



ABC[®]
Associated Builders and Contractors
Florida East Coast Chapter

2023 YEAR IN REVIEW





CODE OF ETHICS

Members of Associated Builders and Contractors will strive to observe the following principles in the conduct of their businesses:

- Maintain a standard of performance that meets the owner's expectations and fulfills the contractor's obligations.
- Quote only realistic prices and completion dates and perform accordingly.
- Cooperate to the fullest extent with the architect and/or engineer, and other agents of the owner toward fulfillment of a common goal.
- Solicit quotations only from firms with whom they are willing to do business.
- Make all payments promptly within the terms of the contract.
- Observe and foster the highest standards of safety and working conditions.
- Establish realistic wage schedules for employees commensurate with their ability and their industry so that they may enjoy the dignity to which they are entitled.
- Actively participate in the education of skilled craft professionals for the future welfare of the Merit Shop industry.

LETTER FROM THE CEO

Dear Members and Supporters:

Our core mission guides everything we do: “ABC provides a unified voice for the construction industry, utilizing the Merit Shop philosophy to deliver profitable work safely and ethically.”

Success is not measured solely by financial metrics for a non-profit organization like ours. Success hinges on the unwavering commitment to our mission. This steadfast dedication is the cornerstone of our achievement.

Reflecting on 2023, we realize that once again, we have exceeded our goals in advancing our mission, enhancing our financial stability, fortifying our **LEADERSHIP** position within the industry, and nurturing our exceptional team of staff and volunteers.

ABC continues to innovate year after year, finding new avenues to fulfill its mission. From fostering **CAMARADERIE** through premier networking and business development events, to upholding **INTEGRITY** and providing steadfast **LEADERSHIP** in times of crisis, we remain steadfast in our commitment to the industry. We continue to advocate for the Merit Shop and **FREE ENTERPRISE**, in Washington, Tallahassee, and local governments. We remain resolute in our commitment to the industry.

Our relentless pursuit of excellence is propelled by our mission, bolstered by our leadership, fueled by our vision, and guided by our values. Thus, when we look towards the future, the horizon is brighter than ever.

On behalf of the organization, I extend our heartfelt gratitude to the ABC family for their unwavering dedication and invaluable contributions. You have made our continued success possible.



Peter M. Dyga, CAE
President & CEO

Associated Builders and Contractors Florida East Coast Chapter
ABC Institute Apprenticeship College
ABC Cares Foundation
ABC Service Corporation

MISSION STATEMENT

ABC provides a unified voice for the construction industry, utilizing the Merit Shop philosophy to deliver profitable work safely and ethically.

OUR VALUES

- To provide **LEADERSHIP** and be the recognized voice of the construction industry in the association's geographic region;
- To promote **INTEGRITY** and ethics through the Merit Shop philosophy;
- To develop and improve **EDUCATION** and training in the construction industry at all levels;
- To provide a forum for common exchange and **CAMARADERIE** through membership, services and networking;
- To advance the Merit Shop construction philosophy, which encourages open competition and a **FREE ENTERPRISE** approach that awards contracts based solely on merit, regardless of labor affiliation; and,
- To advance the best interests of the association's members and the construction industry by encouraging and facilitating participation and **INFLUENCE** in the political process.

ABC SUPPORTS THE PROFESSIONAL DEVELOPMENT OF OUR PEOPLE



CHAPTER BOARD MEMBERS



Annie Mecias-Murphy
JA&M Developing, LLC
Chair of the Board



Charles Ermer
Right Way Plumbing Co.
Chair-Elect



Brian Sudduth
Miller Construction Company
Treasurer



Steve Sanko
Dash Door & Glass
Secretary



Dustin DuBois
JWR Construction Services
Immediate Past Chair



Dave Aiken
CEMEX
Director



Ruben Bravo
The Weitz Company
Director



Michael Bruner
BAZBAZ Development
Director



Carl DeNunzio
American Cutting & Drilling Co., Inc.
Director



Tim Dornblaser
Tropic Coast Construction
Director



Clay Fischer
Woodland Tilt-Up



Frank Frione
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Holly Loeffler
Moss
Director



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Director



Brian Mueller
Southeast Mechanical Contractors
Director



Ryan Nash
William R. Nash
Director



Howard Newman
Bateman, Gordon & Sands, Inc.
Director



Antonio Obregon
JGR Construction, Inc.
Director



Mike Peters
Brasfield & Gorrie, LLC
Director



Luis Senra
ANF Group, Inc.
Director



Brad Weiss
Benson, Mucci & Weiss
Director



William Chivers
RUSH Construction
Ex-Officio Space Coast



Jim Davis
Verdex Construction
Ex-Officio Treasure Coast

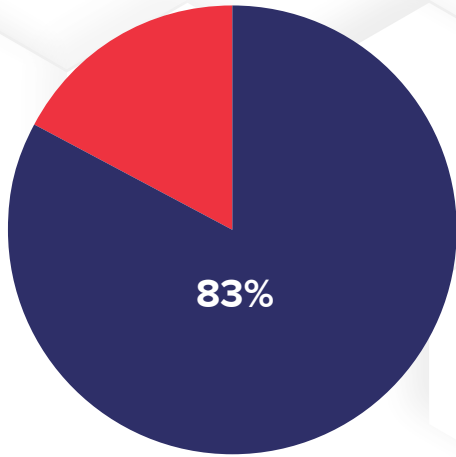


Stephanie Rodriguez
NV2A Group, LLC
Ex-Officio Young Professionals

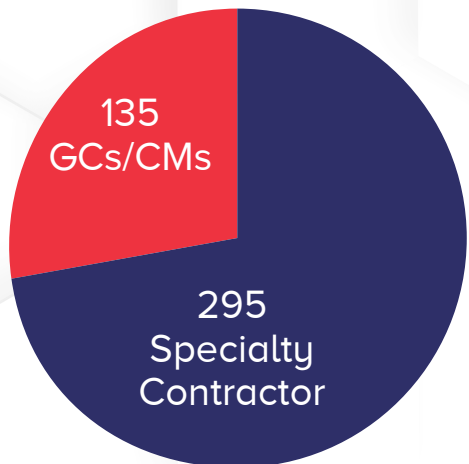
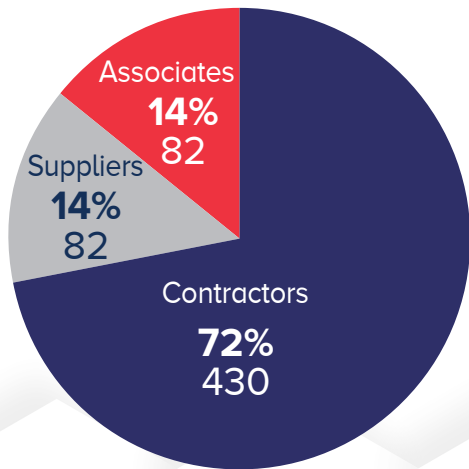
STRENGTH IN NUMBERS

MEMBERS DOING BUSINESS WITH MEMBERS

83% MEMBER RETENTION

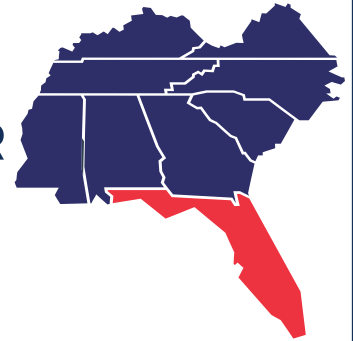


CONTRACTOR BASE



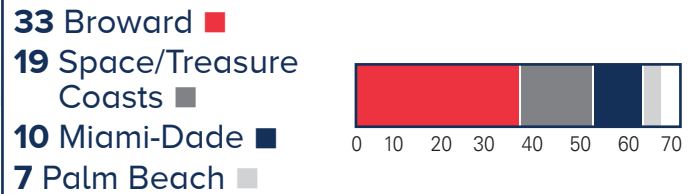
We are the **7th** largest chapter in the nation in overall membership

LARGEST CONTRACTOR BASE IN FLORIDA

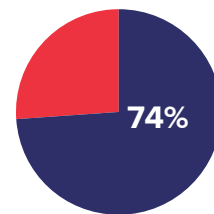


GREW TO 594 MEMBER COMPANIES IN 2023

69 TOTAL EVENTS



6559 Attendees at ABC-FEC Events



74% of ABC-FEC member companies attended 1 or more events.

Leadership ABC completed its **9th Year** with **23 Graduates**

“WE JOINED ABC IN 2015; THE CONTACTS WE’VE MADE THROUGH OUR MEMBERSHIP HAVE RESULTED IN GREAT EXPOSURE FOR OUR COMPANY. WE HAVE FOUND OUR ABC MEMBERSHIP TO BE A GREAT INVESTMENT.”

RHONDA ROSENOF
EXECUTIVE VICE PRESIDENT
BIG DOG CONSTRUCTION SERVICES, INC.

MEMBER SAVINGS

With ABC Member Discount Programs
Don't Leave Money on the Table!



**Discount Program: Two Member Companies
Saved \$92,000.**

With Lowe's Pro: One local member saved
\$121,575.

* **The average savings per member were
between 20% to 80%.**



With Federal Express: Another local member
achieved savings of \$67,260.

***The average savings per member were
between 20% to 80%.**

With Shell Fuel: A different local member saved
\$47,128.

* **The average savings per member was 5.5 cents
per gallon.**



with Verizon

***The average savings of \$225 per
qualifying line.**

One local member saved \$2,227 with Aramark.

* **The average savings
per member was \$1,600.**



*“According to a national marketing study conducted by Competitive Edge Research & Communication, the average contractor member has landed **4.7** projects via ABC relationships.”*



**TOTAL savings by all members in the Chapter
\$430,178.**

BUILD TOMORROW



POWERED BY



As the single largest apprenticeship education program in Florida, the ABC Institute Apprenticeship College, a 501(c)3 organization, is committed to offering a wide range of affordable and high-quality classes, apprenticeships, pre-apprenticeships, and other educational services tailored to the construction industry's needs.

23/24 ACADEMIC YEAR FRESHMAN STUDENT ENROLLMENT

Fall Freshmen Enrollment **371**



Original Projection: **298**



KEY EVENTS + MILESTONES

- The ABC/FIU Student Chapter Construction Management Team came in 1st place in the ABC National CM Competition.
- Pre apprenticeship community partners with Junior Achievement, Boys & Girls Club, West Palm Beach Center for Arts and Technology, multiple high schools, and more.
- Hosted an ABC Project Management Institute.
- Awarded the Florida Pathways to Career Opportunities Grant for the fifth time.
- The Associated Builders and Contractors Florida East Coast Chapter was lauded for their exceptional contributions and recognized in the Congressional Recorded by US Senator Rick Scott, highlighting their invaluable work.
- Ongoing U.S. Department of Labor Apprenticeship Building America grant in partnership with Project LIFT.
- Awarded several private pre apprenticeship grants.



THERE WAS A
20% REVENUE INCREASE
FOR THE
YEAR OF 2023



109 GRADUATES
in 7 trades and
10 locations



Distributed 1,000 copies of the childrens book "Grit Leads to Greatness"

INSTITUTE BOARD MEMBERS



Sebastian Fonnegra
Lebolo Construction
Management, Inc.
Chairman



Israel Silva
MasTec North America, Inc.
Chair Elect



Dennis Lemons
Treasurer



Dan Paulus
Immediate Past Chair



Timothy Barges
The Barges Building Company
Director



Michael Bond
Milwaukee Tool Company
Director



Justin P. DuVernois
Bateman, Gordon & Sands, Inc.
Director



Katrina Frischholz
Waypoint Contracting, Inc.
Director



Gus Garcia
Meisner Electric, Inc.
Director



Chrissy Healey
Right Way Plumbing Co.
Director



Kevin Kornahrens
Advanced Roofing, Inc.
Director



Rudy Llerena
D & B Tile Distributors
Director



Phil London
Thermal Concepts, LLC.
Director



Darryl Merigiano
Sebsen Electric
Director



Jennifer Taka
Suffolk Construction Co., Inc
Director



Joseph Young
Smith, Currie & Hancock LLP
Director

ABC CARES

ABC Cares responds promptly to emergent needs in the construction industry, providing support for professionals and families facing illness, injury, or loss. ABC Cares continues to innovate by providing behavioral, mental health, and suicide prevention services to the industry and clients.



- +**\$40,000** in emergent needs (funds directly given to industry professionals and their families).
- +**\$23,400** in designated giving for disaster relief efforts (Maui fire relief and Hurricane Irma).
- +**\$52,000** in designated giving for bikes for disadvantaged children.
- AND funded mental health services for our industry.



2023 ABC CARES FOUNDATION TRUSTEES



Brett Atkinson
Moss



Rex Kirby
Verdex Construction



James McConchie
Elcon Electric, Incorporated



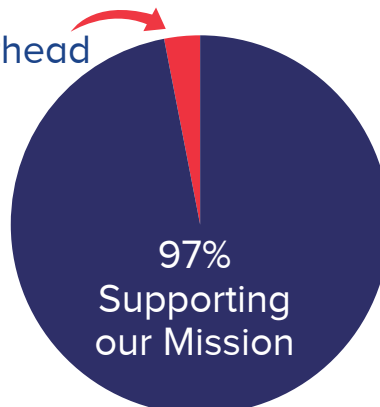
Ron Pearson
Pegasus Painting & Waterproofing, LLC



Harold Yarborough
D & B Tile Distributors

 We Are
Built to Give Back

3% Overhead



OUR STAFF



Peter M. Dyga, CAE
President & CEO

Associated Builders and Contractors Florida East Coast Chapter
ABC Institute Apprenticeship College | ABC Cares Foundation | ABC Service Corporation



Sonny Maken
Chief Operating Officer



Jerry Higgins
Vice President of
Information Technology



Jay Sweeney
Vice President
Member Services



Stefanie Reardon
Regional Vice President Space and
Treasure Coasts



Jillian Doty
Director of Member
Recruitment and Retention



Rubem Da Gama
Director of Occupational
Safety and Health



Aimee Pellbring
Director of Events and
Strategic Relations



Aaron Palazolo
ABC Cares
Director of Development



Adolfo Salgueiro
Director of Communications



Graham Wise
Director of Government and
Political Affairs



Mimi Aldres
Receptionist, Property Manager and
Special Assistant to the President



Raymond Andrews
Instructor



Maegan Cerruti
Event Coordinator



Annette Dumas
Assistant Coordinator



Marlon Edwards
Accounting



Fanny Fermin
Coordinator



Karen Gonzalez
Coordinator



Gina Godette
Administrative Assistant



Cheryl Heath
Coordinator of Acquisition
and Retention



Carrie Kroll
Executive Assistant



Michael Previl
Maintenance



Tim Rumph
Maintenance



Danny Sarria
Program Manager, Craft Instructor,
and PE Liaison



Michael Tucker
Bookkeeper

“ I HAVE BEEN A MEMBER OF MANY CONSTRUCTION ASSOCIATIONS BEFORE AND THERE IS NONE LIKE ABC – I HAVE MORE THAN DOUBLED MY BUSINESS AND THE RELATIONSHIPS I HAVE DEVELOPED WITH ABC MEMBERS HAVE BEEN THE REASON FOR THIS. ABC MEMBERS WORK WITH ABC MEMBERS.

WHEN I FIRST JOINED AND ATTENDED A NETWORKING EVENT, FELLOW MEMBERS APPROACHED ME TO CONGRATULATE ME ON JOINING THE BEST CONSTRUCTION ASSOCIATION IN FLORIDA AND OFFERED TO ASSIST ME IN ANY WAY THEY COULD. BEING PART OF THIS ASSOCIATION NOT ONLY LED TO RECOMMENDATIONS FROM MEMBERS BUT ALSO GAVE ME CREDIBILITY THAT I WOULD NEVER HAVE HAD I NOT JOINED. ”

LAURIE BUCHBINDER
LEE ADVERTISING, LLC



“ I WOULD LIKE TO THANK YOU FOR THE REFERRALS YOU HAVE SENT ME, I AM WORKING WITH THOSE COMPANIES RIGHT NOW. I AM WORKING TO SPREAD THE WORD OF ABC INTO THE SMALL CONTRACTORS. THERE IS A VAST POOL OF CONTRACTORS THAT CAN BE ABC MEMBERS. I RECENTLY SENT A NEW SHELL CONTRACTOR TO YOU WHO JOINED. ”

ALAYN MUGUERCIA PEREZ
SKYTEAM CONSTRUCTION



“ WE’RE PROUD TO CONTINUE TO BE MEMBERS AND HELP SUPPORT THE LOCAL COMMUNITY AND ABC FLORIDA EAST COAST. ”

TOM BORGIA
CHIEF FINANCIAL OFFICER/PARTNER
J. RAYMOND CONSTRUCTION CORP.

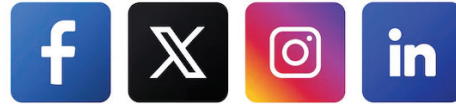
2023 SOCIAL MEDIA YEAR IN REVIEW

In 2023, we significantly enhanced our social media presence, actively maintaining profiles on Instagram, Facebook, LinkedIn, and X. The chapter published **1,372 posts**, engaging a diverse audience, and consistently sharing valuable content.

A noteworthy achievement was an increase in followers across all platforms, particularly through organic growth, with a **17.7% increase** in LinkedIn followers compared to 2022, indicating a strong and ongoing community interest.

The chapter also excelled in engagement metrics across Facebook, LinkedIn, and X, with remarkable numbers of impressions, engagements, and post link clicks. Engagement rates significantly outperformed industry averages (**4.4%** on Instagram, **5.5%** on Facebook, and **24.6%** on LinkedIn), positioning the chapter as a leader in social media engagement within the construction sector.

Additionally, the chapter saw a **6.5% increase** in the average potential reach per post, with notable rises in comments (**8.5%**), shares (**9.9%**), saves (**54.7%**), link clicks (**16.8%**), and video views (**86.5%**).

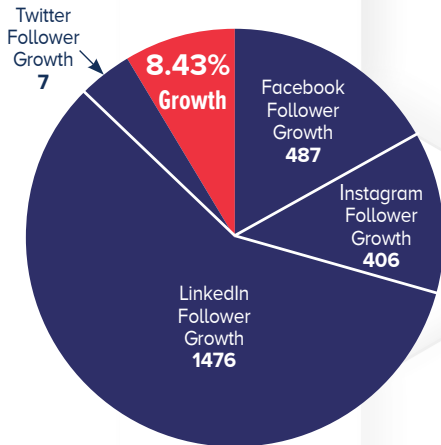


Cross-Network Performance Summary

IMPRESSIONS
941,888

ENGAGEMENTS
107,487

POST LINK CLICKS
107,487



TOTAL AUDIENCE
20,034

TOTAL NET GROWTH
2,376





United States
of America

Congressional Record

PROCEEDINGS AND DEBATES OF THE 118th CONGRESS, FIRST SESSION

Vol. 169

WASHINGTON, WEDNESDAY, NOVEMBER 15, 2023

No. 190

Senate

RECOGNIZING THE ASSOCIATED BUILDERS AND CONTRACTORS FLORIDA EAST COAST CHAPTER

Mr. SCOTT of Florida. Mr. President, I rise to recognize the Associated Builders and Contractors—ABC—Florida East Coast Chapter and the many vital contributions to commercial, industrial, and infrastructural construction that contractors make, improving the quality of life for the people of Florida.

The ABC Florida East Coast Chapter was founded in 1968 and recognized as the leader of the merit shop construction industry and one of the oldest organizations representing the construction industry in Florida for 55 years. The ABC Florida East Coast Chapter is the single largest provider of apprenticeship education in the State of Florida, educating nearly 700 apprentices annually.

The mission of ABC Florida East Coast Chapter is the advancement of the merit shop construction philosophy, which encourages open competition and a free-enterprise approach that awards construction contracts based solely on merit, regardless of labor affiliation. It represents the profession responsible for the construction of commercial, industrial, and infrastructure projects such as schools, hospitals, office buildings, sports venues, factories, energy production plants, water systems, waste disposal

and treatment facilities, roads, bridges, and other public and private facilities that are the foundation on which the economy of Florida stands and grows.

I recognize that the ABC Florida East Coast Chapter, through its education trust, is building tomorrow by recruiting, educating, and training approximately 8,500 skilled workers in the past decade who drive the construction industry forward with the merit shop principles of free enterprise and open competition. The ABC Florida East Coast Chapter's tireless collaboration with builders, contractors, and educators has contributed significantly to the resilience and growth of the construction industry. By providing quality education and fostering a diverse and skilled workforce, the ABC Florida East Coast Chapter is playing a crucial role in building a stronger America.

I wish to extend my heartfelt congratulations to the ABC Florida East Coast Chapter and the ABC Institute for its unwavering commitment to apprentice education. As we look toward a future of economic growth and opportunity, their efforts serve as a shining example of the positive change that can be achieved through dedication and collaboration.



**Florida
East Coast**

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Suite 200
Coconut Creek, Florida 33066

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POWERED BY



2023 YEAR IN REVIEW