

## NUCA of North Florida

Board of Directors November 17, 2022

Top Golf

### AGENDA

|                                    |             |       |
|------------------------------------|-------------|-------|
| Call to Order/Roll Call/Attendance | M. Kivlin   | 1     |
| Review/Approval of October Minutes | M. Kivlin   | 2     |
| Financial Report (October 2022)    | R. Pinkston | 3 - 9 |

### Committee Reports

|                                                                                            |             |  |
|--------------------------------------------------------------------------------------------|-------------|--|
| Membership                                                                                 | K. Blackman |  |
| New Members: Mersino Dewatering, Owen Development Group (awaiting payment)                 |             |  |
| Membership Invoice will be sent in early December, most will be emailed. Payment due 1/31. |             |  |

|                              |             |    |
|------------------------------|-------------|----|
| Legislative Update           | T. Zebouni  |    |
| NUCA of Florida Update       | M. Kivlin   |    |
| NUCA Update                  | M. Kivlin   |    |
| Sporting Clay Final          | M. Adams    | 10 |
| Meetings/Program Development | C. Hurlbert |    |

- Executive Committee Meeting, December 13<sup>th</sup> at 11:45 at Firebirds
- Safety Director's Forum, Jan. 10<sup>th</sup>, Northeast Florida Safety Council
- BOD & Officer Installation Meeting, Jan. 19<sup>th</sup> St. Johns Golf & Country Club
- NUCA of Florida BOD & President's Cup & Cornhole, Feb. 9<sup>th</sup> & 10<sup>th</sup>
- Jacksonville Icemen, Friday, February 24<sup>th</sup>
- ASJMSF Bass Tournament, March 10-11<sup>th</sup>, Lake Okeechobee
- NUCA Annual Meeting, March 13<sup>th</sup>, Las Vegas
- BOD & March General Meeting, March 23<sup>rd</sup>, location TBD
- NUCA of Florida Legislative Days, April 4<sup>th</sup> & 5<sup>th</sup>, Tallahassee
- Golf Tournament, April 18<sup>th</sup>, St. Johns Golf & Country Club
- NUCA Annual Convention & Exhibit, Oct. 25<sup>th</sup> – 28<sup>th</sup>, Naples Grand

### Old Business

### New Business

|                                                     |           |       |
|-----------------------------------------------------|-----------|-------|
| 2023 Slate of Officers                              | M. Kivlin | 11    |
| 2023 Budget Draft                                   | M. Kivlin | 12-13 |
| Donations: Catty Shack \$500, Hurricane Relief \$3K | M. Kivlin |       |

√ -Present

A-P - Absent/Proxy

A-NP - Absent/No Proxy

## 2022 Attendance Record

| Board Member      | FEB* | MAR | MAY  | JUL | SEP  | NOV |
|-------------------|------|-----|------|-----|------|-----|
| Adams, Marty      | √    | √   | √    | √   | √    |     |
| Blomgren, Kirk    | √    | √   | √    | AP  | √    |     |
| Cockrell, Chad    | √    | A-P | √    | AP  | √    |     |
| Cook, Wesley      | √    | √   | A-NP | √   | A-NP |     |
| Gaddis, Tim       | √    | √   | √    | √   | √    |     |
| Geiger, Joseph    | √    | √   | √    | AP  | AP   |     |
| Gilsdorf, Paul    | √    | √   | √    | AP  | √    |     |
| Hood, Billy       | √    | √   | √    | √   | A-NP |     |
| Hurlbert, Caleb   | √    | √   | √    | √   | √    |     |
| Kivlin, Mike      | √    | √   | √    | √   | √    |     |
| Krynicky, Valinda | √    | √   | √    | √   | √    |     |
| Lake, Christian   | A-P  | A-P | √    | √   |      |     |
| Lane, Drew        | √    | √   | √    | √   | √    |     |
| Leonard, Chance   | √    | A-P | A-NP | AP  | √    |     |
| Parker, Rick      | √    | √   | √    | √   | AP   |     |
| Pinkston, Rob     | AP   | √   | √    | AP  | A-NP |     |
| Rios, Alvaro      | √    | √   | √    | √   | √    |     |
| Watson, Barry     | √    | √   | √    | √   | √    |     |
| Wilson, Chris     | √    | √   | √    | AP  | √    |     |
| Woodall, Jon      | √    | √   | √    | √   | √    |     |
| Zebouni, Tony     | AP   | √   | √    | AP  | AP   |     |

\*January meeting moved to February

## NUCANF Board of Directors Meeting

**Thursday, September 22, 2022 – Aloft**

Meeting called to order by Mike Kivlin. Attendees: Marty Adams, Kirk Blomgren, Chad Cockrell, Tim Gaddis, , Caleb Hurlbert, Mike Kivlin, Valinda Krynicki, Paul Gilsdorf, Drew Lane, Chance Leonard, , Al Rios, Barry Watson, Chris Wilson, Jon Woodall. & Kathy Blackman. Absent: Wesley Cook, Joe Geiger, Billy Hood, Rick Parker, Rob Pinkston, & Tony Zebouni. Also present were Kari Hebrank and Clark Cryer.

Minutes The minutes from the July meeting were reviewed. A motion was made and second to approve the minutes as presented. Motion carried.

Financial Report: –In the absence of Rob Pinkston, Kathy presented financials. In the absence of Ro, Kathy presented the financial report. Gross income is for August '22 is \$6,118.64 which is up 32.5% compared to August '21. YTD gross income is \$195,533.32 and we are up 19.0% compared to PYTD. Expenses for August '22 was \$11,100.53 which is down 11.4% compared to August '21. YTD expenses are \$120,554.56 which is up 6.1% compared to PYTD. Net income for August '22 is -\$4,981.89. YTD net income is \$74,978.76 and we are up 47.8% compared to PYTD. BOA Account: 8/1/22 beginning balance was \$168,895.56. 8/31/22 ending balance is \$162,693.72. Raymond James Account: 8/1/22 beginning balance was \$305,701.03. 8/31/22 ending balance is \$296,888.57. Kathy reviewed A/R.

Membership Committee - Kathy reported we have the following new member: Windham & Windham Utilities, LLC. Membership information has also been sent to United Rentals, Gunster & TruTech. We currently have 99 member firms. I would like to break 100. NUCA is having a Fall membership drive Oct. 31<sup>st</sup> to Nov. 6<sup>th</sup>, Most wanted contractors and specialty contractors. There will be no NUCA dues increase this year except for multi-locations to \$125.

Legislative Update: - In the absence of Tony, no report was given. Kari will give legislative report at the general meeting.

NUCA of Florida – Kari & Clark presented. Upcoming elections, making donations. Meeting with candidates and former law makers. \$35,250 in donations so far this election cycle. Match with \$30K from Carleton Fields. Florida Home Builders Assoc. handed out \$650,000 since Jan 2021. Participated in candidate interviews which helps Kari decide who to back in election. Republican voter registration has seen an uptick. Some key races around state (Tampa & Miami) that will go Democrat. Recently had a strategy meeting, establish a young professionals group( 40 & under). Mentoring and different events for young Professional. Also establish an associate's council. Equipment Rodeo as a fund raiser. IN two weeks, President's Cup & Cornhole at Hammock Beach at Ocean Course. Need sponsorships. Legislative issues on horizon, Affordable Housing (Mixed income housing), change how Sadowsky funding works. Give incentives to developers. Renner and speaker want to dump more money into infrastructure is on the horizon. Governor proposing tax break package. Construction defects coming back again this year. How to make public bid process better. Let Kari know if you have any ideas. Apprenticeship programs. Last year HB735, intent was what you need licensing for the job, If there is a license under Chapter 489, then you need a license. Kari will be sending out a list of legislative success stories. Legislative Days, April 4<sup>th</sup> -6<sup>th</sup> in 2023.

NUCA National – Kirk reported that next week is the Fall Leadership meeting. Regional breakouts (details of meeting). If you feel there are items you would like to bring to light, let Kirk know. Jason Shroder will be doing some leadership training. Also, NUCA Star Program. Safety & Damage prevention, Kathy handed out flyers.

Fishing Final– Kathy reviewed final income and expenses for fishing tournament. She discussed the possibility of increasing the hat and shirt sponsorships to cover the cost of shirts and hats. We had hired a guy to do the weigh-in this year which worked out well. Any feedback, please let Kathy know.

Meetings/Program: - Kathy reported on the upcoming events: Kathy reported on the upcoming events: Next Man Up Pipe plug, trenching and dewatering class, Sept. 15, BOD Meeting & Legislative Night, Aloft, Sept. 22<sup>nd</sup>, NUCA Fall Leadership Conference, September 27 – 29, New Orleans, LA, NUCA of Florida BOD & President's Cup, Oct. 6<sup>th</sup> & 7<sup>th</sup>, Executive Committee Meeting, Oct. 11<sup>th</sup>, Clay Shoot, Nov. 8<sup>th</sup> , BOD & Top Golf, Nov. 17<sup>th</sup>, Safety Director's Forum, Jan. 10<sup>th</sup> , NEFSC

### Old Business

### New Business

2023 Exec. Comm & BOD – Applications for 2023 Board are due no later than Oct. 14<sup>th</sup>. All potential new applicants as well as current board members must complete an application.

Top 5 Most Wanted – Looking for top 5 most wanted contractor and specialty contractor members. Definitions of membership levels and a new member prospect form were distributed as part of the BOD packet.

**NUCA Of North Florida, Inc.**  
**Profit & Loss Prev Year Comparison**  
**October 2022**

|                                                       | Oct 22           | Oct 21           | \$ Change        | % Change        |
|-------------------------------------------------------|------------------|------------------|------------------|-----------------|
| <b>Ordinary Income/Expense</b>                        |                  |                  |                  |                 |
| <b>Income</b>                                         |                  |                  |                  |                 |
| 6032 · Sporting Clay Challenge                        |                  |                  |                  |                 |
| Clay Raffle Sponsor                                   | 0.00             | 1,000.00         | -1,000.00        | -100.0%         |
| Clay Shooters                                         | 15,300.00        | 18,220.00        | -2,920.00        | -16.0%          |
| Station Sponsor                                       | 750.00           | 600.00           | 150.00           | 25.0%           |
| Gold Event Sponsor                                    | 1,200.00         | 1,800.00         | -600.00          | -33.3%          |
| Platinum Event Sponsor                                | 3,000.00         | 1,000.00         | 2,000.00         | 200.0%          |
| 6032 · Sporting Clay Challenge - Other                | 480.00           | 140.00           | 340.00           | 242.9%          |
| <b>Total 6032 · Sporting Clay Challenge</b>           | <b>20,730.00</b> | <b>22,760.00</b> | <b>-2,030.00</b> | <b>-8.9%</b>    |
| 6005 · Dues                                           |                  |                  |                  |                 |
| 6005 - Contactor I                                    | 0.00             | 440.00           | -440.00          | -100.0%         |
| 6005/Associate                                        | 1,240.00         | 1,640.00         | -400.00          | -24.4%          |
| <b>Total 6005 · Dues</b>                              | <b>1,240.00</b>  | <b>2,080.00</b>  | <b>-840.00</b>   | <b>-40.4%</b>   |
| 6012 · Meetings-Dinner or Lunch                       |                  |                  |                  |                 |
| 6012-Seamark Benefit                                  |                  |                  |                  |                 |
| Top Golf Attendee                                     | 0.00             | 2,700.00         | -2,700.00        | -100.0%         |
| Bay Sponsor                                           | 3,000.00         | 1,000.00         | 2,000.00         | 200.0%          |
| <b>Total 6012-Seamark Benefit</b>                     | <b>3,000.00</b>  | <b>3,700.00</b>  | <b>-700.00</b>   | <b>-18.9%</b>   |
| 6012 - Top Golf Event                                 | 3,800.00         | 0.00             | 3,800.00         | 100.0%          |
| <b>Total 6012 · Meetings-Dinner or Lunch</b>          | <b>6,800.00</b>  | <b>3,700.00</b>  | <b>3,100.00</b>  | <b>83.8%</b>    |
| 6015 · Monthly Sponsorships                           | 4,875.00         | 4,500.00         | 375.00           | 8.3%            |
| 6035 · Flow-Advertising                               | 0.00             | 150.00           | -150.00          | -100.0%         |
| 6075 · Fishing Tournament                             | 0.00             | 100.00           | -100.00          | -100.0%         |
| 6101 · Dividend & Interest Income RJ                  |                  |                  |                  |                 |
| 6101D · Security Dividend Income - RJ                 | 1,352.90         | 751.57           | 601.33           | 80.0%           |
| 6101 · Dividend & Interest Income RJ - Other          | 1.45             | 0.15             | 1.30             | 866.7%          |
| <b>Total 6101 · Dividend &amp; Interest Income RJ</b> | <b>1,354.35</b>  | <b>751.72</b>    | <b>602.63</b>    | <b>80.2%</b>    |
| <b>Total Income</b>                                   | <b>34,999.35</b> | <b>34,041.72</b> | <b>957.63</b>    | <b>2.8%</b>     |
| <b>Gross Profit</b>                                   | <b>34,999.35</b> | <b>34,041.72</b> | <b>957.63</b>    | <b>2.8%</b>     |
| <b>Expense</b>                                        |                  |                  |                  |                 |
| 7142 · Clay Shoot Expenses                            | 34.32            | 767.31           | -732.99          | -95.5%          |
| 7004 · Website                                        | 23.74            | 21.99            | 1.75             | 8.0%            |
| 7010 · Administrative Salary                          | 4,708.33         | 4,541.67         | 166.66           | 3.7%            |
| 7017 · Professional Liability Insuranc                | 982.00           | 982.00           | 0.00             | 0.0%            |
| 7030 · Bank Fee- VISA/MC/AX                           | 872.27           | 1,238.94         | -366.67          | -29.6%          |
| 7040 · Mileage                                        | 99.45            | 467.04           | -367.59          | -78.7%          |
| 7075 · Meeting Rm/Other Expenses                      |                  |                  |                  |                 |
| 7075 - Sept General Meeting                           | 0.00             | 2,263.99         | -2,263.99        | -100.0%         |
| 7075/Jacksonville Jumbo Shrimp                        | 0.00             | 0.00             | 0.00             | 0.0%            |
| <b>Total 7075 · Meeting Rm/Other Expenses</b>         | <b>0.00</b>      | <b>2,263.99</b>  | <b>-2,263.99</b> | <b>-100.0%</b>  |
| 7077 · Meetings (Dinner/Lunch)                        |                  |                  |                  |                 |
| 7077 - Scholarship Night Dinner                       | 500.00           | 0.00             | 500.00           | 100.0%          |
| 7077 - Safety Director's Forum                        | 0.00             | 50.00            | -50.00           | -100.0%         |
| 7077 · Meetings (Dinner/Lunch) - Other                | 268.92           | 0.00             | 268.92           | 100.0%          |
| <b>Total 7077 · Meetings (Dinner/Lunch)</b>           | <b>768.92</b>    | <b>50.00</b>     | <b>718.92</b>    | <b>1,437.8%</b> |
| 7080 · NUCA Meetings                                  |                  |                  |                  |                 |
| 7080/Convention                                       | 415.00           | 0.00             | 415.00           | 100.0%          |
| <b>Total 7080 · NUCA Meetings</b>                     | <b>415.00</b>    | <b>0.00</b>      | <b>415.00</b>    | <b>100.0%</b>   |
| 7095 · Office Equipment Maint.                        | 0.00             | 9.99             | -9.99            | -100.0%         |
| 7110 · Office Supplies                                | 81.23            | 238.41           | -157.18          | -65.9%          |
| 7115 · Payroll Tax Expense                            | 360.19           | 1,580.29         | -1,220.10        | -77.2%          |
| 7120 · Postage                                        | 0.00             | 0.00             | 0.00             | 0.0%            |
| 7130 · NUCA of Florida Convention                     | -263.35          | 0.00             | -263.35          | -100.0%         |
| 7145 · Telephone                                      | 100.09           | 98.51            | 1.58             | 1.6%            |
| 7165 · Corporation Filing Fee                         | 50.00            | 0.00             | 50.00            | 100.0%          |
| 7203 · Education Training/Promotions                  | 0.00             | 0.00             | 0.00             | 0.0%            |
| <b>Total Expense</b>                                  | <b>8,232.19</b>  | <b>12,260.14</b> | <b>-4,027.95</b> | <b>-32.9%</b>   |
| <b>Net Ordinary Income</b>                            | <b>26,767.16</b> | <b>21,781.58</b> | <b>4,985.58</b>  | <b>22.9%</b>    |
| <b>Net Income</b>                                     | <b>26,767.16</b> | <b>21,781.58</b> | <b>4,985.58</b>  | <b>22.9%</b>    |

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11/03/22

Accrual Basis

**NUCA Of North Florida, Inc.**  
**Profit & Loss Prev Year Comparison**  
**January through October 2022**

|                                                       | Jan - Oct 22      | Jan - Oct 21      | \$ Change        | % Change      |
|-------------------------------------------------------|-------------------|-------------------|------------------|---------------|
| <b>Ordinary Income/Expense</b>                        |                   |                   |                  |               |
| <b>Income</b>                                         |                   |                   |                  |               |
| 6032 · Sporting Clay Challenge                        |                   |                   |                  |               |
| Clay Raffle Sponsor                                   | 1,000.00          | 1,000.00          | 0.00             | 0.0%          |
| Clay Shooters                                         | 32,800.00         | 26,800.00         | 6,000.00         | 22.4%         |
| Station Sponsor                                       | 1,950.00          | 1,650.00          | 300.00           | 18.2%         |
| Gold Event Sponsor                                    | 1,800.00          | 2,100.00          | -300.00          | -14.3%        |
| Platinum Event Sponsor                                | 5,500.00          | 4,000.00          | 1,500.00         | 37.5%         |
| Golf Cart Sponsor                                     | 1,500.00          | 1,500.00          | 0.00             | 0.0%          |
| 6032 · Sporting Clay Challenge - Other                | 480.00            | 140.00            | 340.00           | 242.9%        |
| <b>Total 6032 · Sporting Clay Challenge</b>           | <b>45,030.00</b>  | <b>37,190.00</b>  | <b>7,840.00</b>  | <b>21.1%</b>  |
| 6001 · Other Income                                   | 0.00              | 23.76             | -23.76           | -100.0%       |
| 6005 · Dues                                           |                   |                   |                  |               |
| 6005/Specialty Contractor                             | 2,200.00          | 2,475.00          | -275.00          | -11.1%        |
| 6005 - Contactor I                                    | 0.00              | 440.00            | -440.00          | -100.0%       |
| 6005 - Small Contractor                               | 9,953.00          | 9,785.00          | 168.00           | 1.7%          |
| 6005 - NUCA Commission                                | 602.50            | 701.90            | -99.40           | -14.2%        |
| 6005/Associate                                        | 43,263.00         | 40,680.00         | 2,583.00         | 6.4%          |
| 6005/Contractor II                                    | 890.00            | 0.00              | 890.00           | 100.0%        |
| 6005 · Dues - Other                                   | -1,710.00         | -125.00           | -1,585.00        | -1,268.0%     |
| <b>Total 6005 · Dues</b>                              | <b>55,198.50</b>  | <b>53,956.90</b>  | <b>1,241.60</b>  | <b>2.3%</b>   |
| 6010 · Spring Golf Tournament                         |                   |                   |                  |               |
| Vendor Showcase Lunches                               | 704.00            | 945.00            | -241.00          | -25.5%        |
| Golf Raffle                                           | 1,500.00          | 1,750.00          | -250.00          | -14.3%        |
| Skirts for Steak                                      | 550.00            | 625.00            | -75.00           | -12.0%        |
| Door Prize Donations                                  | 50.00             | 0.00              | 50.00            | 100.0%        |
| Event Sponsors                                        | 6,450.00          | 6,225.00          | 225.00           | 3.6%          |
| Vendor Showcase                                       | 13,500.00         | 13,600.00         | -100.00          | -0.7%         |
| Putting Contest                                       | 225.00            | 0.00              | 225.00           | 100.0%        |
| Mulligans                                             | 605.00            | 2,230.00          | -1,625.00        | -72.9%        |
| Golfers                                               | 27,200.00         | 21,600.00         | 5,600.00         | 25.9%         |
| Tee Sponsors                                          | 3,600.00          | 3,300.00          | 300.00           | 9.1%          |
| 6010 · Spring Golf Tournament - Other                 | 1,400.00          | 0.00              | 1,400.00         | 100.0%        |
| <b>Total 6010 · Spring Golf Tournament</b>            | <b>55,784.00</b>  | <b>50,275.00</b>  | <b>5,509.00</b>  | <b>11.0%</b>  |
| 6012 · Meetings-Dinner or Lunch                       |                   |                   |                  |               |
| 6012-Seamark Benefit                                  |                   |                   |                  |               |
| Top Golf Attendee                                     | 0.00              | 2,700.00          | -2,700.00        | -100.0%       |
| Bay Sponsor                                           | 3,000.00          | 1,000.00          | 2,000.00         | 200.0%        |
| <b>Total 6012-Seamark Benefit</b>                     | <b>3,000.00</b>   | <b>3,700.00</b>   | <b>-700.00</b>   | <b>-18.9%</b> |
| 6012 - Top Golf Event                                 | 3,800.00          | 0.00              | 3,800.00         | 100.0%        |
| 6012 - Jacksonville Icemen                            | 4,680.00          | 0.00              | 4,680.00         | 100.0%        |
| <b>Total 6012 · Meetings-Dinner or Lunch</b>          | <b>11,480.00</b>  | <b>3,700.00</b>   | <b>7,780.00</b>  | <b>210.3%</b> |
| 6015 · Monthly Sponsorships                           |                   |                   |                  |               |
| 6015/Jumbo Shrimp Baseball                            | 7,482.00          | 5,325.00          | 2,157.00         | 40.5%         |
| 6015 · Monthly Sponsorships - Other                   | 47,500.00         | 34,000.00         | 13,500.00        | 39.7%         |
| <b>Total 6015 · Monthly Sponsorships</b>              | <b>54,982.00</b>  | <b>39,325.00</b>  | <b>15,657.00</b> | <b>39.8%</b>  |
| 6035 · Flow-Advertising                               | 300.00            | 150.00            | 150.00           | 100.0%        |
| 6075 · Fishing Tournament                             |                   |                   |                  |               |
| Fishing Raffle                                        | 1,310.00          | 1,180.00          | 130.00           | 11.0%         |
| Anglers \$125 ea.                                     | 3,125.00          | 2,875.00          | 250.00           | 8.7%          |
| Dinner \$30                                           | 60.00             | 180.00            | -120.00          | -66.7%        |
| Sponsor \$350                                         | 2,100.00          | 2,100.00          | 0.00             | 0.0%          |
| Sponsor \$650                                         | 9,750.00          | 8,450.00          | 1,300.00         | 15.4%         |
| 6075 · Fishing Tournament - Other                     | 10,800.00         | 10,225.00         | 575.00           | 5.6%          |
| <b>Total 6075 · Fishing Tournament</b>                | <b>27,145.00</b>  | <b>25,010.00</b>  | <b>2,135.00</b>  | <b>8.5%</b>   |
| 6101 · Dividend & Interest Income RJ                  |                   |                   |                  |               |
| 6101D · Security Dividend Income - RJ                 | 5,923.53          | 1,239.99          | 4,683.54         | 377.7%        |
| 6101B · Security Dividend Income - ML                 | 25.64             | 2,213.08          | -2,187.44        | -98.8%        |
| 6101 · Dividend & Interest Income RJ - Other          | 27.32             | 498.60            | -471.28          | -94.5%        |
| <b>Total 6101 · Dividend &amp; Interest Income RJ</b> | <b>5,976.49</b>   | <b>3,951.67</b>   | <b>2,024.82</b>  | <b>51.2%</b>  |
| <b>Total Income</b>                                   | <b>255,895.99</b> | <b>213,582.33</b> | <b>42,313.66</b> | <b>19.8%</b>  |
| <b>Gross Profit</b>                                   | <b>255,895.99</b> | <b>213,582.33</b> | <b>42,313.66</b> | <b>19.8%</b>  |
| <b>Expense</b>                                        |                   |                   |                  |               |
| 7142 · Clay Shoot Expenses                            | 34.32             | 767.31            | -732.99          | -95.5%        |
| 6560 · Payroll Expenses                               | 0.00              | -28.30            | 28.30            | 100.0%        |
| 7210 · UCA Shirts                                     | 0.00              | 107.46            | -107.46          | -100.0%       |
| 7004 · Website                                        | 233.90            | 219.90            | 14.00            | 6.4%          |
| 7005 · Accounting Fees                                | 985.00            | 1,535.00          | -550.00          | -35.8%        |
| 7010 · Administrative Salary                          | 47,083.30         | 45,416.70         | 1,666.60         | 3.7%          |

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11/03/22

Accrual Basis

**NUCA Of North Florida, Inc.**  
**Profit & Loss Prev Year Comparison**  
**January through October 2022**

|                                               | Jan - Oct 22      | Jan - Oct 21      | \$ Change        | % Change      |
|-----------------------------------------------|-------------------|-------------------|------------------|---------------|
| 7015 · Insurance                              | 953.50            | 948.62            | 4.88             | 0.5%          |
| 7016 · Work Comp                              | 321.00            | 325.00            | -4.00            | -1.2%         |
| 7017 · Professional Liability Insuranc        | 982.00            | 982.00            | 0.00             | 0.0%          |
| 7025 · Awards & Memorium                      | 730.67            | 598.45            | 132.22           | 22.1%         |
| 7030 · Bank Fee- VISA/MC/AX                   | 3,921.94          | 3,844.00          | 77.94            | 2.0%          |
| 7040 · Mileage                                | 1,971.40          | 2,358.05          | -386.65          | -16.4%        |
| 7060 · Spring Golf                            | 25,336.48         | 24,260.28         | 1,076.20         | 4.4%          |
| 7075 · Meeting Rm/Other Expenses              |                   |                   |                  |               |
| 7075 - Jan General Meeting                    | 0.00              | 2,181.44          | -2,181.44        | -100.0%       |
| 7075 - November Membership Meet               | 2,333.89          | 2,212.01          | 121.88           | 5.5%          |
| 7075 - Sept General Meeting                   | 2,085.16          | 2,263.99          | -178.83          | -7.9%         |
| 7075 - Mar General Meeting                    | 1,827.98          | 1,515.53          | 312.45           | 20.6%         |
| 7075 - Feb. General Meeting                   | 0.00              | 100.00            | -100.00          | -100.0%       |
| 7075/Jacksonville Jumbo Shrimp                | 6,388.13          | 400.00            | 5,988.13         | 1,497.0%      |
| 7075 · Meeting Rm/Other Expenses - Other      | 0.00              | 475.00            | -475.00          | -100.0%       |
| <b>Total 7075 · Meeting Rm/Other Expenses</b> | <b>12,635.16</b>  | <b>9,147.97</b>   | <b>3,487.19</b>  | <b>38.1%</b>  |
| 7077 · Meetings (Dinner/Lunch)                |                   |                   |                  |               |
| 7077- Scholarship Night Dinner                | 2,878.66          | 2,080.56          | 798.10           | 38.4%         |
| 7077 - Safety Director's Forum                | 789.98            | 50.00             | 739.98           | 1,480.0%      |
| 7077 - Jacksonville Barracudas                | 4,276.00          | 0.00              | 4,276.00         | 100.0%        |
| 7077- OFFICER INSTALLATION DINN               | 1,813.96          | 0.00              | 1,813.96         | 100.0%        |
| 7077- Suns                                    | 3,692.00          | 7,443.42          | -3,751.42        | -50.4%        |
| 7077 · Meetings (Dinner/Lunch) - Other        | 268.92            | 0.00              | 268.92           | 100.0%        |
| <b>Total 7077 · Meetings (Dinner/Lunch)</b>   | <b>13,719.52</b>  | <b>9,573.98</b>   | <b>4,145.54</b>  | <b>43.3%</b>  |
| 7080 · NUCA Meetings                          |                   |                   |                  |               |
| 7080/Convention                               | 4,026.34          | 1,171.68          | 2,854.66         | 243.6%        |
| 7080/Spring Mtg                               | 1,744.00          | 0.00              | 1,744.00         | 100.0%        |
| <b>Total 7080 · NUCA Meetings</b>             | <b>5,770.34</b>   | <b>1,171.68</b>   | <b>4,598.66</b>  | <b>392.5%</b> |
| 7088 · NUCA of FL Tallahassee Trip            | 337.48            | 0.00              | 337.48           | 100.0%        |
| 7095 · Office Equipment Maint.                | 271.99            | 100.34            | 171.65           | 171.1%        |
| 7110 · Office Supplies                        | 977.96            | 1,150.14          | -172.18          | -15.0%        |
| 7115 · Payroll Tax Expense                    | 3,612.30          | 4,354.68          | -742.38          | -17.1%        |
| 7120 · Postage                                | 344.67            | 386.00            | -41.33           | -10.7%        |
| 7130 · NUCA of Florida Convention             | 3,041.55          | 3,796.12          | -754.57          | -19.9%        |
| 7138 · Fish Tournament                        | 12,200.74         | 9,669.34          | 2,531.40         | 26.2%         |
| 7145 · Telephone                              | 991.50            | 986.15            | 5.35             | 0.5%          |
| 7165 · Corporation Filing Fee                 | 111.25            | 70.00             | 41.25            | 58.9%         |
| 7199 · NUCA Florida Advocacy Fund             | 2,725.00          | 1,000.00          | 1,725.00         | 172.5%        |
| 7203 · Education Training/Promotions          | 0.00              | 1,686.56          | -1,686.56        | -100.0%       |
| 7204 · Scholarships Awarded & Expenses        | 3,000.00          | 5,500.00          | -2,500.00        | -45.5%        |
| 7207 · Miscellaneous Expenditures             | 500.00            | 488.71            | 11.29            | 2.3%          |
| <b>Total Expense</b>                          | <b>142,792.97</b> | <b>130,416.14</b> | <b>12,376.83</b> | <b>9.5%</b>   |
| <b>Net Ordinary Income</b>                    | <b>113,103.02</b> | <b>83,166.19</b>  | <b>29,936.83</b> | <b>36.0%</b>  |
| <b>Net Income</b>                             | <b>113,103.02</b> | <b>83,166.19</b>  | <b>29,936.83</b> | <b>36.0%</b>  |

# FINANCIAL ANALYSIS REPORT

Year to Date Analysis

| REVENUES        |                        | 2022<br>BUDGET    | ACCUMUL.<br>FINANCIAL |               | VARIANCE           |               |
|-----------------|------------------------|-------------------|-----------------------|---------------|--------------------|---------------|
| ACCT.           | DESCRIPTION            |                   | OCT                   | % of<br>REV.  | 10/12 OF<br>BUDGET | of<br>BUDGET  |
| 6005            | Associates Dues        | 35,000.00         | 40,703.00             | 15.9%         | 29,166.67          | 21.2%         |
|                 | Speciality Cont.       | 2,200.00          | 2,750.00              | 1.1%          | 1,833.33           | 1.3%          |
| 6005            | Contractor Dues        | 8,500.00          | 11,143.00             | 4.4%          | 7,083.33           | 5.1%          |
| 6005            | Decision Raffle        | 0.00              | 0.00                  | 0.0%          | 0.00               | 0.0%          |
| 6005            | Nuca Discount          | 0.00              | 602.50                | 0.2%          | 0.00               | 0.0%          |
| 6010            | Spring Golf            | 43,000.00         | 55,784.00             | 21.8%         | 35,833.33          | 26.0%         |
| 6012            | Dinner/Lunch Meetings  | 7,200.00          | 11,480.00             | 4.5%          | 6,000.00           | 4.4%          |
| 6015            | Monthly Sponsor/Mtg Co | 30,000.00         | 54,982.00             | 21.5%         | 25,000.00          | 18.1%         |
|                 | Sporting Clay          | 17,500.00         | 45,030.00             | 17.6%         | 14,583.33          | 10.6%         |
| 6035            | Flow                   | 1,000.00          | 300.00                | 0.1%          | 833.33             | 0.6%          |
| 6040            | 50/50 Raffle           | 0.00              | 0.00                  | 0.0%          | 0.00               | 0.0%          |
| 6075            | Fishing Tournament     | 19,500.00         | 27,145.00             | 10.6%         | 16,250.00          | 11.8%         |
| 6088            | Membership Dr Spon     | 0.00              | 0.00                  | 0.0%          | 0.00               | 0.0%          |
| 6095            | Training Programs      | 0.00              | 0.00                  | 0.0%          | 0.00               | 0.0%          |
| 6090            | Education: Trng        | 0.00              | 0.00                  | 0.0%          | 0.00               | 0.0%          |
| 6101/6103       | Interest/Dividends     | 1,530.00          | 5,976.49              | 2.3%          | 1,275.00           | 0.9%          |
|                 | Misc. Expense          | 0.00              | 0.00                  | 0.0%          | 0.00               | 0.0%          |
| <b>EXPENSES</b> |                        | <b>165,430.00</b> | <b>255,895.99</b>     | <b>100.0%</b> | <b>137,858.33</b>  | <b>100.0%</b> |
| 7020            | Christmas party        | 0.00              | 0.00                  | 0.0%          | 0.00               | 0.0%          |
| 7060            | Spring Golf            | 16,000.00         | 25,336.48             | 17.7%         | 13,333.33          | 10.5%         |
| 7077            | Dinner/Lunch Meetings  | 9,500.00          | 13,719.52             | 9.6%          | 7,916.67           | 6.3%          |
| 7075            | Monthly Sponsor/Mtg Co | 11,000.00         | 12,635.16             | 8.8%          | 9,166.67           | 7.2%          |
|                 | Sporting Clay Expense  | 6,500.00          | 34.32                 | 0.0%          | 5,416.67           | 4.3%          |
| 7150            | Flow                   | 1,306.50          | 0.00                  | 0.0%          | 1,088.75           | 0.9%          |
| 7138            | Fishing Tournament     | 10,000.00         | 12,200.74             | 8.5%          | 8,333.33           | 6.6%          |
| 7195            | Trade Show             | 0.00              | 0.00                  | 0.0%          | 0.00               | 0.0%          |
| 712*6           | Training Programs      | 0.00              | 0.00                  | 0.0%          | 0.00               | 0.0%          |
| 7203            | Education: Trng        | 0.00              | 0.00                  | 0.0%          | 0.00               | 0.0%          |
| 7208            | Visa Settlement        | 0.00              | 0.00                  | 0.0%          | 0.00               | 0.0%          |
| 7087            | NUCA Leadership        | 0.00              | 0.00                  | 0.0%          | 0.00               | 0.0%          |
| 7210            | UCA Shirts             | 0.00              | 0.00                  | 0.0%          | 0.00               | 0.0%          |
| 7065            | Miscellaneous          | 0.00              | 0.00                  | 0.0%          | 0.00               | 0.0%          |

| REVENUES |                        | 2022<br>BUDGET | ACCUMUL.<br>FINANCIAL      % of |        | VARIANCE           |              |
|----------|------------------------|----------------|---------------------------------|--------|--------------------|--------------|
| ACCT.    | DESCRIPTION            |                | OCT                             | REV.   | 10/12 OF<br>BUDGET | of<br>BUDGET |
| 7004     | Web Page               | 420.00         | 233.90                          | 0.2%   | 350.00             | 0.3%         |
| 7005     | Accounting Fees        | 1,500.00       | 985.00                          | 0.7%   | 1,250.00           | 1.0%         |
| 7010     | Admin Salary           | 56,500.00      | 47,083.30                       | 33.0%  | 47,083.33          | 37.2%        |
| 7012     | P.T. Asistant          | 0.00           | 0.00                            | 0.0%   | 0.00               | 0.0%         |
| 7015     | Liability Insurance    | 1,000.00       | 953.50                          | 0.7%   | 833.33             | 0.7%         |
| 7016     | W.C.                   | 458.00         | 321.00                          | 0.2%   | 381.67             | 0.3%         |
| 7017     | Prof Liability         | 1,000.00       | 982.00                          | 0.7%   | 833.33             | 0.7%         |
| 7025     | Awards/Mem.            | 700.00         | 730.67                          | 0.5%   | 583.33             | 0.5%         |
| 7030     | Bank Fee Visa/MC       | 3,500.00       | 3,921.94                        | 2.7%   | 2,916.67           | 2.3%         |
| 7040     | Auto Milage            | 2,500.00       | 1,971.40                        | 1.4%   | 2,083.33           | 1.6%         |
| 7080     | Nuca Mtgs              | 7,000.00       | 5,770.34                        | 4.0%   | 5,833.33           | 4.6%         |
| 7088     | Tallahassee Trip       | 500.00         | 337.48                          | 0.2%   | 416.67             | 0.3%         |
| 7093     | New Office Equip       | 0.00           | 0.00                            | 0.0%   | 0.00               | 0.0%         |
| 7095     | Office Equip Maint     | 130.00         | 271.99                          | 0.2%   | 108.33             | 0.1%         |
| 7100     | Subscriptions          | 500.00         | 0.00                            | 0.0%   | 416.67             | 0.3%         |
| 7105     | Office Rent            | 0.00           | 0.00                            | 0.0%   | 0.00               | 0.0%         |
| 7110     | Office Supplies        | 1,200.00       | 977.96                          | 0.7%   | 1,000.00           | 0.8%         |
| 7115     | Payroll Tax Exp        | 5,000.00       | 3,612.30                        | 2.5%   | 4,166.67           | 3.3%         |
| 7120     | Postage                | 450.00         | 344.67                          | 0.2%   | 375.00             | 0.3%         |
| 7130     | UUCF Convention        | 4,000.00       | 3,041.55                        | 2.1%   | 3,333.33           | 2.6%         |
| 7143     | Ad Valorem Tax         | 61.25          | 0.00                            | 0.0%   | 51.04              | 0.0%         |
| 7145     | Telephone              | 1,800.00       | 991.50                          | 0.7%   | 1,500.00           | 1.2%         |
| 7165     | Corporate Filing Fee   | 70.00          | 111.25                          | 0.1%   | 58.33              | 0.0%         |
| 7196     | Membership Dr Inc      | 0.00           | 0.00                            | 0.0%   | 0.00               | 0.0%         |
| 7130     | UUCF Convention Spr    | 250.00         | 0.00                            | 0.0%   | 208.33             | 0.2%         |
| 7199     | NUCA of Fl. Advocacy D | 2,500.00       | 2,725.00                        | 1.9%   | 2,083.33           | 1.6%         |
| 7204     | Scholarship            | 5,500.00       | 3,000.00                        | 2.1%   | 4,583.33           | 3.6%         |
|          | Legal Defense Fund     | 0.00           | 0.00                            | 0.0%   | 0.00               | 0.0%         |
|          | Mentorship             | 0.00           | 0.00                            | 0.0%   | 0.00               | 0.0%         |
| 7207     | Misc. Expense          | 707.82         | 500.00                          | 0.4%   | 589.85             | 0.5%         |
| 7198     | Convention Sponsor     | 0.00           | 0.00                            | 0.0%   | 0.00               | 0.0%         |
|          | UUCF Pres Cup          | 250.00         | 0.00                            | 0.0%   | 208.33             | 0.2%         |
|          |                        | 151,803.57     | 142,792.97                      | 100.0% | 126,502.98         | 100.0%       |
|          | NET INCOME/VARIANCE    | 13,626.43      | 113,103.02                      |        | 11,355.36          | 0.00         |



**UTILITY CONTRACTORS OF NORTH FLORIDA**

**2022Monthly Financial Summary**

| ACCT.  | REVENUES                 | JAN.              | FEB.             | MARCH             | APRIL              | MAY               | JUNE            | JULY            | AUG.              | SEPT.            | OCT.             | NOV. | DEC. | Y-T-D             |
|--------|--------------------------|-------------------|------------------|-------------------|--------------------|-------------------|-----------------|-----------------|-------------------|------------------|------------------|------|------|-------------------|
| 6003   | Christmas party          |                   |                  |                   |                    |                   |                 |                 |                   |                  |                  |      |      | 0.00              |
| 6005   | Affiliate Dues           |                   |                  |                   |                    |                   |                 |                 |                   |                  |                  |      |      | 0.00              |
| 6005   | Associates Dues          | 39,560.00         | 1,640.00         | (400.00)          | (2,230.00)         | (663.00)          | 736.00          | 410.00          | 410.00            |                  | 1,240.00         |      |      | 40,703.00         |
| 6005   | Speciality Contractor    | 2,750.00          |                  |                   |                    |                   |                 |                 |                   |                  |                  |      |      | 2,750.00          |
| 6005   | Contractor Dues          | 10,470.00         |                  |                   |                    |                   |                 |                 | 223.00            | 450.00           |                  |      |      | 11,143.00         |
| 6014   | DecisionRaffle           |                   |                  |                   |                    |                   |                 |                 |                   |                  |                  |      |      | 0.00              |
| 6005   | Nuca Comm                | 602.50            |                  |                   |                    |                   |                 |                 |                   |                  |                  |      |      | 602.50            |
| 6010   | Spring Golf              | 25,650.00         | 21,375.00        | 5,784.00          | 2975.00            |                   |                 |                 |                   |                  |                  |      |      | 55,784.00         |
| 6012   | Dinner/Lunch Meetings    | 1,280.00          | 3,400.00         |                   |                    |                   |                 |                 |                   |                  | 6,800.00         |      |      | 11,480.00         |
| 6015   | Monthly Sponsor/Mtg C    | 32,875.00         |                  |                   | 11,685.00          | 672.00            |                 | 4,875.00        |                   |                  | 4,875.00         |      |      | 54,982.00         |
| 6032   | Sporting Clay            |                   |                  |                   |                    |                   |                 |                 |                   | 24,300.00        | 20,730.00        |      |      | 45,030.00         |
| 6035   | Flow                     |                   |                  |                   |                    |                   | 300.00          |                 |                   |                  |                  |      |      | 300.00            |
| 6040   | 50/50 Raffle             |                   |                  |                   |                    |                   |                 |                 |                   |                  |                  |      |      | 0.00              |
| 6075   | Fishing Tournament       |                   |                  |                   |                    | 5,100.00          | 6,850.00        | 10,580.00       | 4,615.00          |                  |                  |      |      | 27,145.00         |
| 6088   | Membership Dr Spon       |                   |                  |                   |                    |                   |                 |                 |                   |                  |                  |      |      | 0.00              |
| 6095   | Training Programs        |                   |                  |                   |                    |                   |                 |                 |                   |                  |                  |      |      | 0.00              |
| 6090   | Education: Trng          |                   |                  |                   |                    |                   |                 |                 |                   |                  |                  |      |      | 0.00              |
| 6101/6 | Interest/Dividends       | 283.80            | 308.47           | 946.87            | 585.16             | 158.88            | 854.32          | 0.68            | 870.64            | 613.32           | 1,354.35         |      |      | 5,976.49          |
|        | Miscellaneous            |                   |                  |                   |                    |                   |                 |                 |                   |                  |                  |      |      |                   |
|        |                          | 113,471.30        | 26,723.47        | 6,330.87          | 13,015.16          | 5,267.88          | 8,740.32        | 15,865.68       | 6,118.64          | 25,363.32        | 34,999.35        |      |      | 255,895.99        |
|        | <b>EXPENSES</b>          |                   |                  |                   |                    |                   |                 |                 |                   |                  |                  |      |      |                   |
| 7020   | Christmas party          |                   |                  |                   |                    |                   |                 |                 |                   |                  |                  |      |      | 0.00              |
| 7090/7 | Affiliate Dues           |                   |                  |                   |                    |                   |                 |                 |                   |                  |                  |      |      | 0.00              |
| 7090/7 | Associates Dues          |                   |                  |                   |                    |                   |                 |                 |                   |                  |                  |      |      | 0.00              |
| 7090/7 | Contractor Dues          |                   |                  |                   |                    |                   |                 |                 |                   |                  |                  |      |      | 0.00              |
| 7060   | Spring Golf              |                   |                  | 1,334.55          | 24,001.93          |                   |                 |                 |                   |                  |                  |      |      | 25,336.48         |
| 7077   | Dinner/Lunch Meetings    | 397.95            | 6,884.96         | 50.00             | 3,105.69           |                   |                 | 2,378.66        |                   | 133.34           | 768.92           |      |      | 13,719.52         |
| 7075   | Monthly Sponsor/Mtg Cost |                   |                  | 1,827.98          |                    | 7,175.89          | 1,546.13        |                 |                   | 2,085.16         |                  |      |      | 12,635.16         |
| 7142   | Clay Shoot Expense       |                   |                  |                   |                    |                   |                 |                 |                   |                  | 34.32            |      |      | 34.32             |
| 7150   | Flow                     |                   |                  |                   |                    |                   |                 |                 |                   |                  |                  |      |      | 0.00              |
| 7138   | Fishing Tournament       |                   |                  | 500.00            |                    | 284.95            | 212.35          | 989.22          | 3,794.28          | 6,419.94         |                  |      |      | 12,200.74         |
| 7195   | Trade Show               |                   |                  |                   |                    |                   |                 |                 |                   |                  |                  |      |      | 0.00              |
| 7125   | Training Programs        |                   |                  |                   |                    |                   |                 |                 |                   |                  |                  |      |      | 0.00              |
| 7203   | Education: Trng          |                   |                  |                   |                    |                   |                 |                 |                   |                  |                  |      |      | 0.00              |
| 7208   | Visa Settlement          |                   |                  |                   |                    |                   |                 |                 |                   |                  |                  |      |      | 0.00              |
| 7087   | NUCA Leadership          |                   |                  |                   |                    |                   |                 |                 |                   |                  |                  |      |      | 0.00              |
| 7210   | UCA Shirts               |                   |                  |                   |                    |                   |                 |                 |                   |                  |                  |      |      | 0.00              |
| 7065   | Miscellaneous            |                   |                  |                   |                    |                   |                 |                 |                   |                  |                  |      |      | 0.00              |
| 7004   | Web Page                 | 21.99             | 21.99            | 23.74             | 23.74              | 23.74             | 23.74           | 23.74           | 23.74             | 23.74            | 23.74            |      |      | 233.90            |
| 7005   | Accounting Fees          |                   |                  |                   |                    |                   | 985.00          |                 |                   |                  |                  |      |      | 985.00            |
| 7010   | Admin Salary             | 4,708.33          | 4,708.33         | 4,708.33          | 4,708.33           | 4,708.33          | 4,708.33        | 4,708.33        | 4,708.33          | 4,708.33         | 4,708.33         |      |      | 47,083.30         |
| 7090   | nuca Incentive           |                   |                  |                   |                    |                   |                 |                 |                   |                  |                  |      |      | 0.00              |
| 7015   | Liability Insurance      |                   |                  |                   |                    |                   | 953.50          |                 |                   |                  |                  |      |      | 953.50            |
| 7016   | W.C.                     |                   |                  |                   |                    |                   |                 |                 |                   | 321.00           |                  |      |      | 321.00            |
| 7017   | Prof Liability           |                   |                  |                   |                    |                   |                 |                 |                   |                  | 982.00           |      |      | 982.00            |
| 7025   | Awards/Mem.              | 672.62            |                  | 58.05             |                    |                   |                 |                 |                   |                  |                  |      |      | 730.67            |
| 7030   | Bank Fee Visa/MC         | 1,216.12          | (236.09)         | (128.37)          | 1,238.42           | 22.56             | (51.98)         | 1,020.06        | 31.19             | (62.24)          | 872.27           |      |      | 3,921.94          |
| 7040   | Auto Milage              | 80.08             | 114.66           | 300.69            | 213.51             | 238.10            | 153.86          | 131.64          | 470.93            | 168.48           | 99.45            |      |      | 1,971.40          |
| 7080   | Nuca Mtgs                | 647.20            |                  | 2,964.14          | 463.40             | 1,280.60          |                 |                 |                   |                  | 415.00           |      |      | 5,770.34          |
| 7088   | Tallahassee Trip         |                   | 337.48           |                   |                    |                   |                 |                 |                   |                  |                  |      |      | 337.48            |
| 7093   | New Office Equip         |                   |                  |                   |                    |                   |                 |                 |                   |                  |                  |      |      | 0.00              |
| 7095   | Office Equip Maint       |                   | 83.99            | 188.00            |                    |                   |                 |                 |                   |                  |                  |      |      | 271.99            |
| 7100   | Office Equip Rent        |                   |                  |                   |                    |                   |                 |                 |                   |                  |                  |      |      | 0.00              |
| 7105   | Office Rent              |                   |                  |                   |                    |                   |                 |                 |                   |                  |                  |      |      | 0.00              |
| 7110   | Office Supplies          | 133.90            |                  | 45.29             | 77.52              | 10.31             | 119.88          | 58.69           | 401.38            | 49.76            | 81.23            |      |      | 977.96            |
| 7115   | Payroll Tax Exp          | 363.59            | 360.19           | 360.19            | 367.19             | 334.67            | 385.71          | 360.19          | 360.19            | 360.19           | 360.19           |      |      | 3,612.30          |
| 7120   | Postage                  | 11.60             | 39.80            | 233.76            | 4.50               | 33.06             |                 | 11.60           | 10.35             |                  |                  |      |      | 344.67            |
| 7130   | NUCA FL Conference       |                   |                  |                   | 609.31             |                   | 162.00          | 1,170.37        | 699.87            | 663.35           | (263.35)         |      |      | 3,041.55          |
| 7143   | Ad Valorem Tax           |                   |                  |                   |                    |                   |                 |                 |                   |                  |                  |      |      | 0.00              |
| 7145   | Telephone                | 98.46             | 98.46            | 98.46             | 98.44              | 98.44             | 98.44           | 100.27          | 100.27            | 100.17           | 100.09           |      |      | 991.50            |
| 7165   | Corporate Filing Fee     |                   | 61.25            |                   |                    |                   |                 |                 |                   |                  | 50.00            |      |      | 111.25            |
| 7196   | Membership Dr Inc        |                   |                  |                   |                    |                   |                 |                 |                   |                  |                  |      |      | 0.00              |
| 7130   | NUCA FL Convention Spr   |                   |                  |                   |                    |                   |                 |                 |                   |                  |                  |      |      | 0.00              |
| 7199   | NUCA FL PAC Dues         | 1,875.00          | 325.00           | 325.00            | 125.00             | 75.00             |                 |                 |                   |                  |                  |      |      | 2,725.00          |
| 7204   | Scholarship              |                   |                  |                   |                    |                   |                 | 3,000.00        |                   |                  |                  |      |      | 3,000.00          |
| 7007   | Bad Debt Expense         |                   |                  |                   |                    |                   |                 |                 |                   |                  |                  |      |      | 0.00              |
|        | raffle                   |                   |                  |                   |                    |                   |                 |                 |                   |                  |                  |      |      | 0.00              |
| 7207   | Misc. Expenses           |                   |                  |                   |                    |                   |                 |                 | 500.00            |                  |                  |      |      | 500.00            |
| 7221   | UUCF Fishing             |                   |                  |                   |                    |                   |                 |                 |                   |                  |                  |      |      | 0.00              |
| 7198   | Convention Sponsor       |                   |                  |                   |                    |                   |                 |                 |                   |                  |                  |      |      | 0.00              |
|        |                          | 10,226.84         | 12,800.02        | 12,889.81         | 35,036.98          | 14,285.65         | 9,296.96        | 13,952.77       | 11,100.53         | 14,971.22        | 8,232.19         |      |      | 142,792.97        |
|        | <b>NET INCOME</b>        | <b>103,244.46</b> | <b>13,923.45</b> | <b>(6,558.94)</b> | <b>(22,021.82)</b> | <b>(9,017.77)</b> | <b>(556.64)</b> | <b>1,912.91</b> | <b>(4,981.89)</b> | <b>10,392.10</b> | <b>26,767.16</b> |      |      | <b>113,103.02</b> |

2022 NUCA OF NORTH FLORIDA  
CASH FLOW REPORT

| DEC | JAN | FEB | MAR | APR | MAY | JUN | JUL | AUG | SEPT | OCT | NOV | DEC |
|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|
|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|

|               |
|---------------|
| BOA ACCT      |
| BEGINNING BAL |
| ENDING BAL    |
| RAYMOND JAMES |
| BEGINNING BAL |
| ENDING BAL    |

|               |               |               |               |               |               |               |               |               |               |               |  |  |
|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|--|--|
| \$ 84,235.90  | \$ 120,869.71 | \$ 129,792.55 | \$ 160,890.17 | \$ 171,328.94 | \$ 170,155.78 | \$ 166,652.87 | \$ 164,375.67 | \$ 168,895.56 | \$ 162,693.72 | \$ 156,320.63 |  |  |
| \$ 120,869.71 | \$ 129,792.55 | \$ 160,890.17 | \$ 171,328.94 | \$ 170,155.78 | \$ 166,652.87 | \$ 164,375.67 | \$ 168,895.56 | \$ 162,693.72 | \$ 156,320.63 | \$ 182,722.98 |  |  |

|               |               |               |               |               |               |               |               |               |               |               |               |  |
|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|--|
| \$ 342,481.51 | \$ 353,553.25 | \$ 336,250.28 | \$ 324,394.07 | \$ 329,485.96 | \$ 307,189.23 | \$ 306,005.56 | \$ 287,106.48 | \$ 287,106.48 | \$ 305,701.03 | \$ 296,888.57 | \$ 274,690.14 |  |
| \$ 353,553.25 | \$ 336,250.28 | \$ 324,394.07 | \$ 329,485.96 | \$ 307,189.23 | \$ 306,005.56 | \$ 287,106.48 | \$ 305,701.03 | \$ 296,888.57 | \$ 274,690.14 | \$ 288,539.90 |               |  |

10:04 AM

11/13/22

Accrual Basis

**NUCA Of North Florida, Inc.**  
**Clay Challenge Summary**  
 January through November 2022

|                                             | Jan - Nov 22     | Jan - Nov 21     |
|---------------------------------------------|------------------|------------------|
| <b>Ordinary Income/Expense</b>              |                  |                  |
| <b>Income</b>                               |                  |                  |
| <b>6032 · Sporting Clay Challenge</b>       |                  |                  |
| Clay Raffle Sponsor                         | 1,000.00         | 1,000.00         |
| Clay Shooters                               | 34,300.00        | 26,800.00        |
| Station Sponsor                             | 1,950.00         | 1,650.00         |
| Gold Event Sponsor                          | 1,800.00         | 2,100.00         |
| Platinum Event Sponsor                      | 5,500.00         | 4,000.00         |
| Golf Cart Sponsor                           | 1,500.00         | 1,500.00         |
| 6032 · Sporting Clay Challenge - Other      | 3,980.00         | 3,355.00         |
| <b>Total 6032 · Sporting Clay Challenge</b> | 50,030.00        | 40,405.00        |
| <b>Total Income</b>                         | 50,030.00        | 40,405.00        |
| <b>Gross Profit</b>                         | 50,030.00        | 40,405.00        |
| <b>Expense</b>                              |                  |                  |
| <b>7142 · Clay Shoot Expenses</b>           | 28,229.27        | 20,804.90        |
| <b>Total Expense</b>                        | 28,229.27        | 20,804.90        |
| <b>Net Ordinary Income</b>                  | 21,800.73        | 19,600.10        |
| <b>Net Income</b>                           | <b>21,800.73</b> | <b>19,600.10</b> |

# 2023 SLATE OF OFFICERS

## **Executive Committee**

President - Tim Gaddis (Vallencourt Construction, Inc.)  
President Elect - Caleb Hurlbert (A.J. Johns, Inc.)  
Vice President I - Paul Gilsdorf (Haskell)  
Vice President II - Alvaro Rios (T.G. Utility Company)  
Secretary / Treasurer - Marty Adams (TB Landmark)  
Past President - Mike Kivlin (John Woody, Inc.)  
General Counsel - Tony Zebouni (Lindell, Farson & Zebouni)

## **Board of Directors**

Kirk Blomgren (Petticoat-Schmitt Civil Contractors)  
Chad Cockrell (A.J. Johns, Inc.)  
Joseph Geiger (Cemex)  
Billy Hood (J.B. Coxwell Contracting, Inc.)  
Tommy Hyatt III (Florida Roads Contracting)  
Valinda Krynicki (United Rentals Trench Safety)  
Drew Lane (Advanced Drainage Solutions)  
Chance Leonard (ECS Florida)  
Rick Parker (Rinker Materials)  
Ryan Pugh (Ferguson Waterworks)  
Barry Watson (Fortiline Waterworks)  
Chris Wilson (Martin Marietta Materials)  
Jon Woodall (John Woody, Inc.)

**FINANCIAL ANALYSIS REPORT**

Year to Date Analysis

| <b>REVENUES</b> |                        | <b>2022</b>       | <b>ACCUMUL.</b>   |               | <b>2023</b>       |
|-----------------|------------------------|-------------------|-------------------|---------------|-------------------|
| <b>ACCT.</b>    | <b>DESCRIPTION</b>     | <b>BUDGET</b>     | <b>FINANCIAL</b>  | <b>% of</b>   | <b>BUDGET</b>     |
|                 |                        |                   | <b>SEPT</b>       | <b>REV.</b>   |                   |
| 6005            | Associates Dues        | 35,000.00         | 39,463.00         | 17.9%         | 35,000.00         |
|                 | Speciality Cont.       | 2,200.00          | 2,750.00          | 1.2%          | 2,200.00          |
| 6005            | Contractor Dues        | 8,500.00          | 11,143.00         | 5.0%          | 8,500.00          |
| 6005            | Decision Raffle        | 0.00              | 0.00              | 0.0%          | 0.00              |
| 6005            | Nuca Discount          | 0.00              | 602.50            | 0.3%          | 0.00              |
| 6010            | Spring Golf            | 43,000.00         | 55,784.00         | 25.3%         | 50,000.00         |
| 6012            | Dinner/Lunch Meetings  | 7,200.00          | 4,680.00          | 2.1%          | 7,200.00          |
| 6015            | Monthly Sponsor/Mtg Co | 30,000.00         | 50,107.00         | 22.7%         | 40,000.00         |
|                 | Sporting Clay          | 17,500.00         | 24,300.00         | 11.0%         | 17,500.00         |
| 6035            | Flow                   | 1,000.00          | 300.00            | 0.1%          | 1,000.00          |
| 6040            | 50/50 Raffle           | 0.00              | 0.00              | 0.0%          | 0.00              |
| 6075            | Fishing Tournament     | 19,500.00         | 27,145.00         | 12.3%         | 19,500.00         |
| 6088            | Membership Dr Spon     | 0.00              | 0.00              | 0.0%          | 0.00              |
| 6095            | Training Programs      | 0.00              | 0.00              | 0.0%          | 0.00              |
| 6090            | Education: Trng        | 0.00              | 0.00              | 0.0%          | 0.00              |
| 6101/6103       | Interest/Dividends     | 1,530.00          | 4,622.14          | 2.1%          | 1,530.00          |
|                 | Misc. Expense          | 0.00              | 0.00              | 0.0%          | 0.00              |
| <b>EXPENSES</b> |                        | <b>165,430.00</b> | <b>220,896.64</b> | <b>100.0%</b> | <b>182,430.00</b> |
| 7020            | Christmas party        | 0.00              | 0.00              | 0.0%          | 0.00              |
| 7060            | Spring Golf            | 16,000.00         | 25,336.48         | 18.7%         | 25,000.00         |
| 7077            | Dinner/Lunch Meetings  | 9,500.00          | 13,450.60         | 9.9%          | 14,500.00         |
| 7075            | Monthly Sponsor/Mtg Co | 11,000.00         | 12,635.16         | 9.3%          | 16,000.00         |
|                 | Sporting Clay Expense  | 6,500.00          | 0.00              | 0.0%          | 12,500.00         |
| 7150            | Flow                   | 1,306.50          | 0.00              | 0.0%          | 0.00              |
| 7138            | Fishing Tournament     | 10,000.00         | 12,200.74         | 9.0%          | 12,000.00         |
| 7195            | Trade Show             | 0.00              | 0.00              | 0.0%          | 0.00              |
| 712*6           | Training Programs      | 0.00              | 0.00              | 0.0%          | 0.00              |
| 7203            | Education: Trng        | 0.00              | 0.00              | 0.0%          | 0.00              |
| 7208            | Visa Settlement        | 0.00              | 0.00              | 0.0%          | 0.00              |
| 7087            | NUCA Leadership        | 0.00              | 0.00              | 0.0%          | 0.00              |
| 7210            | UCA Shirts             | 0.00              | 0.00              | 0.0%          | 0.00              |
| 7065            | Miscellaneous          | 0.00              | 0.00              | 0.0%          | 0.00              |

| REVENUES |                        | 2022       | ACCUMUL.   |        | 2023       |
|----------|------------------------|------------|------------|--------|------------|
| ACCT.    | DESCRIPTION            | BUDGET     | FINANCIAL  | % of   | BUDGET     |
|          |                        |            | SEPT       | REV.   |            |
| 7004     | Web Page               | 420.00     | 210.16     | 0.2%   | 420.00     |
| 7005     | Accounting Fees        | 1,500.00   | 985.00     | 0.7%   | 2,500.00   |
| 7010     | Admin Salary           | 56,500.00  | 42,374.97  | 31.3%  | 56,500.00  |
| 7012     | P.T. Asistant          | 0.00       | 0.00       | 0.0%   | 0.00       |
| 7015     | Liability Insurance    | 1,000.00   | 953.50     | 0.7%   | 1,000.00   |
| 7016     | W.C.                   | 458.00     | 321.00     | 0.2%   | 458.00     |
| 7017     | Prof Liability         | 1,000.00   | 0.00       | 0.0%   | 1,000.00   |
| 7025     | Awards/Mem.            | 700.00     | 730.67     | 0.5%   | 1,000.00   |
| 7030     | Bank Fee Visa/MC       | 3,500.00   | 3,099.67   | 2.3%   | 3,500.00   |
| 7040     | Auto Milage            | 2,500.00   | 1,871.95   | 1.4%   | 2,500.00   |
| 7080     | Nuca Mtgs              | 7,000.00   | 5,770.34   | 4.3%   | 7,000.00   |
| 7088     | Tallahassee Trip       | 500.00     | 337.48     | 0.2%   | 500.00     |
| 7093     | New Office Equip       | 0.00       | 0.00       | 0.0%   | 0.00       |
| 7095     | Office Equip Maint     | 130.00     | 271.99     | 0.2%   | 430.00     |
| 7100     | Subscriptions          | 500.00     | 0.00       | 0.0%   | 500.00     |
| 7105     | Office Rent            | 0.00       | 0.00       | 0.0%   | 0.00       |
| 7110     | Office Supplies        | 1,200.00   | 896.73     | 0.7%   | 1,200.00   |
| 7115     | Payroll Tax Exp        | 5,000.00   | 3,252.11   | 2.4%   | 5,000.00   |
| 7120     | Postage                | 450.00     | 344.67     | 0.3%   | 450.00     |
| 7130     | UUCF Convention        | 4,000.00   | 3,304.90   | 2.4%   | 4,000.00   |
| 7143     | Ad Valorem Tax         | 61.25      | 0.00       | 0.0%   | 61.25      |
| 7145     | Telephone              | 1,800.00   | 891.41     | 0.7%   | 1,800.00   |
| 7165     | Corporate Filing Fee   | 70.00      | 61.25      | 0.0%   | 70.00      |
| 7196     | Membership Dr Inc      | 0.00       | 0.00       | 0.0%   | 0.00       |
| 7130     | UUCF Convention Spr    | 250.00     | 0.00       | 0.0%   | 250.00     |
| 7199     | NUCA of Fl. Advocacy D | 2,500.00   | 2,725.00   | 2.0%   | 3,000.00   |
| 7204     | Scholarship            | 5,500.00   | 3,000.00   | 2.2%   | 5,500.00   |
|          | Legal Defense Fund     | 0.00       | 0.00       | 0.0%   | 0.00       |
|          | Mentorship             | 0.00       | 0.00       | 0.0%   | 0.00       |
| 7207     | Misc. Expense          | 707.82     | 500.00     | 0.4%   | 707.82     |
| 7198     | Convention Sponsor     | 0.00       | 0.00       | 0.0%   | 0.00       |
|          | UUCF Pres Cup          | 250.00     | 0.00       | 0.0%   | 250.00     |
|          |                        | 151,803.57 | 135,525.78 | 100.0% | 179,597.07 |
|          | NET INCOME/VARIANCE    | 13,626.43  | 85,370.86  |        |            |