

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

	<b>2015</b>	<b>2016</b>	<b>2016</b>	<b>2017</b>	<b>Budget 2016</b>
	<b>Actual</b>	<b>Budget</b>	<b>Act/Forecast</b>	<b>Budget</b>	<b>vs</b>
					<b>Budget 2017</b>
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)
<b>Total Revenue</b>	<b>6,736,075</b>	<b>6,453,320</b>	<b>7,058,080</b>	<b>6,630,093</b>	<b>176,774</b>
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
<b>Total Expenses</b>	<b>6,001,950</b>	<b>6,273,912</b>	<b>6,014,383</b>	<b>6,576,506</b>	<b>302,595</b>
<b>Net Operating Income (Loss)</b>	<b>734,125</b>	<b>179,408</b>	<b>1,043,698</b>	<b>53,587</b>	<b>(125,821)</b>
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
<b>Non-Operating Income (Loss)</b>	<b>12,017</b>	<b>12,000</b>	<b>64,595</b>	<b>12,000</b>	<b>0</b>
Gain / Loss on Disposal of Asset	(34,574)	0	0	0	0
<b>Grand Total</b>	<b>711,568</b>	<b>191,408</b>	<b>1,108,293</b>	<b>65,587</b>	<b>(125,821)</b>

**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
<b>I. Building &amp; Properties:</b>									
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
<b>Total Building &amp; Properties</b>	<b>4,130,971</b>	<b>4,202,209</b>	<b>71,237</b>	<b>2,222,777</b>	<b>2,340,926</b>	<b>118,149</b>	<b>1,908,194</b>	<b>1,861,282</b>	<b>(46,912)</b>
<b>II. Association:</b>									
<b>1. Financial Assets</b>	0	0	0	0	0	0	0	0	0
<b>2. Admin. &amp; Management</b>									
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)
<b>3. Member Services</b>									
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)
<b>4. Education &amp; Training Service</b>									
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)
<b>5. Government Relations</b>									
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)
<b>6. Industry Relations</b>									
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)
<b>7. Districts</b>									
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)
<b>Total Association</b>	<b>4,314,121</b>	<b>3,945,645</b>	<b>(368,476)</b>	<b>5,434,865</b>	<b>5,753,341</b>	<b>318,475</b>	<b>(1,120,744)</b>	<b>(1,807,696)</b>	<b>(686,952)</b>
<b>Total of Assoc. &amp; Prop</b>	<b>8,445,092</b>	<b>8,147,854</b>	<b>(297,239)</b>	<b>7,657,643</b>	<b>8,094,267</b>	<b>436,624</b>	<b>787,450</b>	<b>53,587</b>	<b>(733,863)</b>
Non-Operating Income (Loss)	24,531	24,000	(531)	12,345	12,000	(345)	12,186	12,000	(186)
<b>Grand Total</b>	<b>8,469,623</b>	<b>8,171,854</b>	<b>(297,770)</b>	<b>7,669,988</b>	<b>8,106,267</b>	<b>436,279</b>	<b>799,636</b>	<b>65,587</b>	<b>(734,049)</b>

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

	<b>2015 Actual</b>	<b>2016 Budget</b>	<b>2016 Act/Forecast</b>	<b>2017 Budget</b>	<b>Budget 2016 vs Budget 2017</b>
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)
<b>Total Revenue</b>	<b>2,754,581</b>	<b>2,413,635</b>	<b>2,793,251</b>	<b>2,427,885</b>	<b>14,250</b>
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
<b>Total Expenses</b>	<b>3,594,663</b>	<b>4,035,132</b>	<b>3,826,749</b>	<b>4,235,580</b>	<b>200,449</b>
<b>Net Operating Income (Loss)</b>	<b>(840,083)</b>	<b>(1,621,497)</b>	<b>(1,033,498)</b>	<b>(1,807,696)</b>	<b>(186,199)</b>

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

	<b>2015</b>	<b>2016</b>	<b>2016</b>	<b>2017</b>	<b>Budget 2016</b>
	<b>Actual</b>	<b>Budget</b>	<b>Act/Forecast</b>	<b>Budget</b>	<b>vs</b>
					<b>Budget 2017</b>
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
<b>Total Revenue</b>	<b>3,981,495</b>	<b>4,039,685</b>	<b>4,264,830</b>	<b>4,202,209</b>	<b>162,524</b>
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
<b>Total Expenses</b>	<b>2,407,287</b>	<b>2,238,780</b>	<b>2,187,634</b>	<b>2,340,926</b>	<b>102,146</b>
<b>Net Operating Income (Loss)</b>	<b>1,574,208</b>	<b>1,800,905</b>	<b>2,077,196</b>	<b>1,861,282</b>	<b>60,378</b>

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

	<b>MAS90</b>	<b>2015</b>	<b>2016</b>	<b>2016</b>	<b>2017</b>	<b>Budget 2016</b>
	<b>Account#</b>	<b>Actual</b>	<b>Budget</b>	<b>Act/Forecast</b>	<b>Budget</b>	<b>vs</b>
						<b>Budget 2017</b>
Building Rent - Seattle	4700-50-000	2,288,232	2,404,735	2,504,972	2,495,963	91,229
Parking Lot Income	4701-50-000	347,598	325,000	383,757	350,000	25,000
Operating Expense Reimb - Seattle Buil	4702-50-000	70,182	60,000	87,009	60,000	0
Retail Rents	4703-50-000	483,533	500,196	500,196	500,196	0
Other Rental Income	4704-50-000	2,890	0	877	0	0
Late Fee Income:BLDG	4705-50-000	166	0	0	0	0
ATM Rental Income	4706-50-000	501	600	546	0	(600)
Misc Income - Bldg	4900-50-000	150	0	125	0	0
<b>Total Revenue</b>		<b>3,158,834</b>	<b>3,290,531</b>	<b>3,477,481</b>	<b>3,406,159</b>	<b>115,629</b>
Salaries	5010-50-000	234,899	155,141	160,989	168,144	13,003
Incentive Compensation	5010-50-058	0	14,545	9,745	17,591	3,045
Payroll Taxes	5020-50-052	19,840	14,162	14,622	15,149	988
Health/Security/LTD	5020-50-070	25,134	19,609	20,562	20,243	635
Pension	5020-50-139	20,041	14,759	15,906	16,305	1,547
Legal	5040-50-060	1,015	4,000	1,000	4,000	0
Audit	5040-50-076	8,411	9,375	9,482	9,750	375
Roof Repairs & Maint-Gen	6020-50-300	2,493	2,525	2,521	2,600	75
Pkg Lot Rep & Maint-Gen	6035-50-300	2,197	400	3,906	7,215	6,815
Snow Removal	6036-50-300	0	4,470	1,120	4,720	250
HVAC Contr Serv & Per-Off	6040-50-100	20,355	20,280	20,817	21,560	1,280
HVAC Contr Serv & Per-Gen	6040-50-300	9,940	6,140	6,841	6,320	180
HVAC Repairs & Maint-Off	6045-50-100	44,022	24,215	24,007	27,585	3,370
HVAC R & M - Conference Room	6045-50-300	1,086	2,000	0	2,000	0
Elev Contr Serv & Per-Off	6050-50-100	11,707	14,460	14,525	14,660	200
Elevator Rep & Maint-Off	6055-50-100	12,971	2,270	2,395	2,270	0
Electrical Rep & Supp-Off	6060-50-100	10,322	10,455	7,516	10,830	375
Plumbing Rep & Supp-Off	6070-50-100	8,056	6,900	12,927	7,255	355
Fire / Life / Safety-Gen	6080-50-300	24,291	19,315	26,270	14,470	(4,845)
General Repair & Maint-NR (Non-CAM)	6100-50-000	9,550	6,000	9,499	12,500	6,500
General Rep & Maint-Off	6100-50-100	14,335	17,170	11,646	11,170	(6,000)
Painting & Decorating-Off	6110-50-100	1,677	1,250	960	1,750	500
Locks, Keys & Signage-Off	6120-50-100	2,810	4,450	3,786	3,700	(750)
Pest Control-Off	6130-50-100	170	684	928	840	156
Ext Landscaping Serv-Gen	6210-50-300	11,200	11,470	13,676	13,420	1,950
Ext Landscaping Rep-Gen	6220-50-300	361	310	219	310	0
Int Landscaping Serv-Off	6230-50-100	6,325	6,480	6,472	6,480	0

Base Janitorial Contr-Off	6310-50-100	89,225	86,400	96,615	96,000	9,600
Janitorial-Tenant Share	6310-50-900	2,132	2,124	2,131	2,124	0
Janitorial-Tenant Offset	6310-50-910	(2,132)	(2,124)	(2,131)	(2,124)	0
Janitorial Supplies-Gen	6320-50-300	27,906	23,340	28,859	27,060	3,720
Window Cleaning-Off	6330-50-100	11,691	10,395	10,500	10,395	0
Other Janitorial Serv-Off	6380-50-100	6,628	5,340	2,180	8,040	2,700
Other Janitorial Serv-Gen	6380-50-300	3,825	5,100	5,100	5,100	0
Other Security Serv-Gen	6450-50-300	3,195	3,195	2,865	3,445	250
Electricity-Off	6510-50-100	117,155	109,080	113,527	117,780	8,700
Water/Sewer-Off	6520-50-100	35,639	32,280	32,182	32,280	0
Water/Sewer-Tenant Share	6520-50-900	13,812	14,700	14,960	14,700	0
Water/Sewer-Tenant Offset	6520-50-910	(13,812)	(14,700)	(14,960)	(14,700)	0
Gas-Off	6530-50-100	39,215	55,020	28,348	56,940	1,920
Trash Removal & Recyc-Off	6550-50-100	27,862	28,620	27,063	25,500	(3,120)
Brokers' Commission-Amortizatn	6600-50-000	56,651	62,000	62,000	60,000	(2,000)
Marketing & Leasing-NR	6710-50-000	0	1,200	100	600	(600)
Tenant Relations-NR	6720-50-000	5,213	7,240	5,930	6,610	(630)
On-Site Costs-Gen	6740-50-300	8,366	5,000	8,019	6,000	1,000
Administrative / Office Exp	6780-50-000	3,591	7,000	4,653	1,980	(5,020)
Other Administrative-Gen	6780-50-300	5,073	8,000	4,184	6,000	(2,000)
Real Estate Taxes-Gen	6810-50-300	258,189	290,000	295,567	306,000	16,000
Personal Property Tax-Gen	6820-50-300	602	1,000	589	1,000	0
Insurance-Gen	6900-50-300	115,439	120,000	114,336	123,600	3,600
Interest Expense	6910-50-000	21,385	0	0	0	0
Bad Debt: BLDG	6920-50-000	1,313	0	0	0	0
Depreciation	6950-50-000	489,744	404,713	398,261	406,942	2,229
<b>Total Expenses</b>		<b>1,831,115</b>	<b>1,657,758</b>	<b>1,643,214</b>	<b>1,724,109</b>	<b>66,352</b>
<b>Net Operating Income (Loss)</b>		<b>1,327,719</b>	<b>1,632,773</b>	<b>1,834,266</b>	<b>1,682,050</b>	<b>49,277</b>

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

	<b>MAS90</b>	<b>2015</b>	<b>2016</b>	<b>2016</b>	<b>2017</b>	<b>Budget 2016</b>
	<b>Account#</b>	<b>Actual</b>	<b>Budget</b>	<b>Act/Forecast</b>	<b>Budget</b>	<b>vs</b>
						<b>Budget 2017</b>
Moorage Rent/A-E Docks	4701-75-000	671,605	625,000	657,682	660,000	35,000
Other Income / Service Fee	4702-75-000	3,484	1,500	3,868	1,500	0
Late Fee Income	4705-75-000	500	0	2,550	1,800	1,800
Building Rent - Marina Bldg	4700-75-000	53,865	54,548	53,958	54,548	0
LAB Fee	4707-75-000	9,000	17,400	17,700	22,500	5,100
<b>Total Revenue</b>		<b>738,453</b>	<b>698,448</b>	<b>735,758</b>	<b>740,348</b>	<b>41,900</b>
Salaries	5010-75-000	113,801	102,624	105,561	116,290	13,666
Incentive Compensation	5010-75-058	0	10,455	7,005	10,909	455
Payroll Taxes	5020-75-052	9,875	9,829	9,744	11,202	1,372
Health/Security/LTD	5020-75-070	13,300	14,025	11,936	16,308	2,283
Pension	5020-75-139	10,357	10,367	8,845	12,004	1,637
Legal-NR	5040-75-060	0	3,500	0	3,500	0
Audit	5040-75-076	18,300	4,500	4,500	4,680	180
Covered Moorage - R & M - NR	6020-75-000	0	1,450	325	360	(1,090)
Electrical Rep & Supp-NR	6060-75-000	2,545	1,150	510	1,150	0
Plumbing Rep & Supp-NR	6070-75-000	6,835	2,335	1,289	1,800	(535)
Fire / Life / Safety-NR	6080-75-000	2,307	1,810	886	1,920	110
General Reprs & Maint-NR	6100-75-000	9,133	5,400	4,872	4,800	(600)
Painting & Decorating-NR	6110-75-000	0	1,200	0	1,200	0
Locks, Keys & Signage-NR	6120-75-000	1,824	2,520	210	2,260	(260)
Base Janitorial Contr-NR	6310-75-000	2,500	2,820	2,200	3,120	300
Janitorial Supplies-NR	6320-75-000	975	1,500	1,795	1,560	60
Other Janitorial Serv-NR	6380-75-000	0	300	25	300	0
Land Lease Payments-NR	6460-75-000	100,211	106,000	100,380	106,000	0
Electricity-NR	6510-75-000	33,912	49,800	36,931	59,700	9,900
Electricity-Tenant Offset	6510-75-910	(30,781)	(40,200)	(33,721)	(47,760)	(7,560)
Water & Sewer-NR	6520-75-000	4,567	4,080	4,940	4,500	420
Water/Sewer-Tenant Offset	6520-75-910	(3,253)	(2,820)	(2,776)	(2,400)	420
Trash Removal & Recyc-NR	6550-75-000	22,395	18,300	18,884	27,060	8,760
Other Administration-NR	6780-75-000	4,385	6,000	3,316	3,960	(2,040)
Real Estate Taxes-NR	6810-75-000	34,857	42,000	37,833	44,000	2,000
Special Assessments-NR	6830-75-000	0	0	208	0	0
Insurance-NR	6900-75-000	53,989	56,700	53,644	56,700	0
Bad Debt: MARINA	6920-75-000	488	0	0	0	0
Depreciation	6950-75-000	51,677	56,039	56,461	65,166	9,127
<b>Total Expenses</b>		<b>464,200</b>	<b>471,684</b>	<b>435,807</b>	<b>510,289</b>	<b>38,605</b>
<b>Net Operating Income (Loss)</b>		<b>274,254</b>	<b>226,764</b>	<b>299,951</b>	<b>230,059</b>	<b>3,295</b>

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

	<b>MAS90</b>	<b>2015</b>	<b>2016</b>	<b>2016</b>	<b>2017</b>	<b>Budget 2016</b>
	<b>Account#</b>	<b>Actual</b>	<b>Budget</b>	<b>Act/Forecast</b>	<b>Budget</b>	<b>vs</b>
						<b>Budget 2017</b>
Office Rent - Fife Building	4700-85-000	49,790	50,706	51,592	55,701	4,995
Operating Exp Reimbursement	4702-85-000	0	0	0	0	0
<b>Total Revenue</b>		<b>49,790</b>	<b>50,706</b>	<b>51,592</b>	<b>55,701</b>	<b>4,995</b>
Salaries	5010-85-000	8,363	7,750	8,000	7,983	233
Incentive Compensation	5010-85-058	0	909	609	909	0
Payroll Taxes	5020-85-052	698	757	690	777	20
Health/Security/LTD	5020-85-070	1,152	1,209	1,165	1,209	0
Pension	5020-85-139	739	742	728	762	21
Audit	5040-85-076	2,415	2,500	2,500	2,500	0
Building Cleaning	6010-85-000	8,460	8,280	8,680	8,280	0
Supplies & Materials	6270-85-000	155	440	142	440	0
Misc. Building Maintenance	6290-85-000	11,595	5,700	7,132	5,700	0
Fire Alarm System Monitoring	6292-85-000	974	1,100	984	1,100	0
HVAC Maintenance & Repairs	6400-85-000	2,500	2,400	4,091	2,400	0
Electricity	6510-85-000	4,230	4,000	2,554	4,000	0
Water & Sewer	6520-85-000	2,622	2,100	2,707	2,100	0
Gas	6530-85-000	1,356	1,920	1,028	1,920	0
Trash Removal & Recyc	6550-85-000	1,978	1,980	1,832	1,980	0
Brokers' Commission - Amort - Fife	6600-85-000	4,092	4,092	4,092	4,092	0
Real Estate Taxes	6730-85-240	15,010	16,000	14,277	16,000	0
Insurance & Bonds	6900-85-000	6,266	6,750	6,693	7,000	250
Depreciation	6950-85-000	39,367	40,709	40,709	37,376	(3,333)
<b>Total Expenses</b>		<b>111,972</b>	<b>109,338</b>	<b>108,613</b>	<b>106,528</b>	<b>(2,810)</b>
<b>Net Operating Income (Loss)</b>		<b>(62,182)</b>	<b>(58,632)</b>	<b>(57,021)</b>	<b>(50,827)</b>	<b>7,805</b>



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

	<b>MAS90 Account#</b>	<b>2015 Actual</b>	<b>2016 Budget</b>	<b>2016 Act/Forecast</b>	<b>2017 Budget</b>	<b>Budget 2016 vs Budget 2017</b>
<b>Total Revenue</b>		0	0	0	0	0
Salaries	5010-13-000	30,677	26,470	26,990	29,209	2,739
Incentive Compensation	5010-13-058	0	1,818	1,218	4,409	2,591
Payroll Taxes	5020-13-052	1,851	1,984	1,940	2,145	161
Health/Security/LTD	5020-13-070	2,365	2,489	2,403	2,489	0
Pension	5020-13-139	2,677	2,701	2,690	2,988	286
Officers / Board Meetings	5035-13-056	6,048	9,000	7,087	8,650	(350)
Miscellaneous Expense	5035-13-072	7,355	5,900	6,055	7,450	1,550
Office Expense	5050-13-000	1,384	3,200	2,218	3,200	0
Board Contingency	5120-13-054	9,900	50,000	26,621	50,000	0
<b>Total Expenses</b>		62,258	103,562	77,223	110,540	6,978
<b>Net Operating Income (Loss)</b>		(62,258)	(103,562)	(77,223)	(110,540)	(6,978)

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

	<b>MAS90 Account#</b>	<b>2015 Actual</b>	<b>2016 Budget</b>	<b>2016 Act/Forecast</b>	<b>2017 Budget</b>	<b>Budget 2016 vs Budget 2017</b>
Disposal sale	4950-17-000	0	0	0	0	0
<b>Total Revenue</b>		<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>
1. Maintenance - Service						
Technology Services	5083-17-017	39,350	36,000	35,646	40,000	4,000
Professional Service	5083-17-019	0	0	1,718	0	0
Member Services	5083-17-036	4,200	7,150	6,000	7,150	0
Subtotal		<u>43,961</u>	<u>43,150</u>	<u>43,364</u>	<u>47,150</u>	<u>4,000</u>
2. Salaries						
Incentive Compensation	5010-17-058	0	1,818	1,218	1,818	0
Payroll Taxes	5020-17-052	1,817	2,015	1,908	2,045	30
Health/Security/LTD	5020-17-070	2,093	2,508	2,375	2,508	0
Pension	5020-17-139	1,703	2,334	2,278	2,464	129
Miscellaneous Meetings	5035-17-072	335	360	331	360	0
Cell Phone Exp.	5087-17-000	1,975	2,400	2,512	2,400	0
Subtotal		<u>32,772</u>	<u>34,750</u>	<u>34,687</u>	<u>35,785</u>	<u>1,035</u>
3. Software / Service Agreement						
New Application	5081-17-017	0	1,000	490	1,000	0
New / Renewal Software License Fee	5089-17-017	16,148	15,950	17,765	15,950	0
Virus / Firewall Renewals	5089-17-062	1,606	0	0	3,720	3,720
Subtotal		<u>17,754</u>	<u>16,950</u>	<u>20,930</u>	<u>20,670</u>	<u>3,720</u>
4. New Equipment / Maintenance						
Tech Equipment Maint- Parts	5082-17-000	7,865	12,500	7,977	10,000	(2,500)
Subtotal		<u>8,639</u>	<u>12,500</u>	<u>9,462</u>	<u>10,000</u>	<u>(2,500)</u>
5. Office Exp						
Office Exp	5050-17-000	425	240	172	240	0
Subtotal		<u>425</u>	<u>240</u>	<u>172</u>	<u>240</u>	<u>0</u>
6. Depreciation						
	6950-17-000	15,094	29,994	25,979	28,158	(1,836)
<b>Total Expenses</b>		<u>118,643</u>	<u>137,584</u>	<u>134,594</u>	<u>142,002</u>	<u>4,419</u>
<b>Net Operating Income (Loss)</b>		<u>(118,643)</u>	<u>(137,584)</u>	<u>(134,594)</u>	<u>(142,002)</u>	<u>(4,419)</u>

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

	<b>MAS90</b>	<b>2015</b>	<b>2016</b>	<b>2016</b>	<b>2017</b>	<b>Budget 2016</b>
	<b>Account#</b>	<b>Actual</b>	<b>Budget</b>	<b>Act/Forecast</b>	<b>Budget</b>	<b>vs</b>
						<b>Budget 2017</b>
Conference Center Rental	4100-18-238	1,800	900	2,500	1,650	750
McGraw Hill Affinity Plan	4100-18-303	600	0	60	0	0
Verizon Affinity Plan - NPP	4100-18-304	33,147	26,000	28,947	25,000	(1,000)
Enterprise Affinity Plan	4100-18-305	750	0	0	0	0
Office Depot Affinity Plan	4100-18-310	22,829	12,000	11,962	10,000	(2,000)
Misc Income	4900-18-194	140	100	60	40	(60)
Misc Income/Service	4900-18-195	0	0	0	0	0
<b>Total Revenue</b>		<b>59,267</b>	<b>39,000</b>	<b>43,529</b>	<b>36,690</b>	<b>(2,310)</b>
Salaries	5010-18-000	184,320	151,165	164,308	190,797	39,631
Temp Help	5010-18-051	0	2,000	25,579	4,000	2,000
Employee Milestone Awards	5010-18-057	4,689	7,500	9,909	13,846	6,346
Incentive Compensation	5010-18-058	0	13,909	9,319	22,777	8,868
Payroll Taxes	5020-18-052	12,203	12,396	12,904	16,095	3,699
Health/Security/LTD	5020-18-070	19,480	18,625	20,276	14,757	(3,868)
Pension	5020-18-139	16,723	15,792	15,857	20,169	4,377
Auto / Travel Expense	5030-18-000	0	0	23	100	100
Miscellaneous Meetings	5035-18-072	4,656	5,000	3,394	5,000	0
Legal	5040-18-060	10,530	4,000	1,227	4,000	0
Office Exp.	5050-18-000	17,205	22,700	19,749	22,000	(700)
Office Equipment Lease	5050-18-066	2,859	2,460	2,262	2,196	(264)
Office Equipment Maintenance	5050-18-067	5,302	8,390	7,899	10,800	2,410
Postage - Administration	5050-18-069	365	420	351	504	84
Parking / Metro	5050-18-071	1,675	1,800	1,669	1,800	0
Contract Printing	5050-18-074	0	600	50	600	0
Office Equipment - Interest	5050-18-290	282	240	48	0	(240)
Membership Dues	5060-18-061	860	1,630	1,375	1,880	250
Subscriptions	5060-18-062	793	625	540	625	0
Donations/ Memorials	5060-18-063	636	1,200	999	1,200	0
Internet Connection	5085-18-000	2,944	3,420	3,360	3,420	0
Telephone Exp.- Admin.	5086-18-000	5,726	6,600	5,761	6,600	0
Cell Phone Exp.- Admin.	5087-18-000	2,082	2,280	1,796	3,000	720
Insurance & Bonds	5900-18-064	7,600	8,000	8,058	8,100	100
Staff Professional Training	5900-18-065	30,347	50,000	45,689	50,000	0
Personal Property Taxes	5900-18-068	324	400	317	400	0
Depreciation	6950-18-000	9,315	11,538	12,100	16,206	4,669
<b>Total Expenses</b>		<b>340,919</b>	<b>352,690</b>	<b>374,817</b>	<b>420,873</b>	<b>68,183</b>
<b>Net Operating Income (Loss)</b>		<b>(281,652)</b>	<b>(313,690)</b>	<b>(331,288)</b>	<b>(384,183)</b>	<b>(70,493)</b>

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

	<b>MAS90</b>	<b>2015</b>	<b>2016</b>	<b>2016</b>	<b>2017</b>	<b>Budget 2016</b>
	<b>Account#</b>	<b>Actual</b>	<b>Budget</b>	<b>Act/Forecast</b>	<b>Budget</b>	<b>vs</b>
						<b>Budget 2017</b>
Misc. Income - Accounting	4900-19-195	1,944	0	829	0	0
AGCA Discount Earned	4900-19-200	9,195	9,510	9,510	9,135	(375)
<b>Total Revenue</b>		<b>11,139</b>	<b>9,510</b>	<b>10,339</b>	<b>9,135</b>	<b>(375)</b>
Salaries	5010-19-000	117,716	108,821	125,309	126,422	17,601
Temp Help	5010-19-051	2,192	10,000	2,000	10,000	(0)
Incentive Compensation	5010-19-058	0	9,545	6,395	13,636	4,091
Payroll Taxes	5020-19-052	8,599	9,635	10,151	11,510	1,875
Health/Security/LTD	5020-19-070	12,781	13,007	16,640	18,168	5,161
Pension	5020-19-139	10,230	10,950	10,343	13,282	2,332
Auto Expense	5030-19-000	18	240	20	240	0
Miscellaneous Meetings	5035-19-072	772	700	492	700	0
Audit	5040-19-076	8,630	8,625	8,625	8,625	0
ADP Payroll Fees	5040-19-077	5,574	6,000	7,078	7,200	1,200
Professional Service	5040-19-144	1,907	3,500	2,064	3,500	0
Office Exp.	5050-19-000	1,651	900	902	900	0
Postage - Accounting	5050-19-069	837	1,200	733	1,200	0
Contract Printing	5050-19-074	699	400	351	400	0
Bank Charge	5050-19-231	638	600	1,194	1,200	600
Membership Dues	5060-19-061	86	735	585	735	0
Subscriptions	5060-19-062	209	300	67	300	0
Discounts Allowed (Visa/Dues)	5140-19-078	20,470	23,000	23,176	23,000	0
State Excise Taxes	5900-19-079	8,114	7,500	18,303	7,500	0
City Excise Tax	5900-19-279	7,746	7,500	6,094	7,500	0
Depreciation	6950-19-000	1,572	1,133	1,133	913	(220)
<b>Total Expenses</b>		<b>210,442</b>	<b>224,291</b>	<b>241,656</b>	<b>256,932</b>	<b>32,640</b>
<b>Net Operating Income (Loss)</b>		<b>(199,303)</b>	<b>(214,781)</b>	<b>(231,317)</b>	<b>(247,797)</b>	<b>(33,015)</b>

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

	<b>MAS90</b>	<b>2015</b>	<b>2016</b>	<b>2016</b>	<b>2017</b>	<b>Budget 2016</b>
	<b>Account#</b>	<b>Actual</b>	<b>Budget</b>	<b>Act/Forecast</b>	<b>Budget</b>	<b>vs</b>
						<b>Budget 2017</b>
Website Advertising	4100-22-197	0	7,000	13,150	21,600	14,600
<b>Total Revenue</b>		0	7,000	13,150	21,600	14,600
Salaries	5010-22-000	147,334	123,840	124,925	108,728	(15,112)
Incentive Compensation	5010-22-058	0	12,273	8,223	10,909	(1,364)
Payroll Taxes	5020-22-052	11,884	11,754	10,383	10,287	(1,467)
Health/Security/LTD	5020-22-070	18,597	16,541	15,944	14,796	(1,745)
Pension	5020-22-139	13,867	12,384	12,259	10,821	(1,563)
Auto Expense	5030-22-000	227	480	188	240	(240)
Miscellaneous Meetings	5035-22-072	44	900	131	900	0
Professional Service	5040-22-144	0	6,000	844	1,800	(4,200)
Website Maintenance	5040-22-250	0	600	50	480	(120)
Office Exp.	5050-22-000	205	300	1,564	240	(60)
Postage - Communications	5050-22-069	1,448	1,200	828	2,700	1,500
Protrait Photography	5050-22-089	0	720	60	480	(240)
Subscriptions	5060-22-062	0	300	25	240	(60)
Cell Phone Exp.- Comm.	5087-22-000	900	1,200	925	1,200	0
Advertising	5140-22-082	15,980	22,600	11,135	13,150	(9,450)
Public Relations	5140-22-083	1,517	3,300	8,883	10,500	7,200
Newsletter	5140-22-084	1,844	2,100	2,609	1,200	(900)
Annual & Special Reports	5140-22-086	0	6,600	2,900	3,700	(2,900)
Depreciation	6950-22-000	0	0	0	0	0
<b>Total Expenses</b>		213,847	223,611	201,918	192,371	(31,240)
<b>Net Operating Income (Loss)</b>		(213,847)	(216,611)	(188,768)	(170,771)	45,841

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

	<b>MAS90</b>	<b>2015</b>	<b>2016</b>	<b>2016</b>	<b>2017</b>	<b>Budget 2016</b>
	<b>Account#</b>	<b>Actual</b>	<b>Budget</b>	<b>Act/Forecast</b>	<b>Budget</b>	<b>vs</b>
						<b>Budget 2017</b>
CEO Out of Town Travel	5035-24-090	744	3,000	509	3,000	0
Executive Leadership Council	5035-24-094	3,290	4,400	5,847	5,800	1,400
National AGC Convention	5035-24-095	24,850	35,000	8,520	20,000	(15,000)
Western Chapters Meetings	5035-24-098	13,274	13,500	6,858	13,000	(500)
National AGC Leadership Conference	5035-24-099	16,082	20,000	20,761	21,000	1,000
Chapter Meetings	5035-24-100	1,220	1,200	0	1,200	0
Miscellaneous Conference	5035-24-126	406	4,000	3,469	4,800	800
Immediate Past President Night	5150-24-093	2,556	3,000	3,277	3,500	500
Old Timers Night	5150-24-129	2,725	3,300	3,152	3,800	500
<b>Total Expenses</b>		<b>65,147</b>	<b>87,400</b>	<b>52,392</b>	<b>76,100</b>	<b>(11,300)</b>
<b>Net Operating Income (Loss)</b>		<b>(65,147)</b>	<b>(87,400)</b>	<b>(52,392)</b>	<b>(76,100)</b>	<b>11,300</b>

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

	<b>MAS90</b>	<b>2015</b>	<b>2016</b>	<b>2016</b>	<b>2017</b>	<b>Budget 2016</b>
	<b>Account#</b>	<b>Actual</b>	<b>Budget</b>	<b>Act/Forecast</b>	<b>Budget</b>	<b>vs</b>
						<b>Budget 2017</b>
Safety/Constr Awards Dnr-INC	4150-25-127	37,870	45,000	47,845	45,000	0
Annual Meeting	4150-25-128	100,860	95,000	107,055	95,000	0
<b>Total Revenue</b>		<b>138,730</b>	<b>140,000</b>	<b>154,900</b>	<b>140,000</b>	<b>0</b>
Salaries	5010-25-000	26,775	25,875	26,776	26,652	776
Incentive Compensation	5010-25-058	0	2,727	1,827	2,727	0
Payroll Taxes	5020-25-052	2,253	2,490	2,331	2,556	67
Health/Security/LTD	5020-25-070	3,476	3,646	3,525	3,646	0
Pension	5020-25-139	2,652	2,831	2,798	2,911	80
Auto Expense	5030-25-000	828	1,100	392	1,100	0
Miscellaneous Meetings	5035-25-072	4	300	172	300	0
Office Exp.	5050-25-000	89	300	179	300	0
Postage	5050-25-069	364	100	625	100	0
Safety/Excellence Cons Din-Exp	5150-25-127	41,008	45,000	55,390	45,000	0
Annual Meeting	5150-25-128	106,111	95,000	102,499	95,000	0
Award & Recognition	5150-25-130	9,290	12,000	12,919	12,000	0
<b>Total Expenses</b>		<b>192,849</b>	<b>191,370</b>	<b>209,433</b>	<b>192,293</b>	<b>923</b>
<b>Net Operating Income (Loss)</b>		<b>(54,119)</b>	<b>(51,370)</b>	<b>(54,533)</b>	<b>(52,293)</b>	<b>(923)</b>

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

	<b>MAS90</b>	<b>2015</b>	<b>2016</b>	<b>2016</b>	<b>2017</b>	<b>Budget 2016</b>
	<b>Account#</b>	<b>Actual</b>	<b>Budget</b>	<b>Act/Forecast</b>	<b>Budget</b>	<b>vs</b>
						<b>Budget 2017</b>
Intro / Retro	4010-36-204	39,387	5,900	63,552	7,000	1,100
Constructor In	4010-36-206	7,700	7,700	9,326	6,500	(1,200)
Min Dues - Introductory GC	4010-36-209	5,062	4,250	425	4,000	(250)
Min Dues - Associates	4010-36-211	189,636	176,500	180,568	176,500	0
Nat'l Educational Associate	4010-36-212	0	0	0	0	0
Min Dues - Retro	4010-36-213	6,000	6,000	5,656	6,000	0
Youth Constructor Dues	4010-36-248	700	100	1,283	1,000	900
NH-GC Dues	4030-36-205	248,380	237,000	215,320	210,000	(27,000)
Vol Dues - GC	4030-36-208	886,009	876,000	935,520	915,000	39,000
Vol Dues - Sub	4030-36-210	419,641	411,550	397,419	399,000	(12,550)
Prior Years Dues	4040-36-000	7,160	0	0	0	0
<b>Sub-Total Dues Income</b>		<b>1,809,676</b>	<b>1,725,000</b>	<b>1,809,068</b>	<b>1,725,000</b>	<b>0</b>
Misc Income/Mailing Labels	4900-36-198	15	0	30	0	0
Roster Advertising	4900-36-216	5,863	6,000	5,818	6,000	0
<b>Sub-Total Other Income</b>		<b>5,878</b>	<b>6,000</b>	<b>5,848</b>	<b>6,000</b>	<b>0</b>
<b>Total Revenue</b>		<b>1,815,554</b>	<b>1,731,000</b>	<b>1,814,916</b>	<b>1,731,000</b>	<b>0</b>
Salaries	5010-36-000	139,969	101,690	104,774	108,631	6,941
Incentive Compensation	5010-36-058	0	10,455	7,005	15,636	5,182
Payroll Taxes	5020-36-052	9,995	8,870	8,225	9,320	449
Health/Security/LTD	5020-36-070	16,081	13,861	13,425	25,052	11,191
Pension	5020-36-139	11,925	10,319	9,698	11,027	707
Auto Expense	5030-36-000	0	300	112	300	0
Miscellaneous Meetings	5035-36-072	97	1,200	155	1,200	0
W. Chapters "Membership" Meeting	5035-36-098	2,395	2,000	3,249	2,000	0
Office Exp.	5050-36-000	303	600	512	600	0
Postage - Member Services	5050-36-069	851	1,030	751	1,120	90
Cell Phone Exp.- Member Services	5087-36-000	788	1,200	1,274	1,200	0
Early Payment Disc. (2%)	5140-36-078	24,410	28,000	31,923	28,000	0
Membership Promotion	5140-36-080	7	2,000	1,153	7,000	5,000
Depreciation	6950-36-000	6,401	20,403	20,278	20,140	(263)
<b>Total Expenses</b>		<b>213,221</b>	<b>201,928</b>	<b>202,534</b>	<b>231,226</b>	<b>29,298</b>
<b>Net Operating Income (Loss)</b>		<b>1,602,333</b>	<b>1,529,072</b>	<b>1,612,382</b>	<b>1,499,774</b>	<b>(29,298)</b>



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

	<b>MAS90</b>	<b>2015</b>	<b>2016</b>	<b>2016</b>	<b>2017</b>	<b>Budget 2016</b>
	<b>Account#</b>	<b>Actual</b>	<b>Budget</b>	<b>Act/Forecast</b>	<b>Budget</b>	<b>vs</b>
						<b>Budget 2017</b>
FLF Event Revenue	4150-16-175	9,660	12,000	6,980	10,000	(2,000)
<b>Total Revenue</b>		<u>9,660</u>	<u>12,000</u>	<u>6,980</u>	<u>10,000</u>	<u>(2,000)</u>
Salaries	5010-16-000	16,514	35,850	36,532	21,378	(14,472)
Incentive Compensation	5010-16-058	0	5,000	3,350	3,636	(1,364)
Payroll Taxes	5020-16-052	1,283	3,538	2,993	2,119	(1,420)
Health/Security/LTD	5020-16-070	2,306	6,546	6,329	4,801	(1,745)
Pension	5020-16-139	1,523	3,848	3,480	2,105	(1,743)
Student Chapter Sponsorship	5120-16-162	0	20,000	0	0	(20,000)
Student Chapter / Member Meetings	5140-16-177	0	1,704	702	20,000	18,296
Event / Entertainment Exp	5150-16-175	8,604	79,500	66,593	67,500	(12,000)
Food / Beverage	5300-16-000	4,868	3,660	7,909	5,360	1,700
Bad Debt - FLF	5920-16-196	0	0	0	0	0
<b>Total Expenses</b>		<u>35,097</u>	<u>159,646</u>	<u>127,887</u>	<u>126,899</u>	<u>(32,748)</u>
<b>Net Operating Income (Loss)</b>		<u>(25,437)</u>	<u>(147,646)</u>	<u>(120,907)</u>	<u>(116,899)</u>	<u>30,748</u>

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

	<b>MAS90</b>	<b>2015</b>	<b>2016</b>	<b>2016</b>	<b>2017</b>	<b>Budget 2016</b>
	<b>Account#</b>	<b>Actual</b>	<b>Budget</b>	<b>Act/Forecast</b>	<b>Budget</b>	<b>vs</b>
						<b>Budget 2017</b>
Salaries	5010-26-000	20,491	19,440	20,191	20,190	750
Incentive Compensation	5010-26-058	0	1,364	914	1,364	0
Payroll Taxes	5020-26-052	1,470	1,636	1,578	1,656	20
Health/Security/LTD	5020-26-070	1,438	1,904	1,835	1,904	0
Pension	5020-26-139	1,297	1,947	1,932	2,025	78
Donations - Other	5060-26-000	10,000	60,000	25,170	60,000	0
Donations - AGCEF	5060-26-063	126,500	126,500	126,500	126,500	0
Events	5120-26-158	0	3,250	2,500	3,250	0
Education Subsidy to Members	5140-26-136	24,250	27,000	32,650	34,000	7,000
<b>Total Expenses</b>		<b>185,447</b>	<b>243,040</b>	<b>213,268</b>	<b>250,888</b>	<b>7,848</b>
<b>Net Operating Income (Loss)</b>		<b>(185,447)</b>	<b>(243,040)</b>	<b>(213,268)</b>	<b>(250,888)</b>	<b>(7,848)</b>

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

	<b>MAS90</b>	<b>2015</b>	<b>2016</b>	<b>2016</b>	<b>2017</b>	<b>Budget 2016</b>
	<b>Account#</b>	<b>Actual</b>	<b>Budget</b>	<b>Act/Forecast</b>	<b>Budget</b>	<b>vs</b>
						<b>Budget 2017</b>
Safety Promotion Items	4100-42-080	24,070	23,700	26,075	23,700	0
Safety Team Inspections	4100-42-218	19,575	24,975	22,560	24,030	(945)
Safety Training	4100-42-219	12,550	5,000	6,500	5,000	0
Safety Grants Income	4100-42-241	24,162	0	0	0	0
Field Day / Safety Team (Golf)	4150-42-176	24,011	22,350	24,240	22,350	0
Shipping - Safety Products	4900-42-195	645	800	698	800	0
<b>Total Revenue</b>		<b>105,013</b>	<b>76,825</b>	<b>80,073</b>	<b>75,880</b>	<b>(945)</b>
Salaries	5010-42-000	263,119	260,320	268,137	263,360	3,040
Incentive Compensation	5010-42-058	0	35,455	23,755	40,909	5,455
Payroll Taxes	5020-42-052	22,337	22,922	23,194	25,877	2,955
Health/Security/LTD	5020-42-070	40,294	35,394	39,399	42,193	6,799
Pension	5020-42-139	27,845	24,438	23,939	27,485	3,047
Auto/Travel Expense	5030-42-000	7,821	11,275	6,873	11,275	0
Corporate Travel	5030-42-178	3,508	6,710	5,597	6,710	0
Misc Meetings - Safety	5035-42-072	2,537	2,200	1,840	2,200	0
Consultants Fees	5040-42-144	5,250	3,000	2,700	3,000	0
Office Exp.	5050-42-000	1,096	1,100	1,759	3,100	2,000
Postage - Safety	5050-42-069	2,338	2,700	2,192	2,700	0
Contract Printing	5050-42-074	455	500	0	500	0
Membership Dues	5060-42-061	205	410	323	410	0
Cell Phone Exp.- Safety	5087-42-000	3,447	2,700	3,587	3,000	300
Safety Promotion	5120-42-080	22,213	30,852	33,027	31,000	148
Safety Grants Expense	5120-42-241	0	0	0	0	0
Hearing Conservation	5120-42-251	1,625	1,700	1,623	1,700	0
Safety Equipment	5120-42-350	0	200	34	200	0
Golf Tournament - Safety Team	5150-42-176	14,312	13,853	11,918	13,853	0
Insurance	5900-42-064	3,481	3,500	3,646	3,800	300
Depreciation	6950-42-000	9,087	8,866	8,866	8,755	(111)
<b>Total Expenses</b>		<b>430,968</b>	<b>468,095</b>	<b>462,412</b>	<b>492,027</b>	<b>23,932</b>
<b>Net Operating Income (Loss)</b>		<b>(325,955)</b>	<b>(391,270)</b>	<b>(382,339)</b>	<b>(416,147)</b>	<b>(24,877)</b>

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

	<b>MAS90</b>	<b>2015</b>	<b>2016</b>	<b>2016</b>	<b>2017</b>	<b>Budget 2016</b>
	<b>Account#</b>	<b>Actual</b>	<b>Budget</b>	<b>Act/Forecast</b>	<b>Budget</b>	<b>vs</b>
						<b>Budget 2017</b>
PY 19 - Retro Income	4500-27-222	6,283	0	0	0	0
PY 20 - Retro Income	4500-27-223	(43,511)	0	0	0	0
PY 21 - Retro Income	4500-27-224	(120,137)	0	(89,021)	0	0
PY 22 - Retro Income	4500-27-225	608,711	0	(4,067)	0	0
PY 23 - Retro Income	4500-27-226	0	225,000	608,837	0	(225,000)
PY 24 - Retro Revenue	4500-27-227	0	0	0	225,000	225,000
Retro Exp Gross/Reimbursement	4500-27-242	1,575,434	1,517,760	1,698,885	1,517,760	0
<b>Total Revenue</b>		<b>2,026,780</b>	<b>1,742,760</b>	<b>2,214,634</b>	<b>1,742,760</b>	<b>0</b>
Retro Program Expense Gross	5500-27-242	1,575,434	997,524	1,698,885	941,709	(55,815)
PY 24 - RTW Operating Exp	5525-27-227	272,874	249,918	0	0	(249,918)
PY 25 - RTW Operating Exp	5525-27-228	0	249,918	0	277,826	27,908
PY 26 - RTW Operating Exp	5525-27-229	0	0	0	277,826	277,826
PY 24 - Classroom Yakima	5527-27-227	10,200	10,200	0	0	(10,200)
PY 25 - Classroom Yakima	5527-27-228	0	10,200	0	10,200	0
PY 26 - Classroom Yakima	5527-27-229	0	0	0	10,200	10,200
<b>Total Expenses</b>		<b>1,858,508</b>	<b>1,517,760</b>	<b>515,749</b>	<b>1,517,760</b>	<b>0</b>
<b>Net Operating Income (Loss)</b>		<b>168,272</b>	<b>225,000</b>	<b>515,749</b>	<b>225,000</b>	<b>(0)</b>

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

	<b>MAS90</b>	<b>2015</b>	<b>2016</b>	<b>2016</b>	<b>2017</b>	<b>Budget 2016</b>
	<b>Account#</b>	<b>Actual</b>	<b>Budget</b>	<b>Act/Forecast</b>	<b>Budget</b>	<b>vs</b>
						<b>Budget 2017</b>
Public Works Mtg Income	4100-30-072	8,710	7,000	10,010	9,000	2,000
Legislative Reimbursement	4100-30-147	17,500	17,500	17,500	17,500	0
<b>Total Revenue</b>		<b>26,210</b>	<b>24,500</b>	<b>27,510</b>	<b>26,500</b>	<b>2,000</b>
Salaries	5010-30-000	156,929	172,770	183,226	209,009	36,239
Contract Lobbyists / Temp Help	5010-30-051	79,992	32,750	34,500	36,500	3,750
Incentive Compensation	5010-30-058	0	16,545	11,085	19,136	2,591
Payroll Taxes	5020-30-052	12,033	15,492	14,769	18,093	2,601
Health/Security/LTD	5020-30-070	18,266	33,450	22,424	22,259	(11,191)
Pension	5020-30-139	14,393	17,735	17,752	21,352	3,617
Auto Expense	5030-30-000	1,655	1,700	1,732	3,000	1,300
Corporate Travel	5030-30-178	2,603	4,600	913	5,000	400
Miscellaneous Meetings	5035-30-072	15,770	11,230	6,945	10,000	(1,230)
Professional Studies	5040-30-149	2,500	2,500	2,500	5,000	2,500
Legal Research & Represt.	5040-30-161	0	5,000	1,796	5,000	0
Office Exp.	5050-30-000	4,987	7,770	5,039	8,170	400
Office Equipment Lease	5050-30-066	243	200	192	200	(0)
Office Equipment Maintenance	5050-30-067	398	1,250	409	1,250	0
Postage - GAC	5050-30-069	988	1,200	870	1,400	200
Contract Printing	5050-30-074	3,504	4,700	4,620	4,000	(700)
Membership Dues	5060-30-061	2,950	11,445	10,730	11,525	80
Subscriptions	5060-30-062	97	300	687	300	0
Donations	5060-30-063	203	6,750	5,250	6,650	(100)
LRC Membership	5060-30-160	2,500	0	0	0	0
Coalitions	5060-30-259	2,500	2,500	2,500	2,500	0
Rent - Leg. Office	5070-30-000	47,170	50,904	47,650	50,904	0
Internet Service Provider	5084-30-000	1,444	2,340	2,265	2,340	0
Telephone Exp.- Leg.	5086-30-000	2,283	2,300	2,103	2,400	100
Cell Phone Exp.- Leg.	5087-30-000	2,803	2,400	2,808	2,400	0
WebEx	5088-30-000	0	1,000	0	0	(1,000)
Public Works Promotion	5120-30-080	12,500	2,500	500	2,500	0
Public Works Committee	5120-30-153	6,680	7,000	9,716	9,000	2,000
LEARN	5130-30-083	100	250	0	250	0
Legislative Reporting Service	5130-30-147	3,264	3,725	3,575	3,850	125
Gov't Affairs Committee Exp.	5130-30-148	0	500	0	500	0
Insurance & Bonds	5900-30-064	1,447	1,550	1,491	1,650	100
Depreciation	6950-30-000	15,625	14,804	14,804	14,804	0
<b>Total Expenses</b>		<b>415,828</b>	<b>439,160</b>	<b>412,851</b>	<b>480,942</b>	<b>41,782</b>
<b>Net Operating Income (Loss)</b>		<b>(389,618)</b>	<b>(414,660)</b>	<b>(385,341)</b>	<b>(454,442)</b>	<b>(39,782)</b>

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

	<b>MAS90</b>	<b>2015</b>	<b>2016</b>	<b>2016</b>	<b>2017</b>	<b>Budget 2016</b>
	<b>Account#</b>	<b>Actual</b>	<b>Budget</b>	<b>Act/Forecast</b>	<b>Budget</b>	<b>vs</b>
						<b>Budget 2017</b>
Salaries	5010-31-000	31,468	11,971	12,466	12,553	582
Incentive Compensation	5010-31-058	0	1,182	792	1,182	0
Payroll Taxes	5020-31-052	2,506	1,110	1,029	1,135	25
Health/Security/LTD	5020-31-070	3,627	1,591	1,535	1,591	0
Pension	5020-31-139	2,815	1,205	1,181	1,304	99
Auto Expense:BUILD	5030-31-000	72	0	0	0	0
Corporate Travel	5030-31-178	0	300	0	200	(100)
Misc. Meetings	5035-31-072	23	1,900	1,576	1,900	0
Office Exp.	5050-31-000	1,123	200	0	200	0
Indirect Overhead / Admin - Build Pac	5060-31-063	6,435	3,800	4,154	3,800	0
<b>Total Expenses</b>		<b>48,069</b>	<b>23,258</b>	<b>22,733</b>	<b>23,864</b>	<b>606</b>
<b>Net Operating Income (Loss)</b>		<b>(48,069)</b>	<b>(23,258)</b>	<b>(22,733)</b>	<b>(23,864)</b>	<b>(606)</b>

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

	<b>MAS90</b>	<b>2015</b>	<b>2016</b>	<b>2016</b>	<b>2017</b>	<b>Budget 2016</b>
	<b>Account#</b>	<b>Actual</b>	<b>Budget</b>	<b>Act/Forecast</b>	<b>Budget</b>	<b>vs</b>
						<b>Budget 2017</b>
Misc. Meetings	4100-33-072	0	0	0	1,000	1,000
<b>Total Revenue</b>		<u>0</u>	<u>0</u>	<u>0</u>	<u>1,000</u>	<u>1,000</u>
Salaries	5010-33-000	3,140	3,675	3,116	3,660	(15)
Incentive Compensation	5010-33-058	0	273	183	273	0
Payroll Taxes	5020-33-052	270	351	274	338	(13)
Health/Security/LTD	5020-33-070	228	452	248	359	(93)
Pension	5020-33-139	216	326	224	396	69
Miscellaneous Meetings	5035-33-072	1,952	3,500	2,154	3,500	0
<b>Total Expenses</b>		<u>5,806</u>	<u>8,577</u>	<u>6,200</u>	<u>8,525</u>	<u>(52)</u>
<b>Net Operating Income (Loss)</b>		<u>(5,806)</u>	<u>(8,577)</u>	<u>(6,200)</u>	<u>(7,525)</u>	<u>1,052</u>

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

	<b>MAS90</b>	<b>2015</b>	<b>2016</b>	<b>2016</b>	<b>2017</b>	<b>Budget 2016</b>
	<b>Account#</b>	<b>Actual</b>	<b>Budget</b>	<b>Act/Forecast</b>	<b>Budget</b>	<b>vs</b>
						<b>Budget 2017</b>
Misc Income/Labor Forms	4900-34-220	784	0	280	180	180
<b>Total Revenue</b>		<u>784</u>	<u>0</u>	<u>280</u>	<u>180</u>	<u>180</u>
Salaries	5010-34-000	182,768	172,069	178,275	215,039	42,970
Incentive Compensation	5010-34-058	0	17,909	11,999	23,359	5,450
Payroll Taxes	5020-34-052	15,317	16,220	15,021	20,213	3,993
Health/Security/LTD	5020-34-070	17,924	23,682	22,829	28,434	4,752
Pension	5020-34-139	17,477	18,710	18,360	22,352	3,642
Auto Expense	5030-34-000	580	1,200	463	1,200	0
Legal	5040-34-060	8,119	6,000	996	6,000	0
Office Exp.	5050-34-000	1,336	480	402	480	0
Postage - Labor	5050-34-069	231	120	24	120	0
Cell Phone Exp.- Labor	5087-34-000	940	1,200	1,524	2,400	1,200
Labor Relations	5120-34-163	3,283	2,400	1,710	3,600	1,200
Trustee Expense	5120-34-166	1,369	2,000	1,773	2,000	0
Depreciation	6950-34-000	386	129	129	0	(129)
<b>Total Expenses</b>		<u>249,731</u>	<u>262,118</u>	<u>253,506</u>	<u>325,197</u>	<u>63,079</u>
<b>Net Operating Income (Loss)</b>		<u>(248,947)</u>	<u>(262,118)</u>	<u>(253,226)</u>	<u>(325,017)</u>	<u>(62,899)</u>



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

	<b>MAS90</b>	<b>2015</b>	<b>2016</b>	<b>2016</b>	<b>2017</b>	<b>Budget 2016</b>
	<b>Account#</b>	<b>Actual</b>	<b>Budget</b>	<b>Act/Forecast</b>	<b>Budget</b>	<b>vs</b>
						<b>Budget 2017</b>
Salaries	5010-40-000	10,992	10,512	10,872	10,793	281
Incentive Compensation	5010-40-058	0	1,091	731	1,091	0
Payroll Taxes	5020-40-052	921	1,009	940	1,034	24
Health/Security/LTD	5020-40-070	1,395	1,465	1,412	1,465	0
Pension	5020-40-139	995	1,029	1,015	1,057	29
Corporate Travel	5030-40-178	864	525	614	525	0
Resource Materials	5050-40-074	40	300	0	300	0
Open Shop Dinner Meeting	5120-40-167	598	375	16	375	0
Open Shop Speaker Exp.	5120-40-168	40	200	0	200	0
Open Shop Meeting Costs	5120-40-169	543	200	107	200	0
Open Shop Seminars	5120-40-170	318	375	0	375	0
Top Student Awards	5120-40-171	675	575	1,049	575	0
Misc. Industry Support	5120-40-172	900	1,025	1,570	1,025	0
<b>Total Expenses</b>		<b>18,281</b>	<b>18,680</b>	<b>18,326</b>	<b>19,014</b>	<b>334</b>
<b>Net Operating Income (Loss)</b>		<b>(18,281)</b>	<b>(18,680)</b>	<b>(18,326)</b>	<b>(19,014)</b>	<b>(334)</b>

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

	<b>MAS90</b>	<b>2015</b>	<b>2016</b>	<b>2016</b>	<b>2017</b>	<b>Budget 2016</b>
	<b>Account#</b>	<b>Actual</b>	<b>Budget</b>	<b>Act/Forecast</b>	<b>Budget</b>	<b>vs</b>
						<b>Budget 2017</b>
Members' Event Income	4100-12-175	0	8,000	1,000	9,000	1,000
District Mtgs - Seattle	4100-12-177	10,420	9,800	8,600	10,800	1,000
Golf - Seattle District	4150-12-176	47,826	46,000	45,775	46,000	0
<b>Total Revenue</b>		<b>58,246</b>	<b>63,800</b>	<b>55,375</b>	<b>65,800</b>	<b>2,000</b>
Salaries	5010-12-000	119,116	135,081	121,682	135,078	(3)
Incentive Compensation	5010-12-058	0	11,091	7,431	11,091	0
Payroll Taxes	5020-12-052	9,997	16,110	10,844	12,612	(3,498)
Health/Security/Ltd	5020-12-070	13,985	17,572	14,391	14,567	(3,005)
Pension	5020-12-139	11,772	12,194	11,933	14,473	2,279
Auto Expense	5030-12-000	1,763	1,500	738	1,500	0
Miscellaneous Meetings	5035-12-072	679	1,500	114	1,500	0
Office Expense	5050-12-000	163	500	480	500	0
Postage - Seattle District	5050-12-069	167	400	217	400	0
Contract Printing	5050-12-074	0	600	0	0	(600)
Membership Dues	5060-12-061	3,100	4,000	3,080	3,500	(500)
Donations	5060-12-063	500	1,500	1,500	1,500	0
Cell Phone Exp.- Seattle	5087-12-000	1,117	1,200	758	1,200	0
Local Gov't Affairs	5130-12-174	6,281	6,000	3,824	6,000	0
Membership Promotion	5140-12-080	2,624	8,200	172	6,000	(2,200)
Holiday Open House	5140-12-175	7,627	10,000	10,349	11,000	1,000
Memb mtgs/ Seattle	5140-12-177	10,881	12,250	11,208	12,250	0
UW Construction Hall of Fame	5150-12-173	0	2,500	2,500	0	(2,500)
Member Events - Expense	5150-12-175	0	8,000	0	8,000	0
Golf Tournament - Seattle District	5150-12-176	37,542	46,000	37,965	46,000	0
Depreciation	6950-12-000	263	88	88	0	(88)
<b>Total Expenses</b>		<b>227,579</b>	<b>296,285</b>	<b>239,274</b>	<b>287,171</b>	<b>(9,115)</b>
<b>Net Operating Income (Loss)</b>		<b>(169,333)</b>	<b>(232,485)</b>	<b>(183,899)</b>	<b>(221,371)</b>	<b>11,115</b>

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

	<b>MAS90</b>	<b>2015</b>	<b>2016</b>	<b>2016</b>	<b>2017</b>	<b>Budget 2016</b>
	<b>Account#</b>	<b>Actual</b>	<b>Budget</b>	<b>Act/Forecast</b>	<b>Budget</b>	<b>vs</b>
						<b>Budget 2017</b>
District Mtgs - Southern	4100-14-177	16,975	21,000	17,410	21,000	0
Golf - Southern District	4150-14-176	38,750	44,450	37,194	44,450	0
<b>Total Revenue</b>		<b>55,725</b>	<b>65,450</b>	<b>54,604</b>	<b>65,450</b>	<b>0</b>
Salaries	5010-14-000	156,030	147,250	152,005	151,668	4,418
Incentive Compensation	5010-14-058	0	17,273	11,573	17,273	0
Payroll Taxes	5020-14-052	13,271	14,389	13,113	14,770	381
Health/Security/LTD	5020-14-070	21,884	22,967	22,135	22,967	0
Pension	5020-14-139	14,033	14,095	13,837	14,485	390
Auto Expense	5030-14-000	1,288	2,904	1,617	2,904	0
Corporate Travel	5030-14-178	355	504	547	504	0
Miscellaneous Meetings	5035-14-072	2,210	6,500	2,363	1,500	(5,000)
Office Exp.	5050-14-000	4,069	2,400	3,891	2,400	0
Office Equipment Maintenance	5050-14-067	1,521	2,496	1,413	2,496	0
Postage - South District	5050-14-069	1,000	1,464	1,017	1,464	0
Office Equipment - Interest - FIFE	5050-14-290	648	660	423	660	0
Subscriptions	5060-14-062	265	0	322	0	0
Donations - Pierce County CC Day	5060-14-063	2,000	1,000	0	1,000	0
Telephone Exp.- Southern	5086-14-000	7,842	5,400	5,174	5,400	0
Cell Phone Exp.- Southern	5087-14-000	788	840	719	1,200	360
Memb Mtgs/ Southern	5140-14-177	30,643	37,000	33,301	37,000	0
Golf Tournament - Southern District	5150-14-176	34,324	33,000	32,984	33,000	0
Depreciation	6950-14-000	1,375	1,189	1,189	731	(458)
<b>Total Expenses</b>		<b>294,886</b>	<b>311,331</b>	<b>299,194</b>	<b>311,421</b>	<b>90</b>
<b>Net Operating Income (Loss)</b>		<b>(239,161)</b>	<b>(245,881)</b>	<b>(244,590)</b>	<b>(245,971)</b>	<b>(90)</b>

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

	<b>MAS90 Account#</b>	<b>2015 Actual</b>	<b>2016 Budget</b>	<b>2016 Act/Forecast</b>	<b>2017 Budget</b>	<b>Budget 2016 vs Budget 2017</b>
Memb Mtgs/Northern District	4100-46-177	1,380	0	0	0	0
Membership Training	4100-46-189	0	0	0	0	0
<b>Total Revenue</b>		<b>1,380</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
Salaries	5010-46-000	62,475	60,376	62,478	62,187	1,811
Incentive Compensation	5010-46-058	0	6,364	4,264	6,364	0
Payroll Taxes	5020-46-052	5,257	5,810	5,438	5,965	156
Health/Security/LTD	5020-46-070	8,110	8,508	8,226	8,508	0
Pension	5020-46-139	6,189	6,606	6,528	6,792	186
Auto Expense	5030-46-000	5,235	3,600	4,373	3,600	0
Corporate Travel	5030-46-178	726	600	866	600	0
Miscellaneous Meetings	5035-46-072	1,619	1,600	4,200	1,800	200
Office Exp.	5050-46-000	559	480	827	600	120
Postage - North District	5050-46-069	281	240	223	240	0
Membership Dues	5060-46-061	1,300	1,000	1,520	995	(5)
Subscriptions	5060-46-062	466	165	165	165	0
Rent - N. District	5070-46-000	9,000	9,000	9,000	9,000	0
Telephone Exp.- Northern	5086-46-000	33	50	51	50	0
Cell Phone Exp.- Northern	5087-46-000	788	900	890	1,200	300
Community Services/ Image Bldg	5120-46-185	1,571	1,500	1,750	1,750	250
Membership Training	5120-46-189	2,885	4,000	2,737	4,000	0
Local Gov't Affairs	5130-46-174	676	800	172	800	0
Membership Promotion	5140-46-080	1,195	5,900	5,926	5,200	(700)
Memb mtgs/ Northern	5140-46-177	10,266	8,100	6,618	8,100	0
Insurance & Bonds	5900-46-064	528	0	304	350	350
<b>Total Expenses</b>		<b>119,864</b>	<b>126,059</b>	<b>127,299</b>	<b>129,035</b>	<b>2,976</b>
<b>Net Operating Income (Loss)</b>		<b>(118,484)</b>	<b>(126,059)</b>	<b>(127,299)</b>	<b>(129,035)</b>	<b>(2,976)</b>

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

	<b>MAS90 Account#</b>	<b>2015 Actual</b>	<b>2016 Budget</b>	<b>2016 Act/Forecast</b>	<b>2017 Budget</b>	<b>Budget 2016 vs Budget 2017</b>
Memb Mtgs/Central Wa District	4100-48-177	0	500	117	500	0
Member Training	4100-48-189	0	150	0	150	0
Golf Tournament-Central WA	4150-48-081	21,455	18,900	15,729	19,000	100
<b>Total Revenue</b>		<u>21,527</u>	<u>19,550</u>	<u>15,846</u>	<u>19,650</u>	<u>100</u>
Salaries	5010-48-000	80,651	77,088	79,730	79,147	2,059
Incentive Compensation	5010-48-058	0	8,000	5,360	8,000	0
Payroll Taxes	5020-48-052	6,751	7,402	6,893	7,579	177
Health/Security/LTD	5020-48-070	10,234	10,741	10,357	10,741	0
Pension	5020-48-139	7,296	7,542	7,444	7,753	211
Auto Expense	5030-48-000	0	0	0	0	0
Corporate Travel	5030-48-178	719	1,350	1,551	1,350	0
Office Exp.	5050-48-000	1,111	1,425	1,485	1,425	0
Postage - Central District	5050-48-069	117	225	156	225	0
Membership Dues	5060-48-061	3,391	3,070	3,314	3,070	0
Subscriptions	5060-48-062	76	200	201	200	0
Rent - C. District	5070-48-000	6,677	6,900	6,850	6,730	(170)
Internet Service Provider	5084-48-000	697	720	833	840	120
Telephone / Cable TV - Central	5086-48-000	698	732	820	840	108
Cell Phone Exp.- Central	5087-48-000	1,081	840	1,197	1,200	360
Member Training Meetings	5120-48-189	2,810	1,800	150	1,800	0
HR Roundtable	5120-48-266	477	650	587	800	150
Local Gov't Exp.	5130-48-174	445	1,000	674	1,000	0
Membership Promotion	5140-48-080	1,919	7,400	2,354	6,300	(1,100)
Memb mtgs/ Central WA	5140-48-177	3,282	3,300	2,793	3,300	0
Golf Tournament - Central District	5150-48-081	16,357	15,000	15,540	14,900	(100)
Insurance & Bonds	5900-48-064	581	650	527	650	0
Depreciation	6950-48-000	410	410	410	410	0
<b>Total Expenses</b>		<u>145,779</u>	<u>156,445</u>	<u>149,227</u>	<u>158,261</u>	<u>1,816</u>
<b>Net Operating Income (Loss)</b>		<u>(124,252)</u>	<u>(136,895)</u>	<u>(133,381)</u>	<u>(138,611)</u>	<u>(1,716)</u>

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

	<b>MAS90</b>	<b>2015</b>	<b>2016</b>	<b>2016</b>	<b>2017</b>	<b>Budget 2016</b>
	<b>Account#</b>	<b>Actual</b>	<b>Budget</b>	<b>Act/Forecast</b>	<b>Budget</b>	<b>vs</b>
						<b>Budget 2017</b>
LT Investment - Dividend MM	4801-90-000	43,801	0	9,462	0	0
LT Investment - Bond Interest	4802-90-000	19,003	24,000	21,829	24,000	0
Subtotal Interest and Dividends		62,804	24,000	31,291	24,000	0
LT Inv Real Gain(Loss)-Basis	4850-90-000	31,924	0	51,333	0	0
LT Inv Unreal Gain(Loss)-Mrkt	4851-90-000	(71,119)	0	(5,433)	0	0
Gain/Loss on Disposal of Asset	4950-90-000	0	0	0	0	0
Subtotal Gain (Loss)		(39,196)	0	45,901	0	0
Total Revenue/ Gain (Loss)		23,608	24,000	77,191	24,000	0
Investment Consultant Fee	5800-90-000	11,592	12,000	12,596	12,000	0
<b>Total Expenses</b>		11,592	12,000	12,596	12,000	0
<b>Net Operating Income (Loss)</b>		12,017	12,000	64,595	12,000	0