at the discretion of the Regular Members.

Section 5.2. Vacancies. Except as provided in Section 5.3 hereof, if any office shall become vacant, the vacancy shall be filled by the Board of Directors.

Section 5.3. Duties of Officers.

(a) The Chairman shall serve as Chairman of the Board of Directors of the corporation, Chairman of the Executive Committee, and shall be the presiding officer at all meetings held for the general membership. He/she shall carry out policies as approved by the Board of Directors of the corporation. He/she shall have a vote on any issue in the event of a tie vote.

(b) The Chairman-elect shall succeed to the office of the Chairman in the event that office becomes vacant and shall succeed the Chairman upon the Chairman's tenure in office for a period of one year. He/she shall assume the duties of the Chairman in the absence of the Chairman, perform those duties assigned to him/herby the Chairman, by these Bylaws or at the direction of the Board of Directors of the corporation.

(c) There shall be three Vice Chairman and any one of whom may be elected by the Board of Directors to the office of Chairman or Chairman-elect in the event that office becomes vacant. Each Vice Chairman shall perform such other duties as are assigned to him/her by the Chairman, by these Bylaws or at the discretion of the Board of Directors of the corporation. One Vice Chairman will also serve as Secretary.

(d) The CEO shall be responsible for the recording and safekeeping of minutes of all Board of Director's meetings, Executive Committee meetings and membership meetings when business of the corporation is conducted.

Section 5.4. The Executive Committee.

(a) The Executive Committee shall consist of the elected officers of the corporation as listed in Section 5.3 of these Bylaws, plus the immediate past chairman of the corporation.

(b) The Executive Committee shall meet at the direction of the Chairman and shall perform the following functions and duties:

(i) act as an advisory group to the Chairman;

		Select cell at right & drop down to change the chapter dues increase from no increase to 5% >>>	1	1 equals no chapter dues increase			This amount is required. National raised dues 2%				As of 9/1/2018 # of 2018 Members paying National Dues (not multiple members)	As of 9/1/2018 # of 2018 Members not paying (multiple member)	Chapter Revenue Impact if increased	Cost to chapter by category If dues are not increased by National Amount
2019 Dues Options														
Category		**2019 Dues Schedule**	**Chapter**	**Workforce**	**Chapter Total**	**ABC of FL**	**National ABC**	**Dues by Category**	**From 2018**	**From 2018**				
14		Over $250,000,000	$7,000.00	$100.00	$7,100.00	$200.00	**$3,381.00**	$10,681.00	0.62%	$66.00			$0.00	$0.00
13		$100,000,000 - $250,000,000	$5,500.00	$100.00	$5,600.00	$200.00	**$2,809.00**	$8,609.00	0.64%	$55.00			$0.00	$0.00
12		$50,000,000 - $100,000,000	$ 3,957.00	$ 100.00	$ 4,057.00	$ 200.00	**$2,289.00**	$6,546.00	0.69%	$45.00	21	1	$0.00	($945.00)
11		$20,000,000 - $50,000,000	$ 3,290.00	$ 100.00	$ 3,390.00	$ 200.00	**$1,712.00**	$5,302.00	0.65%	$34.00	19	2	$0.00	($646.00)
10.2		$15,000,000 - $20,000,000	$ 3,172.00	$ 75.00	$ 3,247.00	$ 200.00	**$1,483.00**	$4,930.00	0.59%	$29.00	7		$0.00	($203.00)
10.1		$10,000,000 - $15,000,000	$ 2,892.00	$ 75.00	$ 2,967.00	$ 200.00	**$1,483.00**	$4,650.00	0.63%	$29.00	15	1	$0.00	($435.00)
9		$6,000,000 - $10,000,000	$ 2,428.00	$ 50.00	$ 2,478.00	$ 200.00	**$1,254.00**	$3,932.00	0.64%	$25.00	23	2	$0.00	($575.00)
8		$3,000,000 - $6,000,000	$ 2,113.00	$ 50.00	$ 2,163.00	$ 200.00	**$1,002.00**	$3,365.00	0.60%	$20.00	31	4	$0.00	($620.00)
7		$1,000,000 - 3,000,000	$ 1,494.00	$ 50.00	$ 1,544.00	$ 200.00	**$697.00**	$2,441.00	0.58%	$14.00	34	9	$0.00	($476.00)
6		Under $1,000,000	$ 1,239.00	$ 40.00	$ 1,279.00	$ 200.00	**$458.00**	$1,937.00	0.47%	$9.00	42	4	$0.00	($378.00)
2		Suppliers	$1,392.00	$30.00	$1,422.00	$150.00	**$364.00**	$1,936.00	0.36%	$7.00	80	12	$0.00	($560.00)
1		Associates	$1,392.00	$30.00	$1,422.00	$150.00	**$364.00**	$1,936.00	0.36%	$7.00	70	9	$0.00	($490.00)
													$0.00	($5,328.00)

2018 Dues Schedule		**2018 Dues Schedule**						
14		Over $250,000,000	$7,000.00	$100.00	$7,100.00	$200.00	$3,315.00	$10,615.00
13		$100,000,000 - $250,000,000	$5,500.00	$100.00	$5,600.00	$200.00	$2,754.00	$8,554.00
12		$50,000,000 - $100,000,000	$3,957.00	$100.00	$4,057.00	$200.00	$2,244.00	$6,501.00
11		$20,000,000 - $50,000,000	$3,290.00	$100.00	$3,390.00	$200.00	$1,678.00	$5,268.00
10.2		$15,000,000 - $20,000,000	$3,172.00	$75.00	$3,247.00	$200.00	$1,454.00	$4,901.00
10.1		$10,000,000 - $15,000,000	$2,892.00	$75.00	$2,967.00	$200.00	$1,454.00	$4,621.00
9		$6,000,000 - $10,000,000	$2,428.00	$50.00	$2,478.00	$200.00	$1,229.00	$3,907.00
8		$3,000,000 - $6,000,000	$2,113.00	$50.00	$2,163.00	$200.00	$982.00	$3,345.00
7		$1,000,000 - 3,000,000	$1,494.00	$50.00	$1,544.00	$200.00	$683.00	$2,427.00
6		Under $1,000,000	$1,239.00	$40.00	$1,279.00	$200.00	$449.00	$1,928.00
2		Suppliers	$1,392.00	$30.00	$1,422.00	$150.00	$357.00	$1,929.00
1		Associates	$1,392.00	$30.00	$1,422.00	$150.00	$357.00	$1,929.00

2018 Membership	**386**

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