

Associated General Contractors of Washington
CONSOLIDATED
2017 Approved Budget
For the 11 Month(s) ending 11/30/2016

	2015	2016	2016	2017	Budget 2016
	Actual	Budget	Act/Forecast	Budget	vs
					Budget 2017
Retro Plan Income	2,026,780	1,742,760	2,214,634	1,742,760	0
Retro Exp Gross	(1,575,434)	(1,517,760)	(1,698,885)	(1,517,760)	(0)
Net Retro Income	451,346	225,000	515,749	225,000	(0)
Membership Dues	1,809,676	1,725,000	1,809,068	1,725,000	0
Program / Grant Revenue	194,469	163,525	166,391	179,930	16,405
Event Revenue	280,432	283,700	284,818	281,800	(1,900)
Building / Retail Rent	2,875,419	3,010,185	3,110,717	3,106,408	96,224
Other Rent Revenue	1,022,093	950,000	1,042,315	1,010,000	60,000
Other Revenue / CAM	83,833	79,500	111,673	85,800	6,300
Misc Income	18,808	16,410	17,350	16,155	(255)
Total Revenue	6,736,075	6,453,320	7,058,080	6,630,093	176,774
Salaries	2,219,271	2,185,344	2,206,399	2,390,453	205,109
Payroll Burden Taxes and Benefits	621,348	642,524	617,388	685,752	43,229
Auto Expense / Corporate Travel	28,262	38,888	26,619	40,348	1,460
Miscellaneous Meetings	106,363	134,890	86,222	117,760	(17,130)
Consultant Fees	72,652	69,100	45,363	69,035	(65)
Office Expense	64,295	78,810	69,327	83,410	4,600
Membership Dues/Donations	165,072	227,950	189,050	227,095	(855)
Rent	62,847	66,804	63,500	66,634	(170)
Technology Expense	75,439	80,080	80,214	84,420	4,340
Phone Expense	33,290	32,242	31,899	35,690	3,448
Program/Grant Expense	84,020	146,537	101,624	132,110	(14,427)
Membership Promotion	156,914	208,454	187,851	229,700	21,246
Event Expense	272,828	356,153	344,737	342,553	(13,600)
Insurance/Tax/Training	60,168	79,100	84,429	79,950	850
Building / Marina Expense	1,277,416	1,270,469	1,232,520	1,327,135	56,666
Leasing Comm. Amort.	60,743	66,092	66,092	64,092	(2,000)
Depreciation	641,022	590,475	581,150	600,370	9,894
Total Expenses	6,001,950	6,273,912	6,014,383	6,576,506	302,595
Net Operating Income (Loss)	734,125	179,408	1,043,698	53,587	(125,821)
LT Inv - Dividends/Interest	62,804	24,000	31,291	24,000	0
LT Inv - Net Gain (Loss)	(39,196)	0	45,901	0	0
Investment Consultant Fee	(11,592)	(12,000)	(12,596)	(12,000)	0
Non-Operating Income (Loss)	12,017	12,000	64,595	12,000	0
Gain / Loss on Disposal of Asset	(34,574)	0	0	0	0
Grand Total	711,568	191,408	1,108,293	65,587	(125,821)

**Associated General Contractors of Washington
2017 Approved Budget by Cost Center**

	REVENUE			EXPENSES			REVENUE OVER EXPENSES		
	2016 YE Act Forecast	2017 BUDGET	VAR	2016 YE Act Forecast	2017 BUDGET	VAR	2016 YE Act Forecast	2017 BUDGET	VAR
I. Building & Properties:									
a) Seattle Building	3,359,997	3,406,159	46,162	1,658,816	1,724,109	65,293	1,701,181	1,682,050	(19,130)
b) Seattle Marina	720,268	740,348	20,080	458,647	510,289	51,641	261,621	230,059	(31,561)
c) Fife Building	50,706	55,701	4,995	105,313	106,528	1,215	(54,607)	(50,827)	3,780
Total Building & Properties	4,130,971	4,202,209	71,237	2,222,777	2,340,926	118,149	1,908,194	1,861,282	(46,912)
II. Association:									
1. Financial Assets	0	0	0	0	0	0	0	0	0
2. Admin. & Management									
a) Board of Trustees	0	0	0	100,854	110,540	9,686	(100,854)	(110,540)	(9,686)
b) Technology	0	0	0	135,464	142,002	6,539	(135,464)	(142,002)	(6,539)
c) Administration	41,919	36,690	(5,229)	359,582	420,873	61,291	(317,663)	(384,183)	(66,520)
d) Accounting	9,510	9,135	(375)	237,239	256,932	19,692	(227,729)	(247,797)	(20,067)
	51,429	45,825	(5,604)	833,139	930,346	97,207	(781,710)	(884,521)	(102,812)
3. Member Services									
a) Communications	14,650	21,600	6,950	211,600	192,371	(19,229)	(196,950)	(170,771)	26,179
b) Meetings & Events	0	0	0	55,643	76,100	20,457	(55,643)	(76,100)	(20,457)
c) Special Events	154,575	140,000	(14,575)	204,468	192,293	(12,176)	(49,893)	(52,293)	(2,399)
d) Member Service	1,764,584	1,731,000	(33,584)	199,722	231,226	31,504	1,564,862	1,499,774	(65,088)
e) Future Leadership Forum	10,120	10,000	(120)	138,890	126,899	(11,991)	(128,770)	(116,899)	11,871
	1,943,929	1,902,600	(41,329)	810,323	818,888	8,565	1,133,607	1,083,712	(49,895)
4. Education & Training Service									
a) Workforce Development	0	0	0	222,841	250,888	28,047	(222,841)	(250,888)	(28,047)
b) Safety	75,137	75,880	743	449,767	492,027	42,260	(374,630)	(416,147)	(41,517)
c) Group Retro	2,070,152	1,742,760	(327,392)	1,554,403	1,517,760	(36,643)	515,749	225,000	(290,749)
	2,145,290	1,818,640	(326,650)	2,227,011	2,260,675	33,664	(81,722)	(442,035)	(360,313)
5. Government Relations									
a) Government Affairs Council	27,575	26,500	(1,075)	424,370	480,942	56,571	(396,795)	(454,442)	(57,646)
b) Build-Pac	0	0	0	22,449	23,864	1,415	(22,449)	(23,864)	(1,415)
c) AGC - Federal Facilities	1,000	1,000	0	8,008	8,525	518	(7,008)	(7,525)	(518)
	28,575	27,500	(1,075)	454,827	513,332	58,505	(426,252)	(485,832)	(59,580)
6. Industry Relations									
a) Labor	180	180	0	255,822	325,197	69,375	(255,642)	(325,017)	(69,375)
b) Open Shop	0	0	0	18,444	19,014	570	(18,444)	(19,014)	(570)
	180	180	0	274,266	344,211	69,945	(274,086)	(344,031)	(69,945)
7. Districts									
a) Seattle Districts	55,854	65,800	9,946	253,909	287,171	33,261	(198,055)	(221,371)	(23,315)
b) Southern District	69,915	65,450	(4,465)	305,241	311,421	6,180	(235,326)	(245,971)	(10,645)
c) Northern District	0	0	0	126,277	129,035	2,758	(126,277)	(129,035)	(2,758)
d) Central WA District	18,949	19,650	701	149,872	158,261	8,389	(130,923)	(138,611)	(7,688)
	144,718	150,900	6,182	835,299	885,888	50,589	(690,581)	(734,988)	(44,407)
Total Association	4,314,121	3,945,645	(368,476)	5,434,865	5,753,341	318,475	(1,120,744)	(1,807,696)	(686,952)
Total of Assoc. & Prop	8,445,092	8,147,854	(297,239)	7,657,643	8,094,267	436,624	787,450	53,587	(733,863)
Non-Operating Income (Loss)	24,531	24,000	(531)	12,345	12,000	(345)	12,186	12,000	(186)
Grand Total	8,469,623	8,171,854	(297,770)	7,669,988	8,106,267	436,279	799,636	65,587	(734,049)

**Associated General Contractors of Washington
ASSOCIATION
2017 Approved Budget
For the 11 Month(s) ending 11/30/2016**

	2015 Actual	2016 Budget	2016 Act/Forecast	2017 Budget	Budget 2016 vs Budget 2017
Retro Plan Income	2,026,780	1,742,760	2,214,634	1,742,760	0
Retro Exp Gross	(1,575,434)	(1,517,760)	(1,698,885)	(1,517,760)	(0)
Net Retro Income	451,346	225,000	515,749	225,000	(0)
Membership Dues	1,809,676	1,725,000	1,809,068	1,725,000	0
Program / Grant Revenue	194,469	163,525	166,391	179,930	16,405
Event Revenue	280,432	283,700	284,818	281,800	(1,900)
Misc Income	18,658	16,410	17,225	16,155	(255)
Total Revenue	2,754,581	2,413,635	2,793,251	2,427,885	14,250
Salaries	1,862,208	1,893,919	1,914,489	2,068,628	174,708
Payroll Burden Taxes and Benefits	520,212	557,066	533,189	591,792	34,726
Auto Expense / Corporate Travel	28,262	38,888	26,619	40,348	1,460
Miscellaneous Meetings	106,363	134,890	86,222	117,760	(17,130)
Consultant Fees	42,510	45,225	27,881	44,605	(620)
Office Expense	64,295	78,810	69,327	83,410	4,600
Membership Dues/Donations	165,072	227,950	189,050	227,095	(855)
Rent	62,847	66,804	63,500	66,634	(170)
Technology Expense	75,439	80,080	80,214	84,420	4,340
Phone Expense	33,290	32,242	31,899	35,690	3,448
Progam/Grant Expense	84,020	146,537	101,624	132,110	(14,427)
Membership Promotion	156,914	208,454	187,851	229,700	21,246
Event Expense	272,828	356,153	344,737	342,553	(13,600)
Insurance/Tax/Training	60,168	79,100	84,429	79,950	850
Depreciation	60,234	89,014	85,718	90,886	1,872
Total Expenses	3,594,663	4,035,132	3,826,749	4,235,580	200,449
Net Operating Income (Loss)	(840,083)	(1,621,497)	(1,033,498)	(1,807,696)	(186,199)

Associated General Contractors of Washington
BUILDING & MARINA
2017 Approved Budget
For the 11 Month(s) ending 11/30/2016

	2015	2016	2016	2017	Budget 2016
	Actual	Budget	Act/Forecast	Budget	vs
					Budget 2017
Building / Retail Rent	2,875,419	3,010,185	3,110,717	3,106,408	96,224
Marina & Parking Revenue	1,022,093	950,000	1,042,315	1,010,000	60,000
Other Revenue / CAM	83,833	79,500	111,673	85,800	6,300
Misc Income	150	0	125	0	0
Total Revenue	3,981,495	4,039,685	4,264,830	4,202,209	162,524
Salaries	357,063	291,424	291,910	321,825	30,401
Payroll Burden Taxes and Benefits	101,136	85,458	84,199	93,960	8,502
Consultant Fees	30,141	23,875	17,482	24,430	555
Building / Marina Expense	1,277,416	1,270,469	1,232,520	1,327,135	56,666
Leasing Comm. Amort.	60,743	66,092	66,092	64,092	(2,000)
Depreciation	580,788	501,462	495,432	509,484	8,022
Total Expenses	2,407,287	2,238,780	2,187,634	2,340,926	102,146
Net Operating Income (Loss)	1,574,208	1,800,905	2,077,196	1,861,282	60,378