



AGC 2016 October Financial Notes

Net Operating Income – see Consolidated Statement of Operations (Page 9)

As of October 31, 2016 the preliminary Net Operating Income (NOI) equals \$1,420K vs. a year-to-date budget NOI of \$522K creating a favorable year-to-date total budget variance of \$898K.

The year-to-date positive revenue variance of \$567K combined with the positive expense variance of \$331K produces the total favorable year-to-date budget variance of \$898K.

Income Variance

The year-to-date positive revenue variance of \$567K (see Consolidated Statement of Operations – YTD Variance column) is from above budget revenue in all revenue categories.

Expense Variance

The year-to-date positive expense variance of \$331K is comprised of under budget expenses in most all expense categories.

Accounts Receivable

	Building	Marina	AR Parking	AGCEF	Other AR	Total
September	5,554	18,712	36,345	21,099	48,107	129,817
October	13,495	55,909	21,969	24,211	111,529	227,114

Note: AR Building primarily represents past billings from building tenants.
 AR Marina primarily represents past billings from moorage tenants.
 AR Parking primarily represents receivables for parking.
 AR AGCEF represents billings to AGC Education Foundation
 AR Other represents billings outstanding for purchases and events (i.e. annual meeting, sponsorships, membership dues, Retro, etc.).

AGC Actual / Forecast - see 12 Month Actual / Forecast to Budget

As of October 31, 2016, AGC's 2016 annual forecast net operating income equals \$1,114K versus an annual budget net operating income of \$179K.

AGC Building:

Occupancy rate is **100%** as of October 31, 2016.

AGC of Washington 2016 Cash Activity Forecast			
	2016 Total Actual / Forecast	2016 Total Budget	Variance *
Retro Plan Income	2,215,734	1,742,760	472,974
Retro Exp Gross	(1,699,985)	(1,517,760)	(182,225)
Net Retro Income	515,749	225,000	290,749
REVENUES			
Membership Dues	1,809,026	1,725,000	84,026
Program Revenue / Grant Revenue	169,566	163,525	6,041
Event Revenue	284,798	283,700	1,098
Building / Retail Rent (Seattle, Marina, Fife)	3,115,683	3,010,185	105,498
Other Rent Revenue (Parking, Moorage)	1,027,267	950,000	77,267
Other Revenue / CAM	110,908	79,500	31,408
Misc Income	16,818	16,410	408
Gain/Loss on Disposal of Asset	0	0	0
Operating Revenue	6,534,065	6,228,320	305,745
TOTAL REVENUE	7,049,814	6,453,320	596,494
EXPENSES			
Salaries	2,195,978	2,185,344	(10,634)
Payroll Burden Taxes & Benefits	617,858	642,524	24,666
Auto Expense / Corporate Travel	26,210	38,888	12,678
Miscellaneous Meetings	82,500	134,890	52,390
Consultant Fees	47,458	69,100	21,642
Office Expense	69,079	78,810	9,731
Membership Dues/Donations	188,122	227,950	39,828
Rent	63,924	66,804	2,880
Technology Expense	70,769	80,080	9,311
Phone Exp.	29,793	32,242	2,449
Program / Grant Expense	99,753	146,537	46,784
Membership Promotion	181,995	208,454	26,459
Event Exp	341,077	356,153	15,076
Insurance / Tax / Training	81,818	79,100	(2,718)
Building / Marina Expense	1,192,335	1,270,469	78,134
Leasing Comm. Amortization	66,095	66,092	(3)
Depreciation	580,248	590,475	10,227
TOTAL EXPENSES	5,935,012	6,273,912	338,900
OPERATING INCOME (LOSS)	1,114,802	179,408	935,394
NET OPERATING INCOME (LOSS) - FORECAST VS. BUDGET	1,114,802	179,408	935,394
Non-Operating Investment Income (Loss)	42,314	12,000	30,314
NET INCOME (LOSS)	1,157,116	191,408	965,708
Gain/Loss on Disposal of Asset	0	0	0
TOTAL INCOME	1,157,116	191,408	965,708
Working Capital			
Net Operating Income	1,114,802	179,408	935,394
Amortization	66,095	66,092	3
Depreciation	580,248	590,475	(10,227)
Available Cash (Working Capital)	1,761,145	835,976	925,169
Less:			
Capital Expenditures - Association	107,556	80,000	(27,556)
Capital Expenditures - Seattle Building	391,870	388,000	(3,870)
Tenant Improvements - Building	240,957	170,000	(70,957)
Lease Commissions	55,408	80,000	24,593
Total Deductions	804,029	718,000	(86,029)
Cash (Working Capital) Variance Favorable (Unfavorable)	957,116	117,976	839,141

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Associated General Contractors of Washington
Statement of Financial Position
For the Period Ending 10/31/2016

[INTERNAL REPORT]

	10/31/2016 Unaudited	12/31/2015 Audited
ASSETS		
Current Assets		
Cash	2,381,577	2,826,221
Building Savings	601,743	400,965
Short-Term Investments	160,978	173,631
Accounts Receivable	227,114	443,328
Prepaid Expenses	67,276	159,995
Total Current Assets	<u>3,438,687</u>	<u>4,004,139</u>
Group Retrospective Rating Plan Assets	21,485,268	18,458,038
Prepaid Lease Commissions	138,314	85,738
Long Term Investments	2,713,742	2,147,682
Property and Equipment		
Land and Land Improvements	2,393,339	2,376,138
Buildings	13,566,479	13,386,811
Leasehold Improvements	1,634,960	1,394,004
Furniture and Equipment	1,075,408	981,956
Automobiles	43,774	43,774
Marina	1,542,325	1,542,325
Total Property Plant and Equipment	<u>20,256,286</u>	<u>19,725,007</u>
Less: Accumulated Depreciation	<u>(11,585,337)</u>	<u>(11,101,794)</u>
Net Property Plant and Equipment	<u>8,670,949</u>	<u>8,623,213</u>
TOTAL ASSETS	<u>36,446,959</u>	<u>33,318,811</u>
LIABILITIES & NET ASSETS		
Current Liabilities		
Accounts Payable	559,760	748,636
Accrued Expenses	59,218	60,992
Deferred Income	46,500	1,208,314
Current Portion - LT Debt	1,410	3,030
	<u>666,888</u>	<u>2,020,972</u>
Group Retrospective Rating Plan Liability	21,485,268	18,458,038
Long Term Debt, Less Current Portion	(42)	1,112
Tenant Deposits	224,377	215,132
Total Liabilities	<u>22,376,489</u>	<u>20,695,254</u>
Net Assets		
Unrestricted	10,570,470	9,623,557
Board Designated	3,500,000	3,000,000
TOTAL UNRESTRICTED NET ASSETS	<u>14,070,470</u>	<u>12,623,557</u>
TOTAL LIABILITIES AND NET ASSETS	<u>36,446,959</u>	<u>33,318,811</u>

Associated General Contractors of Washington
Cash Flow Statement
For the 10 Month(s) ending 10/31/2016

	Unaudited
Changes in Net Assets	1,446,912
Adjustments to Changes in Net Assets to Cash Provided by Operating Activities	
Depreciation	483,543
(Gain) Loss on Disposal of Property	-
(Gain) Loss on Sales of Investments	(60,359)
(Gain) Loss on Investments @ Market	9,449
(Increase) / Decrease in accounts:	
Accounts Receivable	216,215
Prepaid Expenses and Other Assets	40,143
Increase / (Decrease) in accounts:	
Accounts Payable	(188,876)
Accrued Expenses	(1,774)
Tenant Deposits	9,245
Deferred Income	(1,161,814)
Net Cash Provided / (Used) by Operating Activities	792,685
Cash Flow From Investing Activities:	
Purchase of Long Term Investment	(515,151)
Leasehold Improvements - Seattle Bldg	(240,957)
Capital Improvements on Seattle Bldg	(196,870)
Capital Improvements on Marina	-
Purchase of property, equipment and automobile	(93,453)
Net Cash Provided / (Used) by Investing Activities	(1,046,429)
Cash Flow from Financing Activities:	
Current Long Term Debt	(1,620)
Long Term Debt / Loan Payments	(1,154)
Net Cash Provided / (Used) by Financing Activities	(2,775)
Net Increase (Decrease) in Cash	(256,519)
Cash, Beginning of Year	3,227,186
Cash Equivalents Beginning of Year	173,631
Total Cash and Cash Equivalents, Beginning of Year	3,400,816
Cash, End of Period	2,983,319
Cash Equivalents, End of Period	160,978
Total Cash and Cash Equivalents, End of Period	3,144,297

Associated General Contractors of Washington

(INTERNAL REPORT)

10/31/2016

Schedule of Reserve Funds

	Balance
Operations	900,000
Plant & Equipment	2,500,000
Special Projects	100,000
	3,500,000
Seattle Building Savings Account	601,743

**** Statement of Capital Expenditures**

(** Designed for Budget Monitoring Purposes)

		2016	Balance
	10/31/2016	Approved Budget	Remaining
Furniture & Fixtures	1508-10-000	7,844	(7,844)
Office Equipment	1509-10-000	7,167	(7,167)
Computer Hardware/Software	1513-10-000	74,252	60,000 (14,252)
Member Services Database	1514-10-036	(4,050)	20,000 24,050
SEA Bldg - Tenant Improvements	1550-50-000	240,957	170,000 (70,957)
SEA Bldg - Capital Improvements	1551-50-000	179,668	388,000 208,332
SEA Bldg - Lease Commissions	1402-50-050	55,986	80,000 24,015
Seattle Marina	1575-75-000	-	-
		579,025	718,000 138,975

General Asset Capitalization Policy

- computer hardware, software, office equipment, and furniture with useful life of at least one year and \$2,000 or more must be capitalized
- capital assets for properties must be at least \$5,000 to be capitalized
- depreciation expense per year is based on estimated useful life
- depreciation expense may be prorated in the 1st year of a new purchase

		10/31/2016		
		Actual	Budget	Variance
Schedule of Depreciation Expenses				
Seattle District Office	6950-12-000	73	73	-
Southern District Office	6950-14-000	991	991	-
Technology	6950-17-000	21,345	24,995	3,650
Administration	6950-18-000	10,083	9,615	(469)
Accounting	6950-19-000	944	944	-
State Government	6950-30-000	12,337	12,337	-
Labor Relations	6950-34-000	107	107	-
Membership	6950-36-000	16,889	17,002	114
Safety	6950-42-000	7,388	7,388	-
Northern District	6950-46-000	641	385	(256)
Central District	6950-48-000	342	342	-
Seattle Building	6950-50-000	331,395	337,261	5,865
Seattle Marina	6950-75-000	47,083	46,699	(384)
Fife Building	6950-85-000	33,924	33,924	-
		483,543	492,063	8,520

	YTD	2016	Balance
	10/31/2016	Approved	Remaining
	Budget	Board	Board
	Budget	Contingency	Contingency
Board Contingency Expenses:	5120-13-054		
AGC National - Executive Board Meetings		1,677	
Center for Women and Democracy Mansion Event		5,000	
Airport Master Plan Contribution		10,000	
Construction Stormwater General Permit		4,665	
Board of Directors Meetings Travel		4,279	
360 Review		1,000	
		50,000	26,621
			23,379

Associated General Contractors of Washington
Unaudited Statement of Activities by Cost Center
For the 10 Month(s) ending 10/31/2016

YTD

	REVENUE			EXPENSES			REVENUE OVER EXPENSES		
	ACTUAL	BUDGET	VAR	ACTUAL	BUDGET	VAR	ACTUAL	BUDGET	VAR
I. Building & Properties:									
a) Seattle Building	2,915,449	2,765,063	150,386	1,398,440	1,436,129	(37,689)	1,517,009	1,328,933	188,075
b) Seattle Marina	616,178	582,200	33,978	380,356	414,922	(34,566)	235,822	167,278	68,543
c) Fife Building	42,593	42,150	443	91,939	94,839	(2,900)	(49,346)	(52,689)	3,343
Total Building & Properties	3,574,219	3,389,413	184,806	1,870,735	1,945,891	(75,156)	1,703,484	1,443,522	259,962
II. Association:									
1. Financial Assets	0	0	0	0	0	0	0	0	0
2. Admin. & Management									
a) Board of Trustees	0	0	0	68,006	94,887	(26,880)	(68,006)	(94,887)	26,880
b) Technology	0	0	0	107,841	119,488	(11,647)	(107,841)	(119,488)	11,647
c) Administration	43,379	39,000	4,379	308,017	289,218	18,799	(264,638)	(250,218)	(14,420)
d) Accounting	9,816	9,510	306	194,973	183,420	11,553	(185,157)	(173,910)	(11,247)
	53,195	48,510	4,685	678,837	687,013	(8,175)	(625,642)	(638,503)	12,860
3. Member Services									
a) Communications	12,567	5,833	6,733	163,869	183,932	(20,063)	(151,303)	(178,099)	26,796
b) Meetings & Events	0	0	0	47,400	85,100	(37,700)	(47,400)	(85,100)	37,700
c) Special Events	154,900	140,000	14,900	201,164	183,485	17,679	(46,264)	(43,485)	(2,779)
d) Member Service	1,814,916	1,731,000	83,916	136,950	139,366	(2,416)	1,677,966	1,591,634	86,332
e) Future Leadership Forum	5,460	10,000	(4,540)	94,655	128,855	(34,201)	(89,195)	(118,855)	29,661
	1,987,842	1,886,833	101,009	644,038	720,739	(76,701)	1,343,804	1,166,094	177,710
4. Education & Training Service									
a) Workforce Development	0	0	0	167,443	194,889	(27,446)	(167,443)	(194,889)	27,446
b) Safety	74,805	71,025	3,780	367,768	381,293	(13,525)	(292,964)	(310,268)	17,305
c) Group Retro	1,946,295	1,489,800	456,495	1,430,546	1,264,800	165,746	515,749	225,000	290,749
	2,021,099	1,560,825	460,274	1,965,756	1,840,982	124,774	55,343	(280,157)	335,500
5. Government Relations									
a) Government Affairs Council	27,510	24,500	3,010	336,708	364,306	(27,598)	(309,198)	(339,806)	30,608
b) Build-Pac	0	0	0	19,284	19,720	(436)	(19,284)	(19,720)	436
c) AGC - Federal Facilities	0	0	0	3,265	4,344	(1,078)	(3,265)	(4,344)	1,078
	27,510	24,500	3,010	359,257	388,370	(29,112)	(331,747)	(363,870)	32,122
6. Industry Relations									
a) Labor	280	0	280	199,977	208,951	(8,974)	(199,697)	(208,951)	9,254
b) Open Shop	0	0	0	15,098	15,614	(515)	(15,098)	(15,614)	515
	280	0	280	215,078	224,564	(9,486)	(214,798)	(224,564)	9,766
7. Districts									
a) Seattle District	52,500	62,200	(9,700)	183,567	240,605	(57,038)	(131,067)	(178,405)	47,338
b) Southern District	54,604	62,450	(7,846)	239,699	253,165	(13,466)	(185,095)	(190,715)	5,620
c) Northern District	0	0	0	102,790	101,439	1,351	(102,790)	(101,439)	(1,351)
d) Central WA District	15,846	19,050	(3,204)	121,738	128,545	(6,807)	(105,892)	(109,495)	3,603
	122,950	143,700	(20,750)	647,794	723,755	(75,961)	(524,844)	(580,055)	55,211
Total Association	4,212,877	3,664,368	548,509	4,510,762	4,585,423	(74,662)	(297,885)	(921,055)	623,170
Total of Assoc. & Prop	7,787,096	7,053,781	733,315	6,381,497	6,531,314	(149,817)	1,405,599	522,467	883,132
Non-Operating Income (Loss)	50,909	20,000	30,909	9,596	9,000	596	41,313	11,000	30,313
Grand Total	7,838,005	7,073,781	764,224	6,391,093	6,540,314	(149,221)	1,446,912	533,467	913,445

Associated General Contractors of Washington
Unaudited Statement of Activities by Cost Center
For the Month ending 10/31/2016

MTD

	REVENUE			EXPENSES			REVENUE OVER EXPENSE		
	ACTUAL	BUDGET	VAR	ACTUAL	BUDGET	VAR	ACTUAL	BUDGET	VAR
I. Building & Properties:									
a) Seattle Building	288,231	271,483	16,748	255,374	259,264	(3,890)	32,858	12,219	20,639
b) Seattle Marina	61,252	58,224	3,028	65,035	72,954	(7,919)	(3,783)	(14,730)	10,946
c) Fife Building	4,721	4,278	443	8,080	7,385	695	(3,359)	(3,107)	(252)
Total Building & Properties	354,204	333,985	20,219	328,488	339,603	(11,114)	25,715	(5,618)	31,333
II. Association:									
1. Financial Assets	0	0	0	0	0	0	0	0	0
2. Admin. & Management									
a) Board of Trustees	0	0	0	3,077	2,829	248	(3,077)	(2,829)	(248)
b) Technology	0	0	0	11,757	8,214	3,543	(11,757)	(8,214)	(3,543)
c) Administration	13,150	9,720	3,430	27,146	26,902	244	(13,996)	(17,182)	3,186
d) Accounting	0	0	0	15,347	15,630	(284)	(15,347)	(15,630)	284
	13,150	9,720	3,430	57,326	53,575	3,751	(44,177)	(43,855)	(322)
3. Member Services									
a) Communications	750	583	167	14,151	15,903	(1,752)	(13,401)	(15,320)	1,919
b) Meetings & Events	0	0	0	13,463	450	13,013	(13,463)	(450)	(13,013)
c) Special Events	0	0	0	2,886	3,029	(142)	(2,886)	(3,029)	142
d) Member Service	2,691	0	2,691	13,911	13,494	417	(11,220)	(13,494)	2,273
e) Future Leadership Forum	640	1,000	(360)	5,227	6,221	(994)	(4,587)	(5,221)	634
	4,081	1,583	2,498	49,639	39,096	10,543	(45,558)	(37,513)	(8,045)
4. Education & Training Service									
a) Workforce Development	0	0	0	25,086	15,619	9,467	(25,086)	(15,619)	(9,467)
b) Safety	4,502	3,250	1,252	36,375	31,649	4,726	(31,873)	(28,399)	(3,474)
c) Group Retro	110,000	126,480	(16,480)	110,000	126,480	(16,480)	0	0	0
	114,502	129,730	(15,228)	171,462	173,748	(2,287)	(56,960)	(44,018)	(12,941)
5. Government Relations									
a) Government Affairs Council	0	0	0	30,542	30,027	516	(30,542)	(30,027)	(516)
b) Build-Pac	0	0	0	2,153	1,423	730	(2,153)	(1,423)	(730)
c) AGC - Federal Facilities	0	0	0	308	400	(93)	(308)	(400)	93
	0	0	0	33,003	31,850	1,153	(33,003)	(31,850)	(1,153)
6. Industry Relations									
a) Labor	0	0	0	19,309	20,384	(1,075)	(19,309)	(20,384)	1,075
b) Open Shop	0	0	0	1,361	1,668	(306)	(1,361)	(1,668)	306
	0	0	0	20,670	22,052	(1,382)	(20,670)	(22,052)	1,382
7. Districts									
a) Seattle District	1,755	1,200	555	12,407	21,562	(9,155)	(10,652)	(20,362)	9,710
b) Southern District	3,400	3,000	400	23,285	24,147	(861)	(19,885)	(21,147)	1,261
c) Northern District	0	0	0	10,010	9,958	52	(10,010)	(9,958)	(52)
d) Central WA District	72	150	(78)	10,812	11,439	(627)	(10,740)	(11,289)	549
	5,227	4,350	877	56,514	67,106	(10,592)	(51,287)	(62,756)	11,469
Total Association	136,959	145,383	(8,424)	388,614	387,427	1,187	(251,654)	(242,044)	(9,611)
Total of Assoc. & Prop	491,163	479,368	11,795	717,102	727,029	(9,927)	(225,939)	(247,661)	21,722
Non-Operating Income (Loss)	(26,670)	2,000	(28,670)	3,251	0	3,251	(29,921)	2,000	(31,921)
Grand Total	464,492	481,368	(16,876)	720,353	727,029	(6,676)	(255,861)	(245,661)	(10,200)

Associated General Contractors of Washington
Statement of Operations
CONSOLIDATED
For the 10 Month(s) ending 10/31/2016

	OCT ACTUAL	OCT BUDGET	YTD ACTUAL	YTD BUDGET	YTD Variance	Annual BUDGET	Budget Remaining
Retro Plan Income	110,000	126,480	1,946,295	1,489,800	456,495	1,742,760	(203,535)
Retro Exp Gross	(110,000)	(126,480)	(1,430,546)	(1,264,800)	(165,746)	(1,517,760)	(87,214)
Net Retro Income	0	0	515,749	225,000	290,749	225,000	(290,749)
Membership Dues	2,691	0	1,809,068	1,725,000	84,068	1,725,000	(84,068)
Program / Grant Revenue	23,587	17,833	157,598	151,558	6,039	163,525	5,927
Event Revenue	640	1,000	283,298	281,700	1,598	283,700	402
Building / Retail Rent	270,652	251,260	2,592,943	2,519,163	73,780	3,010,185	417,242
Other Rent Revenue	78,317	76,100	881,268	804,000	77,268	950,000	68,732
Other Revenue / CAM	5,234	6,625	99,908	66,250	33,658	79,500	(20,408)
Misc Income	42	70	16,719	16,310	409	16,410	(309)
Total Revenue	381,163	352,888	6,356,550	5,788,981	567,569	6,453,320	96,770
Salaries	164,832	161,266	1,737,547	1,726,911	10,636	2,185,344	447,797
Payroll Burden Taxes and Benefits	50,026	53,544	513,858	535,436	(21,579)	642,524	128,666
Auto Expense / Corporate Travel	3,212	2,974	21,412	34,090	(12,678)	38,888	17,476
Miscellaneous Meetings	16,725	2,504	71,428	123,818	(52,390)	134,890	63,462
Consultant Fees	1,466	2,300	41,933	63,575	(21,642)	69,100	27,167
Office Expense	5,135	5,633	51,495	61,226	(9,731)	78,810	27,315
Membership Dues/Donations	22,430	15,225	147,277	187,105	(39,828)	227,950	80,673
Rent	5,161	5,621	52,605	55,484	(2,879)	66,804	14,199
Technology Expense	6,653	3,540	63,439	72,750	(9,311)	80,080	16,641
Phone Expense	1,691	2,631	24,335	26,785	(2,450)	32,242	7,907
Program/Grant Expense	2,134	6,455	90,194	136,977	(46,783)	146,537	56,343
Membership Promotion	14,987	13,242	112,211	138,670	(26,459)	208,454	96,243
Event Expense	1,056	1,625	322,824	337,903	(15,079)	356,153	33,329
Insurance/Tax/Training	4,822	6,217	75,667	69,617	6,051	79,100	3,433
Building / Marina Expense	252,909	263,059	1,086,108	1,149,027	(62,919)	1,270,469	184,361
Leasing Comm. Amort.	5,508	5,508	55,076	55,077	(0)	66,092	11,016
Depreciation	48,354	49,206	483,543	492,063	(8,520)	590,475	106,933
Total Expenses	607,102	600,549	4,950,951	5,266,514	(315,563)	6,273,912	1,322,961
Net Operating Income (Loss)	(225,939)	(247,661)	1,405,599	522,467	883,132	179,408	(1,226,191)
LT Inv - Dividends/Interest	3,905	2,000	30,325	20,000	10,325	24,000	(6,325)
LT Inv - Net Gain (Loss)	(30,575)	0	20,585	0	20,585	0	(20,585)
Investment Consultant Fee	(3,251)	0	(9,596)	(9,000)	(596)	(12,000)	(2,404)
Non-Operating Income (Loss)	(29,921)	2,000	41,313	11,000	30,313	12,000	(29,313)
Gain / Loss on Disposal of Asset	0	0	0	0	0	0	0
Grand Total	(255,861)	(245,661)	1,446,912	533,467	913,445	191,408	(1,255,504)

Associated General Contractors of Washington
Statement of Operations
ASSOCIATION
For the 10 Month(s) ending 10/31/2016

	OCT ACTUAL	OCT BUDGET	YTD ACTUAL	YTD BUDGET	YTD Variance	Annual BUDGET	Budget Remaining
Retro Plan Income	110,000	126,480	1,946,295	1,489,800	456,495	1,742,760	(203,535)
Retro Exp Gross	(110,000)	(126,480)	(1,430,546)	(1,264,800)	(165,746)	(1,517,760)	(87,214)
Net Retro Income	0	0	515,749	225,000	290,749	225,000	(290,749)
Membership Due	2,691	0	1,809,068	1,725,000	84,068	1,725,000	(84,068)
Program / Grant Revenue	23,587	17,833	157,598	151,558	6,039	163,525	5,927
Event Revenue	640	1,000	283,298	281,700	1,598	283,700	402
Misc Income	42	70	16,619	16,310	309	16,410	(209)
Total Revenue	26,959	18,903	2,782,331	2,399,568	382,763	2,413,635	(368,696)
Salaries	142,705	139,140	1,507,250	1,497,099	10,151	1,893,919	386,670
Payroll Burden Taxes and Benefits	43,322	46,422	443,489	464,221	(20,733)	557,066	113,577
Auto Expense / Corporate Travel	3,212	2,974	21,412	34,090	(12,678)	38,888	17,476
Miscellaneous Meetings	16,725	2,504	71,428	123,818	(52,390)	134,890	63,462
Consultant Fees	1,466	2,300	25,451	40,700	(15,249)	45,225	19,774
Office Expense	5,135	5,633	51,495	61,226	(9,731)	78,810	27,315
Membership Dues/Donations	22,430	15,225	147,277	187,105	(39,828)	227,950	80,673
Rent	5,161	5,621	52,605	55,484	(2,879)	66,804	14,199
Technology Expense	6,653	3,540	63,439	72,750	(9,311)	80,080	16,641
Phone Expense	1,691	2,631	24,335	26,785	(2,450)	32,242	7,907
Program/Grant Expense	2,134	6,455	90,194	136,977	(46,783)	146,537	56,343
Membership Promotion	14,987	13,242	112,211	138,670	(26,459)	208,454	96,243
Event Expense	1,056	1,625	322,824	337,903	(15,079)	356,153	33,329
Insurance/Tax/Training	4,822	6,217	75,667	69,617	6,051	79,100	3,433
Depreciation	7,114	7,418	71,140	74,178	(3,038)	89,014	17,874
Total Expenses	278,614	260,947	3,080,216	3,320,623	(240,407)	4,035,132	954,916
Net Operating Income (Loss)	(251,654)	(242,044)	(297,885)	(921,055)	623,170	(1,621,497)	(1,323,612)
Gain / Loss on Disposal of Asset	0	0	0	0	0	0	0
Grand Total	(251,654)	(242,044)	(297,885)	(921,055)	623,170	(1,621,497)	(1,323,612)

Associated General Contractors of Washington
Statement of Operations
BUILDING & MARINA
For the 10 Month(s) ending 10/31/2016

	OCT ACTUAL	OCT BUDGET	YTD ACTUAL	YTD BUDGET	YTD Variance	Annual BUDGET	Budget Remaining
Building / Retail Rent	270,652	251,260	2,592,943	2,519,163	73,780	3,010,185	417,242
Other Rent Revenue	78,317	76,100	881,268	804,000	77,268	950,000	68,732
Other Revenue / CAM	5,234	6,625	100,008	66,250	33,758	79,500	(20,508)
Total Revenue	354,204	333,985	3,574,219	3,389,413	184,806	4,039,685	465,466
Salaries	22,127	22,126	230,297	229,813	485	291,424	61,127
Payroll Burden Taxes & Benefits	6,704	7,122	70,369	71,215	(846)	85,458	15,089
Consultant Fees	-	-	16,482	22,875	(6,393)	23,875	7,393
Building / Marina Expense	252,909	263,059	1,086,108	1,149,027	(62,919)	1,270,469	184,361
Leasing Comm. Amort.	5,508	5,508	55,076	55,077	(0)	66,092	11,016
Depreciation	41,240	41,788	412,403	417,885	(5,482)	501,462	89,059
Total Expenses	328,488	339,603	1,870,735	1,945,891	(75,156)	2,238,780	368,045
Gain / Loss on Disposal of Asset	-	-	-	-	-	-	-
Net Operating Income (Loss)	25,715	(5,618)	1,703,484	1,443,522	259,962	1,800,905	97,421

Associated General Contractors of Washington
Statement of Operations
SEATTLE BUILDING
For the 10 Month(s) ending 10/31/2016

		OCT ACTUAL	OCT BUDGET	YTD ACTUAL	YTD BUDGET	YTD Variance	Annual BUDGET	Budget Remaining
Building Rent - Seattle	4700-50-000	219,700	200,750	2,088,660	2,014,733	73,927	2,404,735	316,075
Parking Lot Income	4701-50-000	23,344	24,000	329,954	283,000	46,954	325,000	(4,954)
Operating Expense Reimb - Seattle Building	4702-50-000	3,378	5,000	78,631	50,000	28,631	60,000	(18,631)
Retail Rents	4703-50-000	41,683	41,683	416,830	416,830	0	500,196	83,366
Other Rental Income	4704-50-000	102	0	778	0	778	0	(778)
Late Fee Income:BLDG	4705-50-000	0	0	0	0	0	0	0
ATM Rental Income	4706-50-000	24	50	496	500	(4)	600	104
Misc Income - Bldg	4900-50-000	0	0	100	0	100	0	(100)
Total Revenue		288,231	271,483	2,915,449	2,765,063	150,386	3,290,531	375,082
Salaries	5010-50-000	12,929	12,928	135,132	129,284	5,847	155,141	20,009
Payroll Taxes	5020-50-052	1,064	1,180	12,389	11,801	587	14,162	1,773
Health/Security/LTD	5020-50-070	1,721	1,634	17,207	16,341	867	19,609	2,401
Pension	5020-50-139	1,280	1,230	13,395	12,299	1,097	14,759	1,363
Incentive Compensation	5010-50-058	0	0	0	4,800	(4,800)	14,545	14,545
Legal / Professional	5040-50-060	0	0	0	3,000	(3,000)	4,000	4,000
Audit	5040-50-076	0	0	9,482	9,375	107	9,375	(107)
Roof Repairs & Maint-Gen	6020-50-300	0	0	2,521	2,525	(4)	2,525	4
Pkg Lot Rep & Maint-Gen	6035-50-300	0	0	3,906	400	3,506	400	(3,506)
Snow Removal	6036-50-300	0	0	0	4,470	(4,470)	4,470	4,470
HVAC Contr Serv & Per-Off	6040-50-100	0	5,070	15,492	20,280	(4,788)	20,280	4,788
HVAC Contr Serv & Per-Gen	6040-50-300	0	1,535	5,330	6,140	(810)	6,140	810
HVAC Repairs & Maint-Off	6045-50-100	0	1,800	17,115	21,050	(3,935)	24,215	7,100
HVAC R & M- Conference Room	6045-50-300	0	500	0	2,000	(2,000)	2,000	2,000
Elev Contr Serv & Per-Off	6050-50-100	0	1,245	10,865	11,970	(1,105)	14,460	3,595
Elevator Rep & Maint-Off	6055-50-100	1,393	0	2,395	2,070	325	2,270	(125)
Electrical Rep & Supp-Off	6060-50-100	671	1,120	6,394	8,910	(2,516)	10,455	4,061
Plumbing Rep & Supp-Off	6070-50-100	0	500	12,427	5,900	6,527	6,900	(5,527)
Fire / Life / Safety-Gen	6080-50-300	1,811	3,040	25,651	18,440	7,211	19,315	(6,336)
General Repair & Maint-NR (Non-CAM Exp)	6100-50-000	(17)	500	5,118	5,000	118	6,000	882
General Rep & Maint-Off	6100-50-100	94	835	6,307	15,500	(9,193)	17,170	10,863
Painting & Decorating-Off	6110-50-100	0	0	84	1,250	(1,166)	1,250	1,166
Locks, Keys & Signage-Off	6120-50-100	(70)	0	3,786	3,850	(64)	4,450	664
Pest Control-Off	6130-50-100	0	57	603	570	33	684	81
Ext Landscaping Serv-Gen	6210-50-300	0	910	10,946	9,650	1,296	11,470	524
Ext Landscaping Rep-Gen	6220-50-300	0	0	219	310	(91)	310	91
Int Landscaping Serv-Off	6230-50-100	0	540	4,853	5,400	(547)	6,480	1,627
Base Janitorial Contr-Off	6310-50-100	8,311	7,200	80,429	72,000	8,429	86,400	5,971

Associated General Contractors of Washington
Statement of Operations
SEATTLE BUILDING
For the 10 Month(s) ending 10/31/2016

		OCT ACTUAL	OCT BUDGET	YTD ACTUAL	YTD BUDGET	YTD Variance	Annual BUDGET	Budget Remaining
Janitorial-Tenant Share	6310-50-900	178	177	1,777	1,770	7	2,124	348
Janitorial-Tenant Offset	6310-50-910	(178)	(177)	(1,777)	(1,770)	(7)	(2,124)	(348)
Janitorial Supplies-Gen	6320-50-300	0	1,945	22,248	19,450	2,798	23,340	1,092
Window Cleaning-Off	6330-50-100	150	150	8,525	7,865	660	10,395	1,870
Other Janitorial Serv-Off	6380-50-100	200	445	1,000	4,450	(3,450)	5,340	4,340
Other Janitorial Serv-Gen	6380-50-300	425	425	4,250	4,250	0	5,100	850
Other Security Serv-Gen	6450-50-300	0	0	2,865	3,195	(330)	3,195	330
Electricity-Off	6510-50-100	18,195	9,090	101,751	90,900	10,851	109,080	7,330
Water/Sewer-Off	6520-50-100	(1,141)	2,690	17,150	26,900	(9,750)	32,280	15,130
Water/Sewer-Tenant Share	6520-50-900	1,141	1,225	12,377	12,250	127	14,700	2,323
Water/Sewer-Tenant Offset	6520-50-910	(1,141)	(1,225)	(12,377)	(12,250)	(127)	(14,700)	(2,323)
Gas-Off	6530-50-100	0	4,585	18,994	45,850	(26,856)	55,020	36,026
Trash Removal & Recyc-Off	6550-50-100	5,472	2,385	24,155	23,850	305	28,620	4,465
Marketing & Leasing-NR	6710-50-000	0	100	0	1,000	(1,000)	1,200	1,200
Tenant Relations-NR	6720-50-000	0	65	5,930	7,240	(1,310)	7,240	1,310
On-Site Costs-Gen	6740-50-300	343	417	6,627	4,167	2,461	5,000	(1,627)
Administrative / Office Exp	6780-50-000	0	583	3,952	5,833	(1,881)	7,000	3,048
Other Administrative-Gen	6780-50-300	168	667	3,126	6,667	(3,541)	8,000	4,874
Real Estate Taxes-Gen	6810-50-300	154,541	145,000	295,567	290,000	5,567	290,000	(5,567)
Personal Property Tax-Gen	6820-50-300	0	0	589	1,000	(411)	1,000	411
Insurance-Gen	6900-50-300	9,528	10,000	96,603	100,000	(3,397)	120,000	23,397
Interest Expense	6910-50-000	0	0	0	0	0	0	0
Bad Debt: BLDG	6920-50-000	0	0	0	0	0	0	0
Brokers' Commission-Amortizatn	6600-50-000	5,167	5,167	51,666	51,667	(0)	62,000	10,334
Depreciation	6950-50-000	33,140	33,726	331,395	337,261	(5,865)	404,713	73,318
Total Expenses		255,374	259,264	1,398,440	1,436,129	(37,689)	1,657,758	259,318
Net Income		32,858	12,219	1,517,009	1,328,933	188,075	1,632,773	115,765

Associated General Contractors of Washington
Statement of Operations
SEATTLE MARINA
For the 10 Month(s) ending 10/31/2016

		OCT	OCT	YTD	YTD	YTD	Annual	Budget
		ACTUAL	BUDGET	ACTUAL	BUDGET	Variance	BUDGET	Remaining
Building Rent - Marina Bldg	4700-75-000	4,549	4,549	44,860	45,450	(590)	54,548	9,688
Moorage Rent/A-E Docks	4701-75-000	54,871	52,100	550,536	521,000	29,536	625,000	74,464
Other Income / Service Fee	4702-75-000	332	125	3,382	1,250	2,132	1,500	(1,882)
Late Fee Income	4705-75-000	200	0	2,450	0	2,450	0	(2,450)
LAB Fee	4707-75-000	1,300	1,450	14,950	14,500	450	17,400	2,450
Total Revenue		61,252	58,224	616,178	582,200	33,978	698,448	82,270
Salaries	5010-75-000	8,552	8,552	88,457	85,520	2,937	102,624	14,167
Payroll Taxes	5020-75-052	753	819	8,157	8,191	(34)	9,829	1,672
Health/Security/LTD	5020-75-070	979	1,169	9,789	11,687	(1,899)	14,025	4,236
Pension	5020-75-139	698	864	7,282	8,639	(1,357)	10,367	3,084
Incentive Compensation	5010-75-058	0	0	0	3,450	(3,450)	10,455	10,455
Legal-NR	5040-75-060	0	0	0	3,500	(3,500)	3,500	3,500
Audit	5040-75-076	0	0	4,500	4,500	0	4,500	0
Covered Moorage - R & M - NR	6020-75-000	0	0	325	1,450	(1,125)	1,450	1,125
Electrical Rep & Supp-NR	6060-75-000	(1,367)	0	197	1,150	(953)	1,150	953
Plumbing Rep & Supp-NR	6070-75-000	0	0	1,289	1,965	(676)	2,335	1,046
Fire / Life / Safety-NR	6080-75-000	(36)	805	787	1,720	(933)	1,810	1,023
General Reprs & Maint-NR	6100-75-000	0	325	1,892	4,750	(2,858)	5,400	3,508
Painting & Decorating-NR	6110-75-000	0	0	0	1,200	(1,200)	1,200	1,200
Locks, Keys & Signage-NR	6120-75-000	0	210	0	2,100	(2,100)	2,520	2,520
Base Janitorial Contr-NR	6310-75-000	0	235	1,935	2,350	(415)	2,820	885
Janitorial Supplies-NR	6320-75-000	0	125	1,410	1,250	160	1,500	90
Other Janitorial Serv-NR	6380-75-000	0	25	0	250	(250)	300	300
Land Lease Payments-NR	6460-75-000	25,323	26,500	100,380	106,000	(5,620)	106,000	5,620
Electricity-NR	6510-75-000	1,973	4,150	31,616	41,500	(9,884)	49,800	18,184
Electricity-Tenant Offset	6510-75-910	(763)	(3,350)	(27,345)	(33,500)	6,155	(40,200)	(12,855)
Water & Sewer-NR	6520-75-000	0	340	4,032	3,400	632	4,080	48
Water/Sewer-Tenant Offset	6520-75-910	(306)	(235)	(2,372)	(2,350)	(22)	(2,820)	(448)
Trash Removal & Recyc-NR	6550-75-000	340	1,525	16,354	15,250	1,104	18,300	1,946
Other Administration-NR	6780-75-000	0	500	1,664	5,000	(3,336)	6,000	4,336
Real Estate Taxes-NR	6810-75-000	19,762	21,000	37,833	42,000	(4,167)	42,000	4,167
Special Assessments-NR	6830-75-000	0	0	208	0	208	0	(208)
Insurance-NR	6900-75-000	4,417	4,725	44,881	47,250	(2,369)	56,700	11,819
Bad Debt: MARINA	6920-75-000	0	0	0	0	0	0	0
Depreciation	6950-75-000	4,708	4,670	47,083	46,699	384	56,039	8,956
Total Expenses		65,035	72,954	380,356	414,922	(34,566)	471,684	91,328
Net Income		(3,783)	(14,730)	235,822	167,278	68,543	226,764	(9,057)

Associated General Contractors of Washington
Statement of Operations
FIFE BUILDING
For the 10 Month(s) ending 10/31/2016

		OCT ACTUAL	OCT BUDGET	YTD ACTUAL	YTD BUDGET	YTD Variance	Annual BUDGET	Budget Remaining
Office Rent - Fife Building	4700-85-000	4,721	4,278	42,593	42,150	443	50,706	8,113
Operating Exp Reimbursement - Fife Building	4702-85-000	0	0	0	0	0	0	0
Total Revenue		4,721	4,278	42,593	42,150	443	50,706	8,113
Salaries	5010-85-000	646	646	6,709	6,458	250	7,750	1,041
Payroll Taxes	5020-85-052	54	63	574	631	(57)	757	184
Health/Security/LTD	5020-85-070	97	101	968	1,007	(40)	1,209	241
Pension	5020-85-139	58	62	608	618	(10)	742	134
Incentive Compensation	5010-85-058	0	0	0	300	(300)	909	909
Audit	5040-85-076	0	0	2,500	2,500	0	2,500	0
Building Cleaning	6010-85-000	690	690	6,900	6,900	0	8,280	1,380
Supplies & Materials	6270-85-000	0	110	142	440	(298)	440	298
Misc. Building Maintenance	6290-85-000	2,190	200	4,159	4,700	(541)	5,700	1,541
Fire Alarm System Monitoring	6292-85-000	0	950	984	1,100	(116)	1,100	116
HVAC Maintenance & Repairs	6400-85-000	0	0	3,491	1,800	1,691	2,400	(1,091)
Electricity	6510-85-000	0	330	1,780	3,300	(1,520)	4,000	2,220
Water & Sewer	6520-85-000	393	175	2,532	1,750	782	2,100	(432)
Gas	6530-85-000	52	160	790	1,600	(810)	1,920	1,130
Trash Removal & Recyc	6550-85-000	167	165	1,499	1,650	(151)	1,980	481
Brokers' Commission - Amort - Fife	6600-85-000	341	341	3,410	3,410	0	4,092	682
Real Estate Taxes	6730-85-240	0	0	14,277	16,000	(1,723)	16,000	1,723
Insurance & Bonds	6900-85-000	0	0	6,693	6,750	(57)	6,750	57
Depreciation	6950-85-000	3,392	3,392	33,924	33,924	0	40,709	6,785
Total Expenses		8,080	7,385	91,939	94,839	(2,900)	109,338	17,399
Net Income		(3,359)	(3,107)	(49,346)	(52,689)	3,343	(58,632)	(9,286)

Associated General Contractors of Washington
Statement of Operations
BOARD OF TRUSTEES
For the 10 Month(s) ending 10/31/2016

		OCT ACTUAL	OCT BUDGET	YTD ACTUAL	YTD BUDGET	YTD Variance	Annual BUDGET	Budget Remaining
Salaries	5010-13-000	2,226	2,206	22,559	22,058	500	26,470	3,911
Payroll Taxes	5020-13-052	83	165	1,692	1,654	38	1,984	293
Health/Security/LTD	5020-13-070	200	207	1,996	2,074	(78)	2,489	493
Pension	5020-13-139	219	225	2,247	2,251	(4)	2,701	455
Incentive Compensation	5010-13-058	0	0	0	600	(600)	1,818	1,818
Officers / Board Meetings	5035-13-056	109	25	6,987	8,950	(1,963)	9,000	2,013
Miscellaneous Expense	5035-13-072	0	0	4,437	5,100	(663)	5,900	1,463
Office Expense	5050-13-000	240	0	1,468	2,200	(732)	3,200	1,732
Board Contingency	5120-13-054	0	0	26,621	50,000	(23,379)	50,000	23,379
Total Expenses		3,077	2,829	68,006	94,887	(26,880)	103,562	35,556
Net Income		(3,077)	(2,829)	(68,006)	(94,887)	26,880	(103,562)	(35,556)

Associated General Contractors of Washington
Statement of Operations
TECHNOLOGY
For the 10 Month(s) ending 10/31/2016

		OCT ACTUAL	OCT BUDGET	YTD ACTUAL	YTD BUDGET	YTD Variance	Annual BUDGET	Budget Remaining
Salaries	5010-17-000	1,943	1,943	20,180	19,429	751	23,315	3,135
Payroll Taxes	5020-17-052	153	168	1,642	1,679	(37)	2,015	373
Health/Security/LTD	5020-17-070	197	209	1,969	2,090	(121)	2,508	539
Pension	5020-17-139	185	195	1,899	1,945	(47)	2,334	436
Incentive Compensation	5010-17-058	0	0	0	600	(600)	1,818	1,818
Travel	5030-17-000	0	0	0	0	0	0	0
Miscellaneous Meetings	5035-17-072	82	30	291	300	(10)	360	70
Office Exp	5050-17-000	0	20	152	200	(48)	240	88
New Application	5081-17-017	55	0	240	750	(510)	1,000	760
Tech Equipment Maint- Parts	5082-17-000	759	0	6,011	12,500	(6,489)	12,500	6,489
Tech Equipment Maint- Parts	5082-17-019	0	0	1,085	0	1,085	0	(1,085)
Tech Equipment Maint- Parts	5082-17-036	0	0	0	0	0	0	0
Professional Service	5083-17-000	0	0	0	0	0	0	0
Professional Service	5083-17-017	2,953	3,000	29,693	30,000	(307)	36,000	6,307
Professional Service	5083-17-036	0	0	6,000	7,150	(1,150)	7,150	1,150
Professional Service	5083-17-042	0	0	0	0	0	0	0
Cell Phone Exp.	5087-17-000	622	150	2,012	1,900	112	2,400	388
New / Renewal Software License Fee	5089-17-017	0	0	10,529	15,950	(5,421)	15,950	5,421
Virus / Firewall Renewals	5089-17-062	0	0	0	0	0	0	0
Depreciation	6950-17-000	2,134	2,499	21,345	24,995	(3,650)	29,994	8,649
Total Expenses		11,757	8,214	107,841	119,488	(11,647)	137,584	29,743
Net Income		(11,757)	(8,214)	(107,841)	(119,488)	11,647	(137,584)	(29,743)

Associated General Contractors of Washington
Statement of Operations
ADMINISTRATION
For the 10 Month(s) ending 10/31/2016

		OCT ACTUAL	OCT BUDGET	YTD ACTUAL	YTD BUDGET	YTD Variance	Annual BUDGET	Budget Remaining
Conference Center Rental	4100-18-238	0	200	2,350	900	1,450	900	(1,450)
McGraw Hill Affinity Plan	4100-18-303	0	0	60	0	60	0	(60)
Verizon Affinity Plan - NPP	4100-18-304	10,348	6,500	28,947	26,000	2,947	26,000	(2,947)
Enterprise Affinity Plan	4100-18-305	0	0	0	0	0	0	0
Office Depot Affinity Plan	4100-18-310	2,802	3,000	11,962	12,000	(38)	12,000	38
Misc Income	4900-18-194	0	20	60	100	(40)	100	40
Misc Income/Service	4900-18-195	0	0	0	0	0	0	0
Gain/Loss on Disposal of Asset	4950-18-000	0	0	0	0	0	0	0
Total Revenue		13,150	9,720	43,379	39,000	4,379	39,000	(4,379)
Salaries	5010-18-000	14,804	12,597	136,992	125,971	11,021	151,165	14,174
Temp Help	5010-18-051	0	175	25,579	1,750	23,829	2,000	(23,579)
Employee Milestone Awards	5010-18-057	0	0	9,909	7,500	2,409	7,500	(2,409)
Payroll Taxes	5020-18-052	807	1,033	11,076	10,330	746	12,396	1,321
Health/Security/LTD	5020-18-070	2,055	1,552	16,669	15,521	1,149	18,625	1,956
Pension	5020-18-139	1,268	1,316	13,281	13,160	122	15,792	2,510
Incentive Compensation	5010-18-058	0	0	0	4,590	(4,590)	13,909	13,909
Auto / Travel Expense	5030-18-000	0	0	23	0	23	0	(23)
Miscellaneous Meetings	5035-18-072	459	416	2,580	4,160	(1,580)	5,000	2,420
Legal	5040-18-060	314	335	912	3,350	(2,438)	4,000	3,088
Office Exp.	5050-18-000	863	1,641	15,716	19,410	(3,694)	22,700	6,984
Office Equipment Lease	5050-18-066	582	205	2,262	2,050	212	2,460	198
Office Equipment Maintenance	5050-18-067	0	699	4,774	6,990	(2,216)	8,390	3,616
Postage - Administration	5050-18-069	8	35	339	350	(11)	420	81
Parking / Metro	5050-18-071	135	150	1,384	1,500	(116)	1,800	416
Contract Printing	5050-18-074	0	50	0	500	(500)	600	600
Office Equipment - Interest	5050-18-290	0	20	28	200	(172)	240	212
Membership Dues	5060-18-061	0	0	1,375	1,630	(255)	1,630	255
Subscriptions	5060-18-062	0	25	0	125	(125)	625	625
Donations/ Memorials	5060-18-063	0	100	649	1,000	(351)	1,200	551
Internet Connection	5085-18-000	0	285	2,520	2,850	(330)	3,420	900
Telephone Exp.- Admin.	5086-18-000	484	550	4,797	5,500	(703)	6,600	1,803
Cell Phone Exp.- Admin.	5087-18-000	0	190	1,388	1,900	(512)	2,280	892
Insurance & Bonds	5900-18-064	0	0	8,058	8,000	58	8,000	(58)
Staff Professional Training	5900-18-065	4,360	4,567	37,306	40,867	(3,561)	50,000	12,694
Personal Property Taxes	5900-18-068	0	0	317	400	(83)	400	83
Depreciation	6950-18-000	1,008	961	10,083	9,615	469	11,538	1,454
Total Expenses		27,146	26,902	308,017	289,218	18,799	352,690	44,673
Net Income		(13,996)	(17,182)	(264,638)	(250,218)	(14,420)	(313,690)	(49,052)

Associated General Contractors of Washington
Statement of Operations
ACCOUNTING
For the 10 Month(s) ending 10/31/2016

		OCT ACTUAL	OCT BUDGET	YTD ACTUAL	YTD BUDGET	YTD Variance	Annual BUDGET	Budget Remaining
Misc. Income - Accounting	4900-19-195	0	0	306	0	306	0	(306)
AGCA Discount Earned	4900-19-200	0	0	9,510	9,510	0	9,510	0
Total Revenue		0	0	9,816	9,510	306	9,510	(306)
Salaries	5010-19-000	10,038	9,068	106,277	90,684	15,592	108,821	2,545
Temp Help	5010-19-051	0	0	0	8,000	(8,000)	10,000	10,000
Payroll Taxes	5020-19-052	807	803	8,773	8,029	744	9,635	862
Health/Security/LTD	5020-19-070	1,414	1,084	14,142	10,839	3,303	13,007	(1,135)
Pension	5020-19-139	824	913	8,607	9,125	(518)	10,950	2,343
Incentive Compensation	5010-19-058	0	0	0	3,150	(3,150)	9,545	9,545
Auto Expense	5030-19-000	0	20	0	200	(200)	240	240
Miscellaneous Meetings	5035-19-072	0	58	434	583	(150)	700	266
Audit	5040-19-076	0	0	8,625	8,625	0	8,625	0
ADP Payroll Fees	5040-19-077	508	475	6,024	4,975	1,049	6,000	(24)
Professional Service	5040-19-144	0	290	1,754	2,900	(1,146)	3,500	1,746
Office Exp.	5050-19-000	309	75	827	750	77	900	73
Postage - Accounting	5050-19-069	43	100	580	1,000	(420)	1,200	620
Contract Printing	5050-19-074	351	0	351	400	(49)	400	49
Bank Charge	5050-19-231	194	50	986	500	486	600	(386)
Membership Dues	5060-19-061	0	0	585	735	(150)	735	150
Subscriptions	5060-19-062	0	0	67	180	(113)	300	233
Discounts Allowed (Visa/Dues)	5140-19-078	302	1,000	11,979	17,000	(5,021)	23,000	11,021
State Excise Taxes	5900-19-079	462	100	17,925	7,300	10,625	7,500	(10,425)
City Excise Tax	5900-19-279	0	1,500	6,094	7,500	(1,406)	7,500	1,406
Depreciation	6950-19-000	94	94	944	944	0	1,133	189
Total Expenses		15,347	15,630	194,973	183,420	11,553	224,291	29,318
Net Income		(15,347)	(15,630)	(185,157)	(173,910)	(11,247)	(214,781)	(29,624)

Associated General Contractors of Washington
Statement of Operations
COMMUNICATIONS
For the 10 Month(s) ending 10/31/2016

		OCT ACTUAL	OCT BUDGET	YTD ACTUAL	YTD BUDGET	YTD Variance	Annual BUDGET	Budget Remaining
Website Advertising	4100-22-197	750	583	12,567	5,833	6,733	7,000	(5,567)
Total Revenue		750	583	12,567	5,833	6,733	7,000	(5,567)
Salaries	5010-22-000	10,129	10,320	104,513	103,200	1,313	123,840	19,327
Payroll Taxes	5020-22-052	807	980	8,595	9,795	(1,200)	11,754	3,159
Health/Security/LTD	5020-22-070	1,324	1,378	13,242	13,784	(543)	16,541	3,299
Pension	5020-22-139	966	1,032	10,265	10,320	(55)	12,384	2,119
Incentive Compensation	5010-22-058	0	0	0	4,050	(4,050)	12,273	12,273
Auto Expense	5030-22-000	0	40	148	400	(252)	480	332
Miscellaneous Meetings	5035-22-072	6	75	47	750	(703)	900	853
Professional Service	5040-22-144	644	150	644	5,650	(5,006)	6,000	5,356
Website Maintenance	5040-22-250	0	50	0	500	(500)	600	600
Office Exp.	5050-22-000	25	25	1,480	250	1,230	300	(1,180)
Postage - Communications	5050-22-069	0	100	728	1,000	(272)	1,200	472
Protrait Photography	5050-22-089	0	60	0	600	(600)	720	720
Subscriptions	5060-22-062	0	25	0	250	(250)	300	300
Cell Phone Exp.- Comm.	5087-22-000	75	100	750	1,000	(250)	1,200	450
Advertising	5140-22-082	0	500	10,090	22,000	(11,910)	22,600	12,510
Public Relations	5140-22-083	0	300	8,583	2,700	5,883	3,300	(5,283)
Newsletter	5140-22-084	175	175	2,434	1,750	684	2,100	(334)
Annual & Special Reports	5140-22-086	0	550	2,350	5,500	(3,150)	6,600	4,250
Total Expenses		14,151	15,903	163,869	183,932	(20,063)	223,611	59,742
Net Income		(13,401)	(15,320)	(151,303)	(178,099)	26,796	(216,611)	(65,309)

Associated General Contractors of Washington
Statement of Operations
MEETING AND EVENTS
For the 10 Month(s) ending 10/31/2016

		OCT ACTUAL	OCT BUDGET	YTD ACTUAL	YTD BUDGET	YTD Variance	Annual BUDGET	Budget Remaining
CEO Out of Town Travel	5035-24-090	0	250	259	2,500	(2,241)	3,000	2,741
Executive Leadership Council	5035-24-094	288	0	4,047	2,600	1,447	4,400	353
National AGC Convention	5035-24-095	0	0	8,520	35,000	(26,480)	35,000	26,480
Western Chapters Meetings	5035-24-098	212	1,200	6,252	13,500	(7,248)	13,500	7,248
National AGC Leadership Conference	5035-24-099	12,963	(1,000)	18,184	20,000	(1,816)	20,000	1,816
Chapter Meetings	5035-24-100	0	0	0	1,200	(1,200)	1,200	1,200
Miscellaneous Conference	5035-24-126	0	0	3,469	4,000	(531)	4,000	531
Immediate Past President Night	5150-24-093	0	0	3,517	3,000	517	3,000	(517)
Old Timers Night	5150-24-129	0	0	3,152	3,300	(148)	3,300	148
Total Expenses		13,463	450	47,400	85,100	(37,700)	87,400	40,000
Net Income		(13,463)	(450)	(47,400)	(85,100)	37,700	(87,400)	(40,000)

Associated General Contractors of Washington
Statement of Operations
SPECIAL EVENTS
For the 10 Month(s) ending 10/31/2016

		OCT ACTUAL	OCT BUDGET	YTD ACTUAL	YTD BUDGET	YTD Variance	Annual BUDGET	Budget Remaining
Build Washington Awards	4150-25-127	0	0	47,845	45,000	2,845	45,000	(2,845)
Annual Convention	4150-25-128	0	0	107,055	95,000	12,055	95,000	(12,055)
Total Revenue		0	0	154,900	140,000	14,900	140,000	(14,900)
Salaries	5010-25-000	2,156	2,156	22,464	21,563	901	25,875	3,412
Payroll Taxes	5020-25-052	181	207	1,940	2,075	(134)	2,490	549
Health/Security/LTD	5020-25-070	293	304	2,929	3,039	(110)	3,646	718
Pension	5020-25-139	226	236	2,335	2,359	(24)	2,831	496
Incentive Compensation	5010-25-058	0	0	0	900	(900)	2,727	2,727
Auto Expense	5030-25-000	0	100	292	900	(608)	1,100	808
Miscellaneous Meetings	5035-25-072	0	0	172	300	(128)	300	128
Office Exp.	5050-25-000	0	25	154	250	(96)	300	146
Postage	5050-25-069	29	0	70	100	(30)	100	30
Build Washington Awards	5150-25-127	0	0	55,390	45,000	10,390	45,000	(10,390)
Annual Convention	5150-25-128	0	0	102,499	95,000	7,499	95,000	(7,499)
Award & Recognition	5150-25-130	0	0	12,919	12,000	919	12,000	(919)
Total Expenses		2,886	3,029	201,164	183,485	17,679	191,370	(9,795)
Net Income		(2,886)	(3,029)	(46,264)	(43,485)	(2,779)	(51,370)	(5,105)

Associated General Contractors of Washington
Statement of Operations
MEMBER SERVICE
For the 10 Month(s) ending 10/31/2016

		OCT ACTUAL	OCT BUDGET	YTD ACTUAL	YTD BUDGET	YTD Variance	Annual BUDGET	Budget Remaining
Intro / Retro	4010-36-204	1,900	0	63,552	5,900	57,652	5,900	(57,652)
Constructor In	4010-36-206	0	0	9,326	7,700	1,626	7,700	(1,626)
Min Dues - Introductory GC	4010-36-209	425	0	425	4,250	(3,825)	4,250	3,825
Min Dues - Associates	4010-36-211	166	0	180,568	176,500	4,068	176,500	(4,068)
Nat'l Educational Associate	4010-36-212	0	0	0	0	0	0	0
Min Dues - Retro	4010-36-213	0	0	5,656	6,000	(344)	6,000	344
Youth Constructor Dues	4010-36-248	200	0	1,283	100	1,183	100	(1,183)
NH-GC Dues	4030-36-205	0	0	215,320	237,000	(21,680)	237,000	21,680
Vol Dues - GC	4030-36-208	0	0	935,520	876,000	59,520	876,000	(59,520)
Vol Dues - Sub	4030-36-210	0	0	397,419	411,550	(14,131)	411,550	14,131
Prior Years Dues	4040-36-000	0	0	0	0	0	0	0
Sub-Total Dues Revenue		2,691	0	1,809,068	1,725,000	84,068	1,725,000	(84,068)
				<i>YTD % to Budget</i>				<i>104.87%</i>
Misc Income/Mailing Labels	4900-36-198	0	0	30	0	30	0	(30)
Roster Advertising	4900-36-216	0	0	5,818	6,000	(182)	6,000	182
Sub-Total Other Revenue		0	0	5,848	6,000	(152)	6,000	152
Total Revenue		2,691	0	1,814,916	1,731,000	83,916	1,731,000	(83,916)
Salaries	5010-36-000	8,514	8,474	87,786	84,742	3,044	101,690	13,904
Payroll Taxes	5020-36-052	494	739	6,991	7,392	(401)	8,870	1,880
Health/Security/LTD	5020-36-070	1,115	1,155	11,155	11,551	(396)	13,861	2,706
Pension	5020-36-139	763	860	8,076	8,600	(524)	10,319	2,244
Incentive Compensation	5010-36-058	0	0	0	3,450	(3,450)	10,455	10,455
Auto Expense	5030-36-000	0	0	112	300	(188)	300	188
Miscellaneous Meetings	5035-36-072	3	100	55	1,000	(945)	1,200	1,145
W. Chapters "Membership" Meeting	5035-36-098	1,240	0	2,113	2,000	113	2,000	(113)
Office Exp.	5050-36-000	0	0	412	600	(188)	600	188
Postage - Member Services	5050-36-069	18	240	154	480	(326)	1,030	876
Cell Phone Exp.- Member Services	5087-36-000	75	100	1,062	1,000	62	1,200	138
Early Payment Disc. (2%)	5140-36-078	0	0	994	0	994	28,000	27,006
Membership Promotion	5140-36-080	0	125	1,153	1,250	(97)	2,000	847
Depreciation	6950-36-000	1,689	1,700	16,889	17,002	(114)	20,403	3,514
Total Expenses		13,911	13,494	136,950	139,366	(2,416)	201,928	64,978
Net Income		(11,220)	(13,494)	1,677,966	1,591,634	86,332	1,529,072	(148,894)

Associated General Contractors of Washington
Statement of Operations
FUTURE LEADERSHIP FORUM
For the 10 Month(s) ending 10/31/2016

		OCT ACTUAL	OCT BUDGET	YTD ACTUAL	YTD BUDGET	YTD Variance	Annual BUDGET	Budget Remaining
FLF Event Revenue	4150-16-175	640	1,000	5,460	10,000	(4,540)	12,000	6,540
Total Revenue		640	1,000	5,460	10,000	(4,540)	12,000	6,540
Salaries	5010-16-000	2,996	2,988	30,586	29,875	710	35,850	5,265
Payroll Taxes	5020-16-052	232	295	2,468	2,949	(480)	3,538	1,070
Health/Security/LTD	5020-16-070	526	546	5,258	5,455	(197)	6,546	1,288
Pension	5020-16-139	280	321	2,883	3,207	(323)	3,848	965
Incentive Compensation	5010-16-058	0	0	0	1,650	(1,650)	5,000	5,000
Rent / Facility Cost	5035-16-000	0	0	0	0	0	0	0
Student Chapter Sponsorship	5120-16-162	0	0	0	20,000	(20,000)	20,000	20,000
Student Chapter / Member Meetings	5140-16-177	0	142	560	1,420	(860)	1,704	1,144
Event / Entertainment	5150-16-175	1,056	1,625	45,440	61,250	(15,810)	79,500	34,060
Food / Beverage	5300-16-000	137	305	7,460	3,050	4,410	3,660	(3,800)
Total Expenses		5,227	6,221	94,655	128,855	(34,201)	159,646	64,992
Net Income		(4,587)	(5,221)	(89,195)	(118,855)	29,661	(147,646)	(58,452)

Associated General Contractors of Washington
Statement of Operations
WORKFORCE DEVELOPMENT
For the 10 Month(s) ending 10/31/2016

		OCT ACTUAL	OCT BUDGET	YTD ACTUAL	YTD BUDGET	YTD Variance	Annual BUDGET	Budget Remaining
Salaries	5010-26-000	1,620	1,620	16,951	16,200	751	19,440	2,489
Payroll Taxes	5020-26-052	128	136	1,368	1,363	5	1,636	267
Health/Security/LTD	5020-26-070	152	159	1,524	1,586	(63)	1,904	380
Pension	5020-26-139	156	162	1,614	1,623	(9)	1,947	334
Incentive Compensation	5010-26-058	0	0	0	450	(450)	1,364	1,364
Donations - Other	5060-26-000	4,688	0	10,170	45,000	(34,830)	60,000	49,830
Donations - AGCEF	5060-26-063	10,542	10,542	105,417	105,417	0	126,500	21,083
Endowment - AGCEF	5062-26-063	0	0	0	0	0	0	0
Events	5120-26-158	0	750	0	750	(750)	3,250	3,250
Education Subsidy to Members	5140-26-136	7,800	2,250	30,400	22,500	7,900	27,000	(3,400)
Total Expenses		25,086	15,619	167,443	194,889	(27,446)	243,040	75,598
Net Income		(25,086)	(15,619)	(167,443)	(194,889)	27,446	(243,040)	(75,598)

Associated General Contractors of Washington
Statement of Operations
SAFETY
For the 10 Month(s) ending 10/31/2016

		OCT ACTUAL	OCT BUDGET	YTD ACTUAL	YTD BUDGET	YTD Variance	Annual BUDGET	Budget Remaining
Safety Promotion Items	4100-42-080	1,220	1,500	24,010	21,000	3,010	23,700	(310)
Safety Team Inspections	4100-42-218	3,240	1,700	19,440	21,975	(2,535)	24,975	5,535
Safety Training	4100-42-219	0	0	6,500	5,000	1,500	5,000	(1,500)
Safety Grants Income	4100-42-241	0	0	0	0	0	0	0
Field Day / Safety Team (Golf)	4150-42-176	0	0	24,240	22,350	1,890	22,350	(1,890)
Shipping - Safety Products	4900-42-195	42	50	615	700	(85)	800	185
Total Revenue		4,502	3,250	74,805	71,025	3,780	76,825	2,020
Salaries	5010-42-000	24,011	21,693	222,433	216,933	5,500	260,320	37,887
Payroll Taxes	5020-42-052	2,000	1,910	19,253	19,102	152	22,922	3,669
Health/Security/LTD	5020-42-070	3,751	2,950	32,699	29,495	3,204	35,394	2,696
Pension	5020-42-139	1,888	2,036	20,015	20,365	(350)	24,438	4,423
Incentive Compensation	5010-42-058	0	0	0	11,700	(11,700)	35,455	35,455
Auto/Travel Expense	5030-42-000	552	900	5,173	9,875	(4,702)	11,275	6,102
Corporate Travel	5030-42-178	2,005	305	4,970	6,100	(1,130)	6,710	1,740
Misc Meetings - Safety	5035-42-072	79	100	1,391	1,900	(509)	2,200	809
Consultants Fees	5040-42-144	0	0	2,700	3,000	(300)	3,000	300
Office Exp.	5050-42-000	52	91	1,256	920	336	1,100	(156)
Postage - Safety	5050-42-069	121	200	1,965	2,400	(435)	2,700	735
Contract Printing	5050-42-074	0	0	0	500	(500)	500	500
Membership Dues	5060-42-061	0	0	323	410	(87)	410	87
Cell Phone Exp.- Safety	5087-42-000	75	225	2,928	2,250	678	2,700	(228)
Safety Promotion	5120-42-080	1,104	500	28,052	29,702	(1,650)	30,852	2,800
Safety Grants Expense	5120-42-241	0	0	0	0	0	0	0
Hearing Conservation	5120-42-251	0	0	1,623	1,700	(77)	1,700	77
Safety Equipment	5120-42-350	0	0	34	200	(166)	200	166
Golf Tournament - Safety Team	5150-42-176	0	0	11,918	13,853	(1,935)	13,853	1,935
Insurance	5900-42-064	0	0	3,646	3,500	146	3,500	(146)
Depreciation	6950-42-000	739	739	7,388	7,388	0	8,866	1,478
Total Expenses		36,375	31,649	367,768	381,293	(13,525)	468,095	100,326
Net Income		(31,873)	(28,399)	(292,964)	(310,268)	17,305	(391,270)	(98,306)

Associated General Contractors of Washington
Statement of Operations
GROUP RETRO
For the 10 Month(s) ending 10/31/2016

		OCT ACTUAL	OCT BUDGET	YTD ACTUAL	YTD BUDGET	YTD Variance	Annual BUDGET	Budget Remaining
PY 19 - Retro Revenue	4500-27-222	0	0	0	0	0	0	0
PY 20 - Retro Revenue	4500-27-223	0	0	0	0	0	0	0
PY 21 - Retro Revenue	4500-27-224	0	0	(89,021)	0	(89,021)	0	89,021
PY 22 - Retro Revenue	4500-27-225	0	0	(4,067)	0	(4,067)	0	4,067
PY 23 - Retro Revenue	4500-27-226	0	0	608,837	225,000	383,837	225,000	(383,837)
Retro Exp Gross/Reimbursement	4500-27-242	110,000	126,480	1,430,546	1,264,800	165,746	1,517,760	87,214
Total Revenue		110,000	126,480	1,946,295	1,489,800	456,495	1,742,760	(203,535)
Annual Meeting - Retro Breakfast	5502-27-221 TO 55	0	0	26,791	0	26,791	0	(26,791)
Annual Meeting - AGC	5503-27-221 TO 55	0	0	972	0	972	0	(972)
Association Dues - WSIA	5504-27-221 TO 55	0	0	800	0	800	0	(800)
Auto / Travel Expense	5505-27-221 TO 55	296	0	5,110	0	5,110	0	(5,110)
Computer Equip Maint. - Upgrade	5506-27-221 TO 55	261	0	5,427	0	5,427	0	(5,427)
Ins - Liability / Directors & Officers (D&O)	5507-27-221 TO 55	0	0	8,968	0	8,968	0	(8,968)
Misc. Expenses	5510-27-221 TO 55	0	0	746	0	746	0	(746)
Misc. Meetings	5511-27-221 TO 55	92	0	806	0	806	0	(806)
Office Equipment	5512-27-221 TO 55	143	0	4,889	0	4,889	0	(4,889)
Office Rent & Parkng	5513-27-221 TO 55	568	0	46,737	0	46,737	0	(46,737)
Office Supplies	5514-27-221 TO 55	436	0	3,364	0	3,364	0	(3,364)
Postage	5515-27-221 TO 55	403	0	2,189	0	2,189	0	(2,189)
Salaries	5516-27-221 TO 55	58,010	0	558,366	0	558,366	0	(558,366)
Payroll Taxes & Benefits	5517-27-221 TO 55	19,108	0	195,650	0	195,650	0	(195,650)
Bonus (FICA & Taxes)	5518-27-221 TO 55	0	0	84,595	0	84,595	0	(84,595)
Telephone / Cellular	5520-27-221 TO 55	1,052	0	6,538	0	6,538	0	(6,538)
Subtotal		80,616	0	953,683	0	953,683	0	(953,683)
RTW Classroom Income	5524-27-221 TO 55	0	0	0	0	0	0	0
RTW Center	5525-27-221 TO 55	46,304	41,653	458,091	416,530	41,561	499,836	41,745
Classroom Yakima	5527-27-221 TO 55	0	1,700	11,900	17,000	(5,100)	20,400	8,500
Subtotal		46,304	43,353	469,991	433,530	36,461	520,236	50,245
NET EXPENSE		126,920	43,353	1,423,674	433,530	990,144	520,236	(903,438)
Clearing Account	5528-27-221 TO 55	(126,920)	0	(1,423,674)	0	(1,423,674)	0	1,423,674
TOTAL NET EXPENSE		(0)	43,353	0	433,530	(433,530)	520,236	520,236
Retro Exp Gross/Reimbursement	5500-27-242	110,000	83,127	1,430,546	831,270	599,276	997,524	(433,022)
NET OPR INCOME / (EXPENSE)		0	43,353	515,749	658,530	(142,781)	745,236	229,487

Associated General Contractors of Washington
Statement of Operations
GOVERNMENT AFFAIRS COUNCIL
For the 10 Month(s) ending 10/31/2016

		OCT	OCT	YTD	YTD	YTD	Annual	Budget
		ACTUAL	BUDGET	ACTUAL	BUDGET	Variance	BUDGET	Remaining
Public Works Mtg Income	4100-30-072	0	0	10,010	7,000	3,010	7,000	(3,010)
Legislative Reimbursement	4100-30-147	0	0	17,500	17,500	0	17,500	0
Total Revenue		0	0	27,510	24,500	3,010	24,500	(3,010)
Salaries	5010-30-000	14,248	14,398	154,581	143,975	10,606	172,770	18,189
Contract Lobbyists / Temp Help	5010-30-051	0	0	30,500	32,750	(2,250)	32,750	2,250
Payroll Taxes	5020-30-052	1,017	1,291	12,457	12,910	(453)	15,492	3,035
Health/Security/LTD	5020-30-070	1,785	2,787	17,852	27,875	(10,023)	33,450	15,598
Pension	5020-30-139	1,352	1,478	14,923	14,779	144	17,735	2,812
Incentive Compensation	5010-30-058	0	0	0	5,460	(5,460)	16,545	16,545
Auto Expense	5030-30-000	130	150	1,460	1,425	35	1,700	240
Corporate Travel	5030-30-178	0	175	800	4,350	(3,550)	4,600	3,800
Miscellaneous Meetings	5035-30-072	64	500	4,993	9,350	(4,357)	11,230	6,237
Professional Studies	5040-30-149	0	0	2,500	2,500	0	2,500	0
Legal Research & Representation	5040-30-161	0	500	1,796	4,200	(2,404)	5,000	3,204
Office Exp.	5050-30-000	213	775	3,835	6,520	(2,685)	7,770	3,935
Office Equipment Lease	5050-30-066	16	17	160	166	(6)	200	40
Office Equipment Maintenance	5050-30-067	40	60	307	540	(233)	1,250	943
Postage - GAC	5050-30-069	5	100	769	1,000	(231)	1,200	431
Contract Printing	5050-30-074	920	0	920	600	320	4,700	3,780
Membership Dues	5060-30-061	0	1,000	9,280	10,270	(990)	11,445	2,165
Subscriptions	5060-30-062	358	20	655	270	385	300	(355)
Donations	5060-30-063	5,000	75	5,000	6,700	(1,700)	6,750	1,750
LRC Membership	5060-30-160	0	0	0	0	0	0	0
Coalitions	5060-30-259	0	0	2,500	2,500	0	2,500	0
Rent - Leg. Office	5070-30-000	3,781	4,242	39,431	42,420	(2,989)	50,904	11,473
Internet Service Provider	5084-30-000	195	195	1,875	1,950	(75)	2,340	465
Telephone Exp.- Leg.	5086-30-000	186	180	1,747	1,935	(188)	2,300	553
Cell Phone Exp.- Leg.	5087-30-000	0	200	1,251	2,000	(750)	2,400	1,150
WebEx	5088-30-000	0	0	0	1,000	(1,000)	1,000	1,000
Public Works Promotion	5120-30-080	0	500	0	1,500	(1,500)	2,500	2,500
Public Works Committee	5120-30-153	0	0	9,716	7,000	2,716	7,000	(2,716)
State Facilities Committee	5120-30-155	0	0	0	0	0	0	0
LEARN	5130-30-083	0	0	0	250	(250)	250	250
Legislative Reporting Service	5130-30-147	0	0	3,575	3,725	(150)	3,725	150
Gov't Affairs Committee Exp.	5130-30-148	0	150	0	500	(500)	500	500
Insurance & Bonds	5900-30-064	0	0	1,491	1,550	(59)	1,550	59
Depreciation	6950-30-000	1,234	1,234	12,337	12,337	0	14,804	2,467
Total Expenses		30,542	30,027	336,708	364,306	(27,598)	439,160	102,452
Net Income		(30,542)	(30,027)	(309,198)	(339,806)	30,608	(414,660)	(105,462)

Associated General Contractors of Washington
Statement of Operations
BUILD-PAC
For the 10 Month(s) ending 10/31/2016

		OCT ACTUAL	OCT BUDGET	YTD ACTUAL	YTD BUDGET	YTD Variance	Annual BUDGET	Budget Remaining
Salaries	5010-31-000	988	998	10,481	9,976	505	11,971	1,490
Payroll Taxes	5020-31-052	77	92	859	925	(66)	1,110	251
Health/Security/LTD	5020-31-070	128	133	1,275	1,326	(51)	1,591	316
Pension	5020-31-139	91	100	990	1,004	(14)	1,205	215
Incentive Compensation	5010-31-058	0	0	0	390	(390)	1,182	1,182
Auto Expense:BUILD	5030-31-000	0	0	0	0	0	0	0
Corporate Travel	5030-31-178	0	50	0	300	(300)	300	300
Misc. Meetings	5035-31-072	0	0	1,576	1,900	(324)	1,900	324
Office Exp.	5050-31-000	0	0	0	200	(200)	200	200
Indirect Overhead / Admin - Build Pac	5060-31-063	870	50	4,104	3,700	404	3,800	(304)
Total Expenses		2,153	1,423	19,284	19,720	(436)	23,258	3,974
Net Income		(2,153)	(1,423)	(19,284)	(19,720)	436	(23,258)	(3,974)

Associated General Contractors of Washington
Statement of Operations
AGC - FEDERAL FACILITIES
For the 10 Month(s) ending 10/31/2016

		OCT ACTUAL	OCT BUDGET	YTD ACTUAL	YTD BUDGET	YTD Variance	Annual BUDGET	Budget Remaining
Misc. Meetings	4100-33-072	0	0	0	0	0	0	0
Total Revenue		0	0	0	0	0	0	0
Salaries	5010-33-000	250	306	2,560	3,063	(502)	3,675	1,115
Payroll Taxes	5020-33-052	21	29	224	292	(69)	351	127
Health/Security/LTD	5020-33-070	19	38	191	377	(186)	452	261
Pension	5020-33-139	18	27	180	272	(92)	326	147
Incentive Compensation	5010-33-058	0	0	0	90	(90)	273	273
Miscellaneous Meetings	5035-33-072	0	0	110	250	(140)	3,500	3,390
Total Expenses		308	400	3,265	4,344	(1,078)	8,577	5,312
Net Income		(308)	(400)	(3,265)	(4,344)	1,078	(8,577)	(5,312)

Associated General Contractors of Washington
Statement of Operations
LABOR
For the 10 Month(s) ending 10/31/2016

		OCT ACTUAL	OCT BUDGET	YTD ACTUAL	YTD BUDGET	YTD Variance	Annual BUDGET	Budget Remaining
Misc Income/Labor Forms	4900-34-220	0	0	280	0	280	0	(280)
Total Revenue		0	0	280	0	280	0	(280)
Salaries	5010-34-000	14,740	14,339	149,197	143,391	5,806	172,069	22,872
Payroll Taxes	5020-34-052	1,132	1,352	12,532	13,517	(985)	16,220	3,688
Health/Security/LTD	5020-34-070	1,896	1,973	18,960	19,735	(775)	23,682	4,722
Pension	5020-34-139	1,491	1,559	15,310	15,591	(281)	18,710	3,399
Incentive Compensation	5010-34-058	0	0	0	5,910	(5,910)	17,909	17,909
Auto Expense	5030-34-000	0	100	230	1,000	(770)	1,200	970
Legal	5040-34-060	0	500	496	5,000	(4,504)	6,000	5,504
Office Exp.	5050-34-000	0	40	217	400	(183)	480	263
Postage - Labor	5050-34-069	1	10	10	100	(90)	120	110
Cell Phone Exp.- Labor	5087-34-000	0	100	1,087	1,000	87	1,200	113
Labor Relations	5120-34-163	38	200	1,383	2,000	(617)	2,400	1,017
Trustee Expense	5120-34-166	0	200	448	1,200	(752)	2,000	1,552
Events - Turner School	5150-34-172	0	0	0	0	0	0	0
Depreciation	6950-34-000	11	11	107	107	0	129	21
Total Expenses		19,309	20,384	199,977	208,951	(8,974)	262,118	62,141
Net Income		(19,309)	(20,384)	(199,697)	(208,951)	9,254	(262,118)	(62,421)

Associated General Contractors of Washington
Statement of Operations
OPEN SHOP
For the 10 Month(s) ending 10/31/2016

		OCT ACTUAL	OCT BUDGET	YTD ACTUAL	YTD BUDGET	YTD Variance	Annual BUDGET	Budget Remaining
Salaries	5010-40-000	876	876	9,120	8,760	360	10,512	1,392
Payroll Taxes	5020-40-052	74	84	782	841	(59)	1,009	227
Health/Security/LTD	5020-40-070	117	122	1,173	1,221	(48)	1,465	292
Pension	5020-40-139	82	86	847	857	(10)	1,029	181
Incentive Compensation	5010-40-058	0	0	0	360	(360)	1,091	1,091
Auto Expense	5030-40-000	0	0	0	0	0	0	0
Corporate Travel	5030-40-178	0	200	539	525	14	525	(14)
Resource Materials	5050-40-074	0	100	0	300	(300)	300	300
Open Shop Dinner Meeting	5120-40-167	0	0	16	375	(359)	375	359
Open Shop Speaker Exp.	5120-40-168	0	50	0	200	(200)	200	200
Open Shop Meeting Costs	5120-40-169	0	0	2	200	(198)	200	198
Open Shop Seminars	5120-40-170	0	150	0	375	(375)	375	375
Top Student Awards	5120-40-171	213	0	1,049	575	474	575	(474)
Misc. Industry Support	5120-40-172	0	0	1,570	1,025	545	1,025	(545)
Total Expenses		1,361	1,668	15,098	15,614	(515)	18,680	3,582
Net Income		(1,361)	(1,668)	(15,098)	(15,614)	515	(18,680)	(3,582)

Associated General Contractors of Washington
Statement of Operations
SEATTLE DISTRICT
For the 10 Month(s) ending 10/31/2016

		OCT ACTUAL	OCT BUDGET	YTD ACTUAL	YTD BUDGET	YTD Variance	Annual BUDGET	Budget Remaining
Members' Event Income	4100-12-175	0	0	0	8,000	(8,000)	8,000	8,000
District Mtgs - Seattle	4100-12-177	1,755	1,200	6,725	8,200	(1,475)	9,800	3,075
Golf - Seattle District	4150-12-176	0	0	45,775	46,000	(225)	46,000	225
Total Revenue		1,755	1,200	52,500	62,200	(9,700)	63,800	11,300
Salaries	5010-12-000	9,438	11,257	97,824	112,567	(14,744)	135,081	37,257
Payroll Taxes	5020-12-052	792	1,343	8,424	13,425	(5,001)	16,110	7,686
Health/Security/Ltd	5020-12-070	1,175	1,464	11,751	14,643	(2,892)	17,572	5,820
Pension	5020-12-139	966	1,016	9,951	10,162	(211)	12,194	2,243
Incentive Compensation	5010-12-058	0	0	0	3,660	(3,660)	11,091	11,091
Auto Expense	5030-12-000	28	125	575	1,250	(675)	1,500	925
Miscellaneous Meetings	5035-12-072	0	0	61	1,125	(1,064)	1,500	1,439
Office Expense	5050-12-000	0	0	480	250	230	500	20
Postage - Seattle District	5050-12-069	0	0	10	200	(190)	400	390
Contract Printing	5050-12-074	0	0	0	0	0	600	600
Membership Dues	5060-12-061	0	2,000	1,780	4,000	(2,220)	4,000	2,220
Donations	5060-12-063	0	0	500	0	500	1,500	1,000
Cell Phone Exp.- Seattle	5087-12-000	0	100	537	1,000	(463)	1,200	663
Local Gov't Affairs	5130-12-174	0	2,500	3,324	4,500	(1,176)	6,000	2,676
Membership Promotion	5140-12-080	0	0	172	6,750	(6,578)	8,200	8,028
Holiday Open House	5140-12-175	0	0	349	0	349	10,000	9,651
Memb mtgs/ Seattle	5140-12-177	0	1,750	8,290	10,500	(2,210)	12,250	3,960
Member Events - Expense	5150-12-175	0	0	0	8,000	(8,000)	8,000	8,000
Golf Tournament - Seattle District	5150-12-176	0	0	36,965	46,000	(9,035)	46,000	9,035
Depreciation	6950-12-000	7	7	73	73	0	88	15
Total Expenses		12,407	21,562	183,567	240,605	(57,038)	296,285	112,718
Net Income		(10,652)	(20,362)	(131,067)	(178,405)	47,338	(232,485)	(101,418)

Associated General Contractors of Washington
Statement of Operations
SOUTHERN DISTRICT
For the 10 Month(s) ending 10/31/2016

		OCT ACTUAL	OCT BUDGET	YTD ACTUAL	YTD BUDGET	YTD Variance	Annual BUDGET	Budget Remaining
District Mtgs - Southern	4100-14-177	3,400	3,000	17,410	18,000	(590)	21,000	3,590
Golf - Southern District	4150-14-176	0	0	37,194	44,450	(7,256)	44,450	7,256
Total Revenue		3,400	3,000	54,604	62,450	(7,846)	65,450	10,846
Salaries	5010-14-000	12,271	12,271	127,463	122,708	4,755	147,250	19,787
Payroll Taxes	5020-14-052	1,018	1,199	10,900	11,991	(1,091)	14,389	3,489
Health/Security/LTD	5020-14-070	1,838	1,914	18,382	19,139	(757)	22,967	4,585
Pension	5020-14-139	1,106	1,175	11,557	11,746	(189)	14,095	2,539
Incentive Compensation	5010-14-058	0	0	0	5,700	(5,700)	17,273	17,273
Auto Expense	5030-14-000	120	242	1,177	2,420	(1,243)	2,904	1,727
Corporate Travel	5030-14-178	27	42	476	420	56	504	28
Miscellaneous Meetings	5035-14-072	67	600	1,405	6,000	(4,595)	6,500	5,095
Office Exp.	5050-14-000	243	200	3,578	2,000	1,578	2,400	(1,178)
Office Equipment Maintenance	5050-14-067	106	208	1,099	2,080	(981)	2,496	1,397
Postage - South District	5050-14-069	121	122	895	1,220	(325)	1,464	569
Office Equipment - Interest - FIFE	5050-14-290	25	55	344	550	(206)	660	316
Subscriptions	5060-14-062	0	0	322	0	322	0	(322)
Donations - Pierce County CC Day	5060-14-063	0	1,000	0	1,000	(1,000)	1,000	1,000
Telephone Exp.- Southern	5086-14-000	0	450	3,828	4,500	(672)	5,400	1,572
Cell Phone Exp.- Southern	5087-14-000	0	70	537	700	(163)	840	303
Memb Mtgs/ Southern	5140-14-177	5,915	4,500	22,187	27,000	(4,813)	37,000	14,813
Golf Tournament - Southern District	5150-14-176	0	0	32,984	33,000	(16)	33,000	16
Depreciation	6950-14-000	99	99	991	991	0	1,189	198
Total Expenses		23,285	24,147	239,699	253,165	(13,466)	311,331	71,632
Net Income		(19,885)	(21,147)	(185,095)	(190,715)	5,620	(245,881)	(60,786)

Associated General Contractors of Washington
Statement of Operations
NORTHERN DISTRICT
For the 10 Month(s) ending 10/31/2016

		OCT ACTUAL	OCT BUDGET	YTD ACTUAL	YTD BUDGET	YTD Variance	Annual BUDGET	Budget Remaining
Memb Mtgs/Northern District	4100-46-177	0	0	0	0	0	0	0
Membership Training	4100-46-189	0	0	0	0	0	0	0
Total Revenue		0	0	0	0	0	0	0
Salaries	5010-46-000	5,032	5,031	52,415	50,313	2,102	60,376	7,961
Payroll Taxes	5020-46-052	423	484	4,528	4,841	(314)	5,810	1,282
Health/Security/LTD	5020-46-070	683	709	6,833	7,090	(257)	8,508	1,675
Pension	5020-46-139	528	551	5,449	5,505	(56)	6,606	1,157
Incentive Compensation	5010-46-058	0	0	0	2,100	(2,100)	6,364	6,364
Auto Expense	5030-46-000	263	300	3,751	3,000	751	3,600	(151)
Corporate Travel	5030-46-178	0	0	866	600	266	600	(266)
Miscellaneous Meetings	5035-46-072	1,154	150	4,046	1,350	2,696	1,600	(2,446)
Office Exp.	5050-46-000	91	40	762	400	362	480	(282)
Postage - North District	5050-46-069	0	20	202	200	2	240	38
Membership Dues	5060-46-061	320	0	1,220	700	520	1,000	(220)
Subscriptions	5060-46-062	0	0	165	165	0	165	0
Rent - N. District	5070-46-000	750	750	7,500	7,500	0	9,000	1,500
Telephone Exp.- Northern	5086-46-000	7	10	51	40	11	50	(1)
Cell Phone Exp.- Northern	5087-46-000	150	75	687	750	(63)	900	213
Community Services/ Image Bldg	5120-46-185	0	0	1,750	1,400	350	1,500	(250)
Membership Training	5120-46-189	318	400	2,237	3,000	(763)	4,000	1,763
Local Gov't Affairs	5130-46-174	42	200	172	600	(428)	800	628
Membership Promotion	5140-46-080	37	500	3,764	5,000	(1,236)	5,900	2,136
Memb mtgs/ Northern	5140-46-177	147	700	5,447	6,500	(1,053)	8,100	2,653
Insurance & Bonds	5900-46-064	0	0	304	0	304	0	(304)
Depreciation	6950-46-000	64	38	641	385	256	461	(180)
Total Expenses		10,010	9,958	102,790	101,439	1,351	126,059	23,269
Net Income		(10,010)	(9,958)	(102,790)	(101,439)	(1,351)	(126,059)	(23,269)

Associated General Contractors of Washington
Statement of Operations
CENTRAL DISTRICT
For the 10 Month(s) ending 10/31/2016

		OCT ACTUAL	OCT BUDGET	YTD ACTUAL	YTD BUDGET	YTD Variance	Annual BUDGET	Budget Remaining
Memb Mtgs/Central Wa District	4100-48-177	72	0	117	0	117	500	383
Member Training	4100-48-189	0	150	0	150	(150)	150	150
Golf Tournament-Central WA	4150-48-081	0	0	15,729	18,900	(3,171)	18,900	3,171
Misc. Income	4900-48-194	0	0	0	0	0	0	0
Total Revenue		72	150	15,846	19,050	(3,204)	19,550	3,704
Salaries	5010-48-000	6,424	6,424	66,882	64,240	2,642	77,088	10,206
Payroll Taxes	5020-48-052	540	617	5,736	6,168	(432)	7,402	1,666
Health/Security/LTD	5020-48-070	860	895	8,602	8,951	(348)	10,741	2,139
Pension	5020-48-139	601	629	6,215	6,285	(70)	7,542	1,327
Incentive Compensation	5010-48-058	0	0	0	2,640	(2,640)	8,000	8,000
Auto Expense	5030-48-000	0	0	0	0	0	0	0
Corporate Travel	5030-48-178	86	225	821	1,025	(204)	1,350	529
Office Exp.	5050-48-000	55	100	1,095	1,150	(55)	1,425	330
Office Equipment Maintenance	5050-48-067	0	0	0	0	0	0	0
Postage - Central District	5050-48-069	1	0	155	200	(45)	225	70
Utilities	5050-48-186	0	0	0	0	0	0	0
Membership Dues	5060-48-061	646	295	2,964	2,420	544	3,070	106
Subscriptions	5060-48-062	7	50	201	200	1	200	(1)
Rent - C. District	5070-48-000	631	629	5,674	5,564	110	6,900	1,226
Internet Service Provider	5084-48-000	17	60	692	600	92	720	28
Telephone / Cable TV - Central	5086-48-000	17	61	680	610	70	732	52
Cell Phone Exp.- Central	5087-48-000	0	70	992	700	292	840	(152)
Member Training Meetings	5120-48-189	0	150	0	1,500	(1,500)	1,800	1,800
HR Roundtable	5120-48-266	259	200	513	650	(137)	650	137
Local Gov't Exp.	5130-48-174	24	200	648	1,000	(352)	1,000	352
Membership Promotion	5140-48-080	378	600	1,826	6,600	(4,774)	7,400	5,574
Memb mtgs/ Central WA	5140-48-177	233	150	1,632	2,200	(568)	3,300	1,668
Golf Tournament - Central District	5150-48-081	0	0	15,540	15,000	540	15,000	(540)
Insurance & Bonds	5900-48-064	0	50	527	500	27	650	123
Depreciation	6950-48-000	34	34	342	342	0	410	68
Total Expenses		10,812	11,439	121,738	128,545	(6,807)	156,445	34,708
Net Income		(10,740)	(11,289)	(105,892)	(109,495)	3,603	(136,895)	(31,004)

Associated General Contractors of Washington
Statement of Operations
NON-OPERATING
For the 10 Month(s) ending 10/31/2016

		OCT ACTUAL	OCT BUDGET	YTD ACTUAL	YTD BUDGET	YTD Variance	Annual BUDGET	Budget Remaining
LT Investment - Dividend MM	4801-90-000	169	0	9,252	0	9,252	0	(9,252)
LT Investment - Bond Interest	4802-90-000	3,736	2,000	21,073	20,000	1,073	24,000	2,927
LT Inv Real Gain(Loss)-Basis	4850-90-000	0	0	30,034	0	30,034	0	(30,034)
LT Inv Unreal Gain(Loss)-Mrkt	4851-90-000	(30,575)	0	(9,449)	0	(9,449)	0	9,449
Total Revenue		(26,670)	2,000	50,909	20,000	30,909	24,000	(26,909)
Investment Consultant Fee	5800-90-000	3,251	0	9,596	9,000	596	12,000	2,404
Total Expenses		3,251	0	9,596	9,000	596	12,000	2,404
Net Income		(29,921)	2,000	41,313	11,000	30,313	12,000	(29,313)