

Associated General Contractors of Washington
Statement of Financial Position
For the Period Ending 07/31/2016

[INTERNAL REPORT]

| | 07/31/2016 Unaudited | 12/31/2015 Audited |
|---|--------------------------|--------------------------|
| ASSETS | | |
| Current Assets | | |
| Cash | 3,155,193 | 2,826,221 |
| Building Savings | 601,440 | 400,965 |
| Short-Term Investments | 62,257 | 173,631 |
| Accounts Receivable | 184,997 | 443,328 |
| Prepaid Expenses | 113,539 | 159,995 |
| Total Current Assets | <u>4,117,426</u> | <u>4,004,139</u> |
| Group Retrospective Rating Plan Assets | 20,596,320 | 18,458,038 |
| Prepaid Lease Commissions | 128,759 | 85,738 |
| Long Term Investments | 2,524,850 | 2,147,682 |
| Property and Equipment | | |
| Land and Land Improvements | 2,376,138 | 2,376,138 |
| Buildings | 13,437,011 | 13,386,811 |
| Leasehold Improvements | 1,634,960 | 1,394,004 |
| Furniture and Equipment | 1,040,142 | 981,956 |
| Automobiles | 43,774 | 43,774 |
| Marina | 1,542,325 | 1,542,325 |
| Total Property Plant and Equipment | <u>20,074,350</u> | <u>19,725,007</u> |
| Less: Accumulated Depreciation | <u>(11,440,274)</u> | <u>(11,101,794)</u> |
| Net Property Plant and Equipment | <u>8,634,075</u> | <u>8,623,213</u> |
| TOTAL ASSETS | <u>36,001,430</u> | <u>33,318,811</u> |
| LIABILITIES & NET ASSETS | | |
| Current Liabilities | | |
| Accounts Payable | 700,644 | 748,636 |
| Accrued Expenses | 59,454 | 60,992 |
| Deferred Income | 5,000 | 1,208,314 |
| Current Portion - LT Debt | 1,002 | 3,030 |
| | <u>766,100</u> | <u>2,020,972</u> |
| Group Retrospective Rating Plan Liability | 20,596,320 | 18,458,038 |
| Long Term Debt, Less Current Portion | 325 | 1,112 |
| Tenant Deposits | 204,925 | 215,132 |
| Total Liabilities | <u>21,567,670</u> | <u>20,695,254</u> |
| Net Assets | | |
| Unrestricted | 10,933,761 | 9,623,557 |
| Board Designated | 3,500,000 | 3,000,000 |
| TOTAL UNRESTRICTED NET ASSETS | <u>14,433,761</u> | <u>12,623,557</u> |
| TOTAL LIABILITIES AND NET ASSETS | <u>36,001,430</u> | <u>33,318,811</u> |

Associated General Contractors of Washington
Cash Flow Statement
For the 07 Month(s) ending 07/31/2016

| | Unaudited |
|--|------------------|
| Changes in Net Assets | 1,810,204 |
| Adjustments to Changes in Net Assets to Cash Provided by Operating Activities | |
| Depreciation | 338,480 |
| (Gain) Loss on Disposal of Property | - |
| (Gain) Loss on Sales of Investments | (48,240) |
| (Gain) Loss on Investments @ Market | (26,805) |
| (Increase) / Decrease in accounts: | |
| Accounts Receivable | 258,331 |
| Prepaid Expenses and Other Assets | 3,435 |
| Increase / (Decrease) in accounts: | |
| Accounts Payable | (47,993) |
| Accrued Expenses | (1,537) |
| Tenant Deposits | (10,207) |
| Deferred Income | (1,203,314) |
| Net Cash Provided / (Used) by Operating Activities | 1,072,354 |
| Cash Flow From Investing Activities: | |
| Purchase of Long Term Investment | (302,123) |
| Leasehold Improvements - Seattle Bldg | (240,957) |
| Capital Improvements on Seattle Bldg | (50,200) |
| Capital Improvements on Marina | - |
| Purchase of property, equipment and automobile | (58,186) |
| Net Cash Provided / (Used) by Investing Activities | (651,465) |
| Cash Flow from Financing Activities: | |
| Current Long Term Debt | (2,028) |
| Long Term Debt / Loan Payments | (787) |
| Net Cash Provided / (Used) by Financing Activities | (2,815) |
| Net Increase (Decrease) in Cash | 418,074 |
| 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 | 3,756,633 |
| Cash Equivalents, End of Period | 62,257 |
| Total Cash and Cash Equivalents, End of Period | 3,818,890 |

Associated General Contractors of Washington

(INTERNAL REPORT)

07/31/2016

Schedule of Reserve Funds

| | Balance |
|---|------------------|
| Operations | 900,000 |
| Plant & Equipment | 2,500,000 |
| Special Projects | 100,000 |
| | 3,500,000 |
| Seattle Building Savings Account | 601,440 |

**** Statement of Capital Expenditures**

(** Designed for Budget Monitoring Purposes)

| | | 2016 | Balance |
|---------------------------------|-------------|-----------------|----------------|
| | 07/31/2016 | 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 | 59,975 | 60,000 |
| Member Services Database | 1514-10-036 | 1,200 | 20,000 |
| SEA Bldg - Tenant Improvements | 1550-50-000 | 240,957 | 170,000 |
| SEA Bldg - Capital Improvements | 1551-50-000 | 50,200 | 388,000 |
| SEA Bldg - Lease Commissions | 1402-50-050 | 45,408 | 80,000 |
| Seattle Marina | 1575-75-000 | - | - |
| | | 412,750 | 718,000 |
| | | | 305,250 |

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

Schedule of Depreciation Expenses

| | | Actual | 07/31/2016 Budget | Variance |
|--------------------------|-------------|----------------|----------------------|--------------|
| Seattle District Office | 6950-12-000 | 51 | 51 | - |
| Southern District Office | 6950-14-000 | 694 | 694 | - |
| Technology | 6950-17-000 | 14,941 | 17,496 | 2,555 |
| Administration | 6950-18-000 | 7,058 | 6,730 | (328) |
| Accounting | 6950-19-000 | 661 | 661 | - |
| State Government | 6950-30-000 | 8,636 | 8,636 | - |
| Labor Relations | 6950-34-000 | 75 | 75 | - |
| Membership | 6950-36-000 | 11,822 | 11,902 | 80 |
| Safety | 6950-42-000 | 5,172 | 5,172 | - |
| Northern District | 6950-46-000 | 449 | 269 | (179) |
| Central District | 6950-48-000 | 239 | 239 | - |
| Seattle Building | 6950-50-000 | 231,977 | 236,083 | 4,106 |
| Seattle Marina | 6950-75-000 | 32,958 | 32,690 | (269) |
| Fife Building | 6950-85-000 | 23,747 | 23,747 | - |
| | | 338,480 | 344,444 | 5,964 |

Board Contingency Expenses:

| | YTD 07/31/2016 | 2016 Approved Board Contingency | Balance Remaining Board Contingency |
|--|-------------------|--|--|
| 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 | | 2,698 | |
| | 50,000 | 24,040 | 25,960 |

Associated General Contractors of Washington
Unaudited Statement of Activities by Cost Center
For the 07 Month(s) ending 07/31/2016

YTD

| | REVENUE | | | EXPENSES | | | REVENUE OVER EXPENSES | | |
|--|------------------|------------------|----------------|------------------|------------------|------------------|-----------------------|------------------|----------------|
| | ACTUAL | BUDGET | VAR | ACTUAL | BUDGET | VAR | ACTUAL | BUDGET | VAR |
| I. Building & Properties: | | | | | | | | | |
| a) Seattle Building | 2,019,791 | 1,934,122 | 85,668 | 921,396 | 959,878 | (38,482) | 1,098,395 | 974,245 | 124,150 |
| b) Seattle Marina | 432,440 | 407,528 | 24,912 | 262,000 | 292,211 | (30,211) | 170,441 | 115,317 | 55,123 |
| c) Fife Building | 29,456 | 29,456 | 0 | 70,087 | 73,605 | (3,518) | (40,631) | (44,149) | 3,518 |
| Total Building & Properties | 2,481,687 | 2,371,106 | 110,581 | 1,253,482 | 1,325,693 | (72,210) | 1,228,205 | 1,045,413 | 182,791 |
| | | | | | | | | | |
| II. Association: | | | | | | | | | |
| 1. Financial Assets | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| | | | | | | | | | |
| 2. Admin. & Management | | | | | | | | | |
| a) Board of Trustees | 0 | 0 | 0 | 53,697 | 72,151 | (18,454) | (53,697) | (72,151) | 18,454 |
| b) Technology | 0 | 0 | 0 | 79,403 | 94,596 | (15,193) | (79,403) | (94,596) | 15,193 |
| c) Administration | 29,879 | 22,760 | 7,119 | 218,613 | 211,765 | 6,848 | (188,734) | (189,005) | 271 |
| d) Accounting | 9,816 | 9,510 | 306 | 148,181 | 137,028 | 11,153 | (138,365) | (127,518) | (10,847) |
| | 39,695 | 32,270 | 7,425 | 499,894 | 515,540 | (15,646) | (460,198) | (483,270) | 23,072 |
| | | | | | | | | | |
| 3. Member Services | | | | | | | | | |
| a) Communications | 11,150 | 4,083 | 7,067 | 119,874 | 133,923 | (14,049) | (108,724) | (129,839) | 21,116 |
| b) Meetings & Events | 0 | 0 | 0 | 27,991 | 60,850 | (32,859) | (27,991) | (60,850) | 32,859 |
| c) Special Events | 154,575 | 140,000 | 14,575 | 192,347 | 174,250 | 18,097 | (37,772) | (34,250) | (3,522) |
| d) Member Service | 1,798,587 | 1,731,000 | 67,587 | 95,504 | 97,120 | (1,617) | 1,703,084 | 1,633,880 | 69,204 |
| e) Future Leadership Forum | 4,780 | 7,000 | (2,220) | 57,071 | 95,194 | (38,123) | (52,291) | (88,194) | 35,903 |
| | 1,969,092 | 1,882,083 | 87,009 | 492,786 | 561,337 | (68,551) | 1,476,307 | 1,320,747 | 155,560 |
| | | | | | | | | | |
| 4. Education & Training Service | | | | | | | | | |
| a) Workforce Development | 0 | 0 | 0 | 117,151 | 134,532 | (17,381) | (117,151) | (134,532) | 17,381 |
| b) Safety | 63,917 | 61,075 | 2,842 | 254,055 | 279,582 | (25,527) | (190,138) | (218,507) | 28,369 |
| c) Group Retro | 1,559,126 | 1,110,360 | 448,766 | 1,043,377 | 885,360 | 158,017 | 515,749 | 225,000 | 290,749 |
| | 1,623,043 | 1,171,435 | 451,608 | 1,414,584 | 1,299,475 | 115,109 | 208,459 | (128,040) | 336,499 |
| | | | | | | | | | |
| 5. Government Relations | | | | | | | | | |
| a) Government Affairs Council | 27,575 | 7,000 | 20,575 | 251,181 | 269,563 | (18,381) | (223,606) | (262,563) | 38,956 |
| b) Build-Pac | 0 | 0 | 0 | 14,553 | 15,401 | (848) | (14,553) | (15,401) | 848 |
| c) AGC - Federal Facilities | 0 | 0 | 0 | 2,230 | 3,143 | (912) | (2,230) | (3,143) | 912 |
| | 27,575 | 7,000 | 20,575 | 267,964 | 288,106 | (20,142) | (240,389) | (281,106) | 40,717 |
| | | | | | | | | | |
| 6. Industry Relations | | | | | | | | | |
| a) Labor | 280 | 0 | 280 | 141,381 | 148,198 | (6,818) | (141,101) | (148,198) | 7,098 |
| b) Open Shop | 0 | 0 | 0 | 10,654 | 11,385 | (731) | (10,654) | (11,385) | 731 |
| | 280 | 0 | 280 | 152,038 | 159,584 | (7,545) | (151,758) | (159,584) | 7,825 |
| | | | | | | | | | |
| 7. Districts | | | | | | | | | |
| a) Seattle District | 59,924 | 62,800 | (2,876) | 140,514 | 173,644 | (33,131) | (80,590) | (110,844) | 30,255 |
| b) Southern District | 56,125 | 50,450 | 5,675 | 148,437 | 171,291 | (22,854) | (92,312) | (120,841) | 28,529 |
| c) Northern District | 0 | 0 | 0 | 72,499 | 71,634 | 865 | (72,499) | (71,634) | (865) |
| d) Central WA District | 15,899 | 18,900 | (3,001) | 89,620 | 95,686 | (6,067) | (73,721) | (76,786) | 3,066 |
| | 131,948 | 132,150 | (202) | 451,069 | 512,255 | (61,186) | (319,121) | (380,105) | 60,984 |
| | | | | | | | | | |
| Total Association | 3,791,634 | 3,224,938 | 566,696 | 3,278,335 | 3,336,296 | (57,961) | 513,299 | (111,358) | 624,657 |
| | | | | | | | | | |
| Total of Assoc. & Prop | 6,273,321 | 5,596,045 | 677,277 | 4,531,818 | 4,661,989 | (130,172) | 1,741,504 | 934,056 | 807,448 |
| | | | | | | | | | |
| Non-Operating Income (Loss) | 75,045 | 14,000 | 61,045 | 6,345 | 6,000 | 345 | 68,700 | 8,000 | 60,700 |
| | | | | | | | | | |
| Grand Total | 6,348,366 | 5,610,045 | 738,321 | 4,538,163 | 4,667,989 | (129,827) | 1,810,204 | 942,056 | 868,148 |

Associated General Contractors of Washington
Unaudited Statement of Activities by Cost Center
For the Month ending 07/31/2016

MTD

| | REVENUE | | | EXPENSES | | | REVENUE OVER EXPENSE | | |
|--|----------------|----------------|----------------|----------------|----------------|----------------|----------------------|------------------|----------------|
| | ACTUAL | BUDGET | VAR | ACTUAL | BUDGET | VAR | ACTUAL | BUDGET | VAR |
| I. Building & Properties: | | | | | | | | | |
| a) Seattle Building | 299,457 | 283,255 | 16,202 | 108,003 | 113,624 | (5,621) | 191,454 | 169,631 | 21,823 |
| b) Seattle Marina | 61,316 | 58,224 | 3,092 | 47,844 | 51,814 | (3,970) | 13,473 | 6,410 | 7,062 |
| c) Fife Building | 4,208 | 4,208 | 0 | 7,242 | 6,735 | 507 | (3,034) | (2,527) | (507) |
| Total Building & Properties | 364,982 | 345,687 | 19,294 | 163,089 | 172,173 | (9,083) | 201,892 | 173,515 | 28,378 |
| II. Association: | | | | | | | | | |
| 1. Financial Assets | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 2. Admin. & Management | | | | | | | | | |
| a) Board of Trustees | 0 | 0 | 0 | 3,123 | 2,829 | 294 | (3,123) | (2,829) | (294) |
| b) Technology | 0 | 0 | 0 | 8,140 | 8,214 | (73) | (8,140) | (8,214) | 73 |
| c) Administration | 13,074 | 3,200 | 9,874 | 30,256 | 25,236 | 5,020 | (17,182) | (22,036) | 4,854 |
| d) Accounting | 0 | 0 | 0 | 17,662 | 15,780 | 1,882 | (17,662) | (15,780) | (1,882) |
| | 13,074 | 3,200 | 9,874 | 59,182 | 52,059 | 7,123 | (46,108) | (48,859) | 2,751 |
| 3. Member Services | | | | | | | | | |
| a) Communications | 0 | 583 | (583) | 13,666 | 15,703 | (2,038) | (13,666) | (15,120) | 1,454 |
| b) Meetings & Events | 0 | 0 | 0 | 2,040 | 1,950 | 90 | (2,040) | (1,950) | (90) |
| c) Special Events | 0 | 0 | 0 | 16,027 | 3,029 | 12,999 | (16,027) | (3,029) | (12,999) |
| d) Member Service | 40,003 | 6,000 | 34,003 | 13,080 | 13,389 | (308) | 26,923 | (7,389) | 34,311 |
| e) Future Leadership Forum | 660 | 1,000 | (340) | 8,855 | 6,221 | 2,634 | (8,195) | (5,221) | (2,974) |
| | 40,663 | 7,583 | 33,080 | 53,667 | 40,291 | 13,376 | (13,004) | (32,708) | 19,703 |
| 4. Education & Training Service | | | | | | | | | |
| a) Workforce Development | 0 | 0 | 0 | 26,737 | 14,869 | 11,868 | (26,737) | (14,869) | (11,868) |
| b) Safety | 16,850 | 6,000 | 10,850 | 32,189 | 34,318 | (2,130) | (15,339) | (28,318) | 12,979 |
| c) Group Retro | 247,854 | 126,480 | 121,374 | 247,854 | 126,480 | 121,374 | 0 | 0 | 0 |
| | 264,704 | 132,480 | 132,224 | 306,780 | 175,667 | 131,113 | (42,076) | (43,187) | 1,111 |
| 5. Government Relations | | | | | | | | | |
| a) Government Affairs Council | 17,500 | 0 | 17,500 | 28,014 | 29,207 | (1,192) | (10,514) | (29,207) | 18,692 |
| b) Build-Pac | 0 | 0 | 0 | 1,284 | 1,423 | (139) | (1,284) | (1,423) | 139 |
| c) AGC - Federal Facilities | 0 | 0 | 0 | 307 | 650 | (343) | (307) | (650) | 343 |
| | 17,500 | 0 | 17,500 | 29,605 | 31,280 | (1,674) | (12,105) | (31,280) | 19,174 |
| 6. Industry Relations | | | | | | | | | |
| a) Labor | 100 | 0 | 100 | 20,462 | 20,184 | 278 | (20,362) | (20,184) | (178) |
| b) Open Shop | 0 | 0 | 0 | 1,149 | 1,293 | (144) | (1,149) | (1,293) | 144 |
| | 100 | 0 | 100 | 21,611 | 21,477 | 134 | (21,511) | (21,477) | (34) |
| 7. Districts | | | | | | | | | |
| a) Seattle District | 70 | 0 | 70 | 21,372 | 23,312 | (1,940) | (21,302) | (23,312) | 2,010 |
| b) Southern District | 23,310 | 22,100 | 1,210 | 18,383 | 35,147 | (16,764) | 4,927 | (13,047) | 17,974 |
| c) Northern District | 0 | 0 | 0 | 10,911 | 9,298 | 1,613 | (10,911) | (9,298) | (1,613) |
| d) Central WA District | (400) | 2,000 | (2,400) | 21,666 | 17,969 | 3,698 | (22,066) | (15,969) | (6,098) |
| | 22,980 | 24,100 | (1,120) | 72,333 | 85,726 | (13,393) | (49,353) | (61,626) | 12,273 |
| Total Association | 359,021 | 167,363 | 191,658 | 543,178 | 406,499 | 136,679 | (184,157) | (239,136) | 54,979 |
| Total of Assoc. & Prop | 724,002 | 513,051 | 210,952 | 706,267 | 578,672 | 127,595 | 17,735 | (63,621) | 83,356 |
| Non-Operating Income (Loss) | 51,217 | 2,000 | 49,217 | 3,179 | 0 | 3,179 | 48,038 | 2,000 | 46,038 |
| Grand Total | 775,220 | 515,051 | 260,169 | 709,446 | 578,672 | 130,774 | 65,774 | (63,621) | 129,395 |

Associated General Contractors of Washington
Statement of Operations
CONSOLIDATED
For the 07 Month(s) ending 07/31/2016

| | JUL ACTUAL | JUL BUDGET | YTD ACTUAL | YTD BUDGET | YTD Variance | Annual BUDGET | Budget Remaining |
|------------------------------------|-----------------------|-----------------------|-----------------------|-----------------------|-------------------------|--------------------------|-----------------------------|
| Retro Plan Income | 247,854 | 126,480 | 1,559,126 | 1,110,360 | 448,766 | 1,742,760 | 183,634 |
| Retro Exp Gross | (247,854) | (126,480) | (1,043,377) | (885,360) | (158,017) | (1,517,760) | (474,383) |
| Net Retro Income | 0 | 0 | 515,749 | 225,000 | 290,749 | 225,000 | (290,749) |
| Membership Dues | 34,185 | 0 | 1,792,769 | 1,725,000 | 67,769 | 1,725,000 | (67,769) |
| Program / Grant Revenue | 45,564 | 7,283 | 122,024 | 89,308 | 32,716 | 163,525 | 41,501 |
| Event Revenue | 25,390 | 27,500 | 301,228 | 284,200 | 17,028 | 283,700 | (17,528) |
| Building / Retail Rent | 263,869 | 249,962 | 1,782,515 | 1,767,031 | 15,484 | 3,010,185 | 1,227,669 |
| Other Rent Revenue | 95,633 | 89,100 | 615,121 | 557,700 | 57,421 | 950,000 | 334,879 |
| Other Revenue / CAM | 5,480 | 6,625 | 83,951 | 46,375 | 37,576 | 79,500 | (4,451) |
| Misc Income | 6,028 | 6,100 | 16,586 | 16,070 | 516 | 16,410 | (176) |
| Total Revenue | 476,148 | 386,571 | 5,229,944 | 4,710,685 | 519,259 | 6,453,320 | 1,223,376 |
| Salaries | 165,167 | 161,266 | 1,243,365 | 1,240,613 | 2,752 | 2,185,344 | 941,979 |
| Payroll Burden Taxes and Benefits | 50,028 | 53,544 | 360,496 | 374,805 | (14,309) | 642,524 | 282,027 |
| Auto Expense / Corporate Travel | 1,860 | 3,389 | 13,432 | 22,593 | (9,161) | 38,888 | 25,456 |
| Miscellaneous Meetings | 3,473 | 4,404 | 45,338 | 91,430 | (46,092) | 134,890 | 89,551 |
| Consultant Fees | 7,910 | 2,200 | 35,874 | 52,875 | (17,001) | 69,100 | 33,226 |
| Office Expense | 5,308 | 5,354 | 33,106 | 44,305 | (11,199) | 78,810 | 45,704 |
| Membership Dues/Donations | 15,284 | 11,655 | 99,204 | 126,880 | (27,676) | 227,950 | 128,746 |
| Rent | 5,284 | 5,621 | 37,241 | 38,863 | (1,622) | 66,804 | 29,563 |
| Technology Expense | 3,793 | 3,540 | 48,636 | 61,880 | (13,244) | 80,080 | 31,444 |
| Phone Expense | 3,184 | 2,626 | 17,951 | 18,902 | (951) | 32,242 | 14,291 |
| Program/Grant Expense | 1,327 | 3,605 | 74,610 | 112,612 | (38,002) | 146,537 | 71,927 |
| Membership Promotion | 16,464 | 6,692 | 88,272 | 100,344 | (12,072) | 208,454 | 120,182 |
| Event Expense | 37,712 | 33,678 | 261,226 | 290,793 | (29,567) | 356,153 | 94,927 |
| Insurance/Tax/Training | 3,942 | 4,275 | 56,730 | 57,275 | (545) | 79,100 | 22,370 |
| Building / Marina Expense | 83,814 | 95,629 | 695,925 | 759,461 | (63,536) | 1,270,469 | 574,544 |
| Leasing Comm. Amort. | 5,508 | 5,508 | 38,553 | 38,554 | (0) | 66,092 | 27,539 |
| Depreciation | 48,354 | 49,206 | 338,480 | 344,444 | (5,964) | 590,475 | 251,996 |
| Total Expenses | 458,413 | 452,192 | 3,488,440 | 3,776,629 | (288,189) | 6,273,912 | 2,785,472 |
| Net Operating Income (Loss) | 17,735 | (65,621) | 1,741,504 | 934,056 | 807,448 | 179,408 | (1,562,096) |
| LT Inv - Dividends/Interest | 770 | 2,000 | 20,580 | 14,000 | 6,580 | 24,000 | 3,420 |
| LT Inv - Net Gain (Loss) | 50,448 | 0 | 54,464 | 0 | 54,464 | 0 | (54,464) |
| Investment Consultant Fee | (3,179) | 0 | (6,345) | (6,000) | (345) | (12,000) | (5,655) |
| Non-Operating Income (Loss) | 48,038 | 2,000 | 68,700 | 8,000 | 60,700 | 12,000 | (56,700) |
| Gain / Loss on Disposal of Asset | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Grand Total | 65,774 | (63,621) | 1,810,204 | 942,056 | 868,148 | 191,408 | (1,618,795) |

Associated General Contractors of Washington
Statement of Operations
ASSOCIATION
For the 07 Month(s) ending 07/31/2016

| | JUL ACTUAL | JUL BUDGET | YTD ACTUAL | YTD BUDGET | YTD Variance | Annual BUDGET | Budget Remaining |
|------------------------------------|-----------------------|-----------------------|-----------------------|-----------------------|-------------------------|--------------------------|-----------------------------|
| Retro Plan Income | 247,854 | 126,480 | 1,559,126 | 1,110,360 | 448,766 | 1,742,760 | 183,634 |
| Retro Exp Gross | (247,854) | (126,480) | (1,043,377) | (885,360) | (158,017) | (1,517,760) | (474,383) |
| Net Retro Income | 0 | 0 | 515,749 | 225,000 | 290,749 | 225,000 | (290,749) |
| Membership Due | 34,185 | 0 | 1,792,769 | 1,725,000 | 67,769 | 1,725,000 | (67,769) |
| Program / Grant Revenue | 45,564 | 7,283 | 122,024 | 89,308 | 32,716 | 163,525 | 41,501 |
| Event Revenue | 25,390 | 27,500 | 301,228 | 284,200 | 17,028 | 283,700 | (17,528) |
| Misc Income | 6,028 | 6,100 | 16,486 | 16,070 | 416 | 16,410 | (76) |
| Total Revenue | 111,167 | 40,883 | 2,748,257 | 2,339,578 | 408,678 | 2,413,635 | (334,622) |
| Salaries | 143,040 | 139,140 | 1,079,449 | 1,077,179 | 2,270 | 1,893,919 | 814,471 |
| Payroll Burden Taxes and Benefits | 43,177 | 46,422 | 310,572 | 324,955 | (14,383) | 557,066 | 246,494 |
| Auto Expense / Corporate Travel | 1,860 | 3,389 | 13,432 | 22,593 | (9,161) | 38,888 | 25,456 |
| Miscellaneous Meetings | 3,473 | 4,404 | 45,338 | 91,430 | (46,092) | 134,890 | 89,551 |
| Consultant Fees | 4,360 | 2,200 | 19,392 | 31,000 | (11,608) | 45,225 | 25,833 |
| Office Expense | 5,308 | 5,354 | 33,106 | 44,305 | (11,199) | 78,810 | 45,704 |
| Membership Dues/Donations | 15,284 | 11,655 | 99,204 | 126,880 | (27,676) | 227,950 | 128,746 |
| Rent | 5,284 | 5,621 | 37,241 | 38,863 | (1,622) | 66,804 | 29,563 |
| Technology Expense | 3,793 | 3,540 | 48,636 | 61,880 | (13,244) | 80,080 | 31,444 |
| Phone Expense | 3,184 | 2,626 | 17,951 | 18,902 | (951) | 32,242 | 14,291 |
| Program/Grant Expense | 1,327 | 3,605 | 74,610 | 112,612 | (38,002) | 146,537 | 71,927 |
| Membership Promotion | 16,464 | 6,692 | 88,272 | 100,344 | (12,072) | 208,454 | 120,182 |
| Event Expense | 37,712 | 33,678 | 261,226 | 290,793 | (29,567) | 356,153 | 94,927 |
| Insurance/Tax/Training | 3,942 | 4,275 | 56,730 | 57,275 | (545) | 79,100 | 22,370 |
| Depreciation | 7,114 | 7,418 | 49,798 | 51,925 | (2,127) | 89,014 | 39,216 |
| Total Expenses | 295,324 | 280,019 | 2,234,958 | 2,450,936 | (215,979) | 4,035,132 | 1,800,174 |
| Net Operating Income (Loss) | (184,157) | (239,136) | 513,299 | (111,358) | 624,657 | (1,621,497) | (2,134,796) |
| Gain / Loss on Disposal of Asset | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Grand Total | (184,157) | (239,136) | 513,299 | (111,358) | 624,657 | (1,621,497) | (2,134,796) |

Associated General Contractors of Washington
Statement of Operations
BUILDING & MARINA
For the 07 Month(s) ending 07/31/2016

| | JUL ACTUAL | JUL BUDGET | YTD ACTUAL | YTD BUDGET | YTD Variance | Annual BUDGET | Budget Remaining |
|------------------------------------|-----------------------|-----------------------|-----------------------|-----------------------|-------------------------|--------------------------|-----------------------------|
| Building / Retail Rent | 263,869 | 249,962 | 1,782,515 | 1,767,031 | 15,484 | 3,010,185 | 1,227,669 |
| Other Rent Revenue | 95,633 | 89,100 | 615,121 | 557,700 | 57,421 | 950,000 | 334,879 |
| Other Revenue / CAM | 5,480 | 6,625 | 84,051 | 46,375 | 37,676 | 79,500 | (4,551) |
| Total Revenue | 364,982 | 345,687 | 2,481,687 | 2,371,106 | 110,581 | 4,039,685 | 1,557,998 |
| Salaries | 22,127 | 22,126 | 163,916 | 163,434 | 482 | 291,424 | 127,508 |
| Payroll Burden Taxes & Benefits | 6,851 | 7,122 | 49,924 | 49,851 | 74 | 85,458 | 35,534 |
| Consultant Fees | 3,549 | - | 16,482 | 21,875 | (5,393) | 23,875 | 7,393 |
| Building / Marina Expense | 83,814 | 95,629 | 695,925 | 759,461 | (63,536) | 1,270,469 | 574,544 |
| Leasing Comm. Amort. | 5,508 | 5,508 | 38,553 | 38,554 | (0) | 66,092 | 27,539 |
| Depreciation | 41,240 | 41,788 | 288,682 | 292,519 | (3,837) | 501,462 | 212,780 |
| Total Expenses | 163,089 | 172,173 | 1,253,482 | 1,325,693 | (72,210) | 2,238,780 | 985,297 |
| Gain / Loss on Disposal of Asset | - | - | - | - | - | - | - |
| Net Operating Income (Loss) | 201,892 | 173,515 | 1,228,205 | 1,045,413 | 182,791 | 1,800,905 | 572,700 |

Associated General Contractors of Washington
Statement of Operations
SEATTLE BUILDING
For the 07 Month(s) ending 07/31/2016

| | | JUL ACTUAL | JUL BUDGET | YTD ACTUAL | YTD BUDGET | YTD Variance | Annual BUDGET | Budget Remaining |
|--|-------------|-----------------------|-----------------------|-----------------------|-----------------------|-------------------------|--------------------------|-----------------------------|
| Building Rent - Seattle | 4700-50-000 | 213,429 | 199,522 | 1,430,065 | 1,413,991 | 16,074 | 2,404,735 | 974,669 |
| Parking Lot Income | 4701-50-000 | 40,682 | 37,000 | 228,558 | 193,000 | 35,558 | 325,000 | 96,442 |
| Operating Expense Reimb - Seattle Building | 4702-50-000 | 3,587 | 5,000 | 68,495 | 35,000 | 33,495 | 60,000 | (8,495) |
| Retail Rents | 4703-50-000 | 41,683 | 41,683 | 291,781 | 291,781 | 0 | 500,196 | 208,415 |
| Other Rental Income | 4704-50-000 | 76 | 0 | 476 | 0 | 476 | 0 | (476) |
| Late Fee Income:BLDG | 4705-50-000 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| ATM Rental Income | 4706-50-000 | 0 | 50 | 316 | 350 | (34) | 600 | 284 |
| Misc Income - Bldg | 4900-50-000 | 0 | 0 | 100 | 0 | 100 | 0 | (100) |
| Total Revenue | | 299,457 | 283,255 | 2,019,791 | 1,934,122 | 85,668 | 3,290,531 | 1,270,740 |
| Salaries | 5010-50-000 | 12,929 | 12,928 | 96,345 | 90,499 | 5,846 | 155,141 | 58,796 |
| Payroll Taxes | 5020-50-052 | 1,194 | 1,180 | 9,098 | 8,261 | 837 | 14,162 | 5,064 |
| Health/Security/LTD | 5020-50-070 | 1,721 | 1,634 | 12,045 | 11,438 | 607 | 19,609 | 7,564 |
| Pension | 5020-50-139 | 1,280 | 1,230 | 9,427 | 8,609 | 818 | 14,759 | 5,332 |
| Incentive Compensation | 5010-50-058 | 0 | 0 | 0 | 4,800 | (4,800) | 14,545 | 14,545 |
| Legal / Professional | 5040-50-060 | 0 | 0 | 0 | 2,000 | (2,000) | 4,000 | 4,000 |
| Audit | 5040-50-076 | 2,078 | 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 | 246 | 0 | 1,059 | 400 | 659 | 400 | (659) |
| 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 | 10,328 | 15,210 | (4,882) | 20,280 | 9,952 |
| HVAC Contr Serv & Per-Gen | 6040-50-300 | 1,511 | 1,535 | 5,285 | 4,605 | 680 | 6,140 | 855 |
| HVAC Repairs & Maint-Off | 6045-50-100 | 264 | 1,475 | 17,115 | 17,640 | (525) | 24,215 | 7,100 |
| HVAC R & M- Conference Room | 6045-50-300 | 0 | 500 | 0 | 1,500 | (1,500) | 2,000 | 2,000 |
| Elev Contr Serv & Per-Off | 6050-50-100 | 2,415 | 1,185 | 8,451 | 8,295 | 156 | 14,460 | 6,009 |
| Elevator Rep & Maint-Off | 6055-50-100 | (1,207) | 1,870 | 1,002 | 2,070 | (1,068) | 2,270 | 1,268 |
| Electrical Rep & Supp-Off | 6060-50-100 | 2,272 | 980 | 3,868 | 6,245 | (2,377) | 10,455 | 6,587 |
| Plumbing Rep & Supp-Off | 6070-50-100 | 1,007 | 500 | 12,379 | 4,400 | 7,979 | 6,900 | (5,479) |
| Fire / Life / Safety-Gen | 6080-50-300 | 1,552 | 0 | 23,039 | 13,930 | 9,109 | 19,315 | (3,724) |
| General Repair & Maint-NR (Non-CAM Exp) | 6100-50-000 | 0 | 500 | 3,005 | 3,500 | (495) | 6,000 | 2,995 |
| General Rep & Maint-Off | 6100-50-100 | 2,235 | 835 | 4,921 | 12,995 | (8,074) | 17,170 | 12,249 |
| Painting & Decorating-Off | 6110-50-100 | 0 | 0 | 84 | 1,250 | (1,166) | 1,250 | 1,166 |
| Locks, Keys & Signage-Off | 6120-50-100 | 461 | 300 | 2,932 | 3,100 | (168) | 4,450 | 1,518 |
| Pest Control-Off | 6130-50-100 | 0 | 57 | 395 | 399 | (4) | 684 | 289 |
| Ext Landscaping Serv-Gen | 6210-50-300 | 1,200 | 910 | 7,756 | 6,920 | 836 | 11,470 | 3,714 |
| Ext Landscaping Rep-Gen | 6220-50-300 | 0 | 0 | 49 | 155 | (106) | 310 | 261 |
| Int Landscaping Serv-Off | 6230-50-100 | 539 | 540 | 3,775 | 3,780 | (5) | 6,480 | 2,705 |
| Base Janitorial Contr-Off | 6310-50-100 | 8,113 | 7,200 | 56,022 | 50,400 | 5,622 | 86,400 | 30,378 |

Associated General Contractors of Washington
Statement of Operations
SEATTLE BUILDING
For the 07 Month(s) ending 07/31/2016

| | | JUL | JUL | YTD | YTD | YTD | Annual | Budget |
|--------------------------------|-------------|----------------|----------------|------------------|----------------|-----------------|------------------|------------------|
| | | ACTUAL | BUDGET | ACTUAL | BUDGET | Variance | BUDGET | Remaining |
| Janitorial-Tenant Share | 6310-50-900 | 178 | 177 | 1,244 | 1,239 | 5 | 2,124 | 880 |
| Janitorial-Tenant Offset | 6310-50-910 | (178) | (177) | (1,244) | (1,239) | (5) | (2,124) | (880) |
| Janitorial Supplies-Gen | 6320-50-300 | 2,222 | 1,945 | 17,414 | 13,615 | 3,799 | 23,340 | 5,926 |
| Window Cleaning-Off | 6330-50-100 | 150 | 150 | 3,545 | 4,165 | (620) | 10,395 | 6,850 |
| Other Janitorial Serv-Off | 6380-50-100 | 150 | 445 | 250 | 3,115 | (2,865) | 5,340 | 5,090 |
| Other Janitorial Serv-Gen | 6380-50-300 | 425 | 425 | 2,975 | 2,975 | 0 | 5,100 | 2,125 |
| Other Security Serv-Gen | 6450-50-300 | 250 | 320 | 2,665 | 3,195 | (530) | 3,195 | 530 |
| Electricity-Off | 6510-50-100 | 9,815 | 9,090 | 59,131 | 63,630 | (4,499) | 109,080 | 49,949 |
| Water/Sewer-Off | 6520-50-100 | 3,517 | 2,690 | 15,831 | 18,830 | (2,999) | 32,280 | 16,449 |
| Water/Sewer-Tenant Share | 6520-50-900 | 1,235 | 1,225 | 8,522 | 8,575 | (53) | 14,700 | 6,178 |
| Water/Sewer-Tenant Offset | 6520-50-910 | (1,235) | (1,225) | (8,522) | (8,575) | 53 | (14,700) | (6,178) |
| Gas-Off | 6530-50-100 | 1,363 | 4,585 | 17,009 | 32,095 | (15,086) | 55,020 | 38,011 |
| Trash Removal & Recyc-Off | 6550-50-100 | 1,441 | 2,385 | 13,113 | 16,695 | (3,582) | 28,620 | 15,507 |
| Marketing & Leasing-NR | 6710-50-000 | 0 | 100 | 0 | 700 | (700) | 1,200 | 1,200 |
| Tenant Relations-NR | 6720-50-000 | 0 | 500 | 791 | 2,175 | (1,384) | 7,240 | 6,449 |
| On-Site Costs-Gen | 6740-50-300 | 747 | 417 | 5,188 | 2,917 | 2,272 | 5,000 | (188) |
| Administrative / Office Exp | 6780-50-000 | 0 | 583 | 2,932 | 4,083 | (1,152) | 7,000 | 4,068 |
| Other Administrative-Gen | 6780-50-300 | 279 | 667 | 2,391 | 4,667 | (2,276) | 8,000 | 5,609 |
| Real Estate Taxes-Gen | 6810-50-300 | 0 | 0 | 141,026 | 145,000 | (3,974) | 290,000 | 148,974 |
| 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 | 68,019 | 70,000 | (1,981) | 120,000 | 51,981 |
| 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 | 36,166 | 36,167 | (0) | 62,000 | 25,834 |
| Depreciation | 6950-50-000 | 33,140 | 33,726 | 231,977 | 236,083 | (4,106) | 404,713 | 172,736 |
| Total Expenses | | 108,003 | 113,624 | 921,396 | 959,878 | (38,482) | 1,657,758 | 736,362 |
| Net Income | | 191,454 | 169,631 | 1,098,395 | 974,245 | 124,150 | 1,632,773 | 534,378 |

Associated General Contractors of Washington
Statement of Operations
SEATTLE MARINA
For the 07 Month(s) ending 07/31/2016

| | | JUL | JUL | YTD | YTD | YTD | Annual | Budget |
|------------------------------|-------------|---------------|---------------|----------------|----------------|-----------------|----------------|------------------|
| | | ACTUAL | BUDGET | ACTUAL | BUDGET | Variance | BUDGET | Remaining |
| Building Rent - Marina Bldg | 4700-75-000 | 4,549 | 4,549 | 31,213 | 31,803 | (590) | 54,548 | 23,335 |
| Moorage Rent/A-E Docks | 4701-75-000 | 54,874 | 52,100 | 386,088 | 364,700 | 21,388 | 625,000 | 238,912 |
| Other Income / Service Fee | 4702-75-000 | 343 | 125 | 2,489 | 875 | 1,614 | 1,500 | (989) |
| Late Fee Income | 4705-75-000 | 0 | 0 | 1,800 | 0 | 1,800 | 0 | (1,800) |
| LAB Fee | 4707-75-000 | 1,550 | 1,450 | 10,850 | 10,150 | 700 | 17,400 | 6,550 |
| Total Revenue | | 61,316 | 58,224 | 432,440 | 407,528 | 24,912 | 698,448 | 266,008 |
| Salaries | 5010-75-000 | 8,552 | 8,552 | 62,800 | 59,864 | 2,936 | 102,624 | 39,824 |
| Payroll Taxes | 5020-75-052 | 770 | 819 | 5,873 | 5,734 | 139 | 9,829 | 3,956 |
| Health/Security/LTD | 5020-75-070 | 979 | 1,169 | 6,852 | 8,181 | (1,329) | 14,025 | 7,173 |
| Pension | 5020-75-139 | 698 | 864 | 5,113 | 6,047 | (935) | 10,367 | 5,254 |
| 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 | 946 | 0 | 4,500 | 4,500 | 0 | 4,500 | 0 |
| Covered Moorage - R & M - NR | 6020-75-000 | 0 | 0 | 0 | 1,450 | (1,450) | 1,450 | 1,450 |
| Electrical Rep & Supp-NR | 6060-75-000 | 0 | 250 | 173 | 1,150 | (977) | 1,150 | 977 |
| Plumbing Rep & Supp-NR | 6070-75-000 | 0 | 370 | 0 | 1,595 | (1,595) | 2,335 | 2,335 |
| Fire / Life / Safety-NR | 6080-75-000 | 831 | 45 | 356 | 825 | (469) | 1,810 | 1,454 |
| General Reprs & Maint-NR | 6100-75-000 | 0 | 325 | 195 | 3,775 | (3,580) | 5,400 | 5,205 |
| 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 | 1,470 | (1,470) | 2,520 | 2,520 |
| Base Janitorial Contr-NR | 6310-75-000 | 0 | 235 | 1,410 | 1,645 | (235) | 2,820 | 1,410 |
| Janitorial Supplies-NR | 6320-75-000 | 205 | 125 | 1,285 | 875 | 410 | 1,500 | 215 |
| Other Janitorial Serv-NR | 6380-75-000 | 0 | 25 | 0 | 175 | (175) | 300 | 300 |
| Land Lease Payments-NR | 6460-75-000 | 25,019 | 26,500 | 75,057 | 79,500 | (4,443) | 106,000 | 30,943 |
| Electricity-NR | 6510-75-000 | 1,298 | 4,150 | 24,717 | 29,050 | (4,333) | 49,800 | 25,083 |
| Electricity-Tenant Offset | 6510-75-910 | (1,604) | (3,350) | (23,665) | (23,450) | (215) | (40,200) | (16,535) |
| Water & Sewer-NR | 6520-75-000 | 770 | 340 | 2,632 | 2,380 | 252 | 4,080 | 1,448 |
| Water/Sewer-Tenant Offset | 6520-75-910 | (362) | (235) | (1,360) | (1,645) | 285 | (2,820) | (1,460) |
| Trash Removal & Recyc-NR | 6550-75-000 | 340 | 1,525 | 12,645 | 10,675 | 1,970 | 18,300 | 5,655 |
| Other Administration-NR | 6780-75-000 | 276 | 500 | 1,396 | 3,500 | (2,104) | 6,000 | 4,604 |
| Real Estate Taxes-NR | 6810-75-000 | 0 | 0 | 18,071 | 21,000 | (2,929) | 42,000 | 23,929 |
| Special Assessments-NR | 6830-75-000 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Insurance-NR | 6900-75-000 | 4,417 | 4,725 | 30,991 | 33,075 | (2,084) | 56,700 | 25,709 |
| Bad Debt: MARINA | 6920-75-000 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Depreciation | 6950-75-000 | 4,708 | 4,670 | 32,958 | 32,690 | 269 | 56,039 | 23,081 |
| Total Expenses | | 47,844 | 51,814 | 262,000 | 292,211 | (30,211) | 471,684 | 209,684 |
| Net Income | | 13,473 | 6,410 | 170,441 | 115,317 | 55,123 | 226,764 | 56,324 |

Associated General Contractors of Washington
Statement of Operations
FIFE BUILDING
For the 07 Month(s) ending 07/31/2016

| | | JUL | JUL | YTD | YTD | YTD | Annual | Budget |
|---|-------------|----------------|----------------|-----------------|-----------------|-----------------|-----------------|------------------|
| | | ACTUAL | BUDGET | ACTUAL | BUDGET | Variance | BUDGET | Remaining |
| Office Rent - Fife Building | 4700-85-000 | 4,208 | 4,208 | 29,456 | 29,456 | 0 | 50,706 | 21,250 |
| Operating Exp Reimbursement - Fife Building | 4702-85-000 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Total Revenue | | 4,208 | 4,208 | 29,456 | 29,456 | 0 | 50,706 | 21,250 |
| Salaries | 5010-85-000 | 646 | 646 | 4,771 | 4,521 | 250 | 7,750 | 2,979 |
| Payroll Taxes | 5020-85-052 | 54 | 63 | 414 | 442 | (28) | 757 | 343 |
| Health/Security/LTD | 5020-85-070 | 97 | 101 | 677 | 705 | (28) | 1,209 | 531 |
| Pension | 5020-85-139 | 58 | 62 | 426 | 433 | (7) | 742 | 316 |
| Incentive Compensation | 5010-85-058 | 0 | 0 | 0 | 300 | (300) | 909 | 909 |
| Audit | 5040-85-076 | 526 | 0 | 2,500 | 2,500 | 0 | 2,500 | 0 |
| Building Cleaning | 6010-85-000 | 690 | 690 | 4,830 | 4,830 | 0 | 8,280 | 3,450 |
| Supplies & Materials | 6270-85-000 | 142 | 110 | 142 | 330 | (188) | 440 | 298 |
| Misc. Building Maintenance | 6290-85-000 | 219 | 500 | 1,532 | 3,500 | (1,968) | 5,700 | 4,168 |
| Fire Alarm System Monitoring | 6292-85-000 | 0 | 0 | 14 | 150 | (136) | 1,100 | 1,086 |
| HVAC Maintenance & Repairs | 6400-85-000 | 641 | 0 | 2,850 | 1,200 | 1,650 | 2,400 | (450) |
| Electricity | 6510-85-000 | 0 | 330 | 1,387 | 2,310 | (923) | 4,000 | 2,613 |
| Water & Sewer | 6520-85-000 | 223 | 175 | 1,780 | 1,225 | 555 | 2,100 | 320 |
| Gas | 6530-85-000 | 46 | 160 | 664 | 1,120 | (456) | 1,920 | 1,256 |
| Trash Removal & Recyc | 6550-85-000 | 167 | 165 | 996 | 1,155 | (159) | 1,980 | 984 |
| Brokers' Commission - Amort - Fife | 6600-85-000 | 341 | 341 | 2,387 | 2,387 | 0 | 4,092 | 1,705 |
| 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 | 23,747 | 23,747 | 0 | 40,709 | 16,962 |
| Total Expenses | | 7,242 | 6,735 | 70,087 | 73,605 | (3,518) | 109,338 | 39,251 |
| Net Income | | (3,034) | (2,527) | (40,631) | (44,149) | 3,518 | (58,632) | (18,001) |

Associated General Contractors of Washington
Statement of Operations
BOARD OF TRUSTEES
For the 07 Month(s) ending 07/31/2016

| | | JUL ACTUAL | JUL BUDGET | YTD ACTUAL | YTD BUDGET | YTD Variance | Annual BUDGET | Budget Remaining |
|---------------------------|-------------|-----------------------|-----------------------|-----------------------|-----------------------|-------------------------|--------------------------|-----------------------------|
| Salaries | 5010-13-000 | 2,226 | 2,206 | 15,881 | 15,441 | 440 | 26,470 | 10,589 |
| Payroll Taxes | 5020-13-052 | 179 | 165 | 1,379 | 1,158 | 222 | 1,984 | 605 |
| Health/Security/LTD | 5020-13-070 | 200 | 207 | 1,397 | 1,452 | (55) | 2,489 | 1,092 |
| Pension | 5020-13-139 | 219 | 225 | 1,575 | 1,576 | (1) | 2,701 | 1,127 |
| Incentive Compensation | 5010-13-058 | 0 | 0 | 0 | 600 | (600) | 1,818 | 1,818 |
| Officers / Board Meetings | 5035-13-056 | 0 | 25 | 4,420 | 7,925 | (3,505) | 9,000 | 4,580 |
| Miscellaneous Expense | 5035-13-072 | 0 | 0 | 3,776 | 4,300 | (524) | 5,900 | 2,124 |
| Office Expense | 5050-13-000 | 300 | 0 | 1,229 | 2,200 | (971) | 3,200 | 1,971 |
| Board Contingency | 5120-13-054 | 0 | 0 | 24,040 | 37,500 | (13,460) | 50,000 | 25,960 |
| Total Expenses | | 3,123 | 2,829 | 53,697 | 72,151 | (18,454) | 103,562 | 49,865 |
| Net Income | | (3,123) | (2,829) | (53,697) | (72,151) | 18,454 | (103,562) | (49,865) |

Associated General Contractors of Washington
Statement of Operations
TECHNOLOGY
For the 07 Month(s) ending 07/31/2016

| | | JUL ACTUAL | JUL BUDGET | YTD ACTUAL | YTD BUDGET | YTD Variance | Annual BUDGET | Budget Remaining |
|------------------------------------|-------------|----------------|----------------|-----------------|-----------------|-----------------|------------------|---------------------|
| Salaries | 5010-17-000 | 1,943 | 1,943 | 14,351 | 13,600 | 751 | 23,315 | 8,964 |
| Payroll Taxes | 5020-17-052 | 152 | 168 | 1,184 | 1,175 | 9 | 2,015 | 830 |
| Health/Security/LTD | 5020-17-070 | 197 | 209 | 1,378 | 1,463 | (84) | 2,508 | 1,129 |
| Pension | 5020-17-139 | 185 | 195 | 1,331 | 1,362 | (31) | 2,334 | 1,004 |
| 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 | 27 | 30 | 144 | 210 | (66) | 360 | 216 |
| Office Exp | 5050-17-000 | 105 | 20 | 152 | 140 | 12 | 240 | 88 |
| New Application | 5081-17-017 | 0 | 0 | 185 | 500 | (315) | 1,000 | 815 |
| Tech Equipment Maint- Parts | 5082-17-000 | 1,018 | 0 | 5,044 | 12,500 | (7,456) | 12,500 | 7,456 |
| 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 | 2,229 | 3,000 | 20,507 | 21,000 | (493) | 36,000 | 15,493 |
| 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 | 150 | 150 | 1,090 | 1,450 | (360) | 2,400 | 1,310 |
| New / Renewal Software License Fee | 5089-17-017 | 0 | 0 | 9,892 | 15,950 | (6,058) | 15,950 | 6,058 |
| Virus / Firewall Renewals | 5089-17-062 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Depreciation | 6950-17-000 | 2,134 | 2,499 | 14,941 | 17,496 | (2,555) | 29,994 | 15,052 |
| Total Expenses | | 8,140 | 8,214 | 79,403 | 94,596 | (15,193) | 137,584 | 58,181 |
| Net Income | | (8,140) | (8,214) | (79,403) | (94,596) | 15,193 | (137,584) | (58,181) |

Associated General Contractors of Washington
Statement of Operations
ADMINISTRATION
For the 07 Month(s) ending 07/31/2016

| | | JUL | JUL | YTD | YTD | YTD | Annual | Budget |
|--------------------------------|-------------|-----------------|-----------------|------------------|------------------|-----------------|------------------|------------------|
| | | ACTUAL | BUDGET | ACTUAL | BUDGET | Variance | BUDGET | Remaining |
| Conference Center Rental | 4100-18-238 | 0 | 200 | 2,000 | 700 | 1,300 | 900 | (1,100) |
| McGraw Hill Affinity Plan | 4100-18-303 | 60 | 0 | 60 | 0 | 60 | 0 | (60) |
| Verizon Affinity Plan - NPP | 4100-18-304 | 9,840 | 0 | 18,599 | 13,000 | 5,599 | 26,000 | 7,401 |
| Enterprise Affinity Plan | 4100-18-305 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Office Depot Affinity Plan | 4100-18-310 | 3,134 | 3,000 | 9,160 | 9,000 | 160 | 12,000 | 2,840 |
| Misc Income | 4900-18-194 | 40 | 0 | 60 | 60 | 0 | 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 | | 13,074 | 3,200 | 29,879 | 22,760 | 7,119 | 39,000 | 9,121 |
| Salaries | 5010-18-000 | 14,719 | 12,597 | 92,750 | 88,180 | 4,571 | 151,165 | 58,415 |
| Temp Help | 5010-18-051 | 2,151 | 175 | 25,579 | 1,225 | 24,354 | 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 | 1,232 | 1,033 | 8,380 | 7,231 | 1,149 | 12,396 | 4,016 |
| Health/Security/LTD | 5020-18-070 | 1,125 | 1,552 | 9,654 | 10,865 | (1,211) | 18,625 | 8,971 |
| Pension | 5020-18-139 | 1,272 | 1,316 | 9,315 | 9,212 | 104 | 15,792 | 6,476 |
| 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 | 142 | 416 | 1,808 | 2,912 | (1,104) | 5,000 | 3,192 |
| Legal | 5040-18-060 | 599 | 335 | 599 | 2,345 | (1,747) | 4,000 | 3,402 |
| Office Exp. | 5050-18-000 | 1,157 | 1,641 | 8,698 | 14,487 | (5,789) | 22,700 | 14,002 |
| Office Equipment Lease | 5050-18-066 | 582 | 205 | 1,680 | 1,435 | 245 | 2,460 | 780 |
| Office Equipment Maintenance | 5050-18-067 | 1,475 | 699 | 3,819 | 4,893 | (1,074) | 8,390 | 4,571 |
| Postage - Administration | 5050-18-069 | 83 | 35 | 314 | 245 | 69 | 420 | 106 |
| Parking / Metro | 5050-18-071 | 135 | 150 | 979 | 1,050 | (71) | 1,800 | 821 |
| Contract Printing | 5050-18-074 | 0 | 50 | 0 | 350 | (350) | 600 | 600 |
| Office Equipment - Interest | 5050-18-290 | 0 | 20 | 28 | 140 | (112) | 240 | 212 |
| Membership Dues | 5060-18-061 | 250 | 0 | 1,375 | 1,575 | (200) | 1,630 | 255 |
| Subscriptions | 5060-18-062 | 0 | 0 | 0 | 50 | (50) | 625 | 625 |
| Donations/ Memorials | 5060-18-063 | 149 | 100 | 649 | 700 | (51) | 1,200 | 551 |
| Internet Connection | 5085-18-000 | 280 | 285 | 1,960 | 1,995 | (35) | 3,420 | 1,460 |
| Telephone Exp.- Admin. | 5086-18-000 | 480 | 550 | 3,354 | 3,850 | (496) | 6,600 | 3,246 |
| Cell Phone Exp.- Admin. | 5087-18-000 | 114 | 190 | 1,153 | 1,330 | (177) | 2,280 | 1,127 |
| Insurance & Bonds | 5900-18-064 | 0 | 0 | 8,008 | 8,000 | 8 | 8,000 | (8) |
| Staff Professional Training | 5900-18-065 | 3,305 | 2,925 | 21,205 | 30,475 | (9,270) | 50,000 | 28,795 |
| Personal Property Taxes | 5900-18-068 | 0 | 0 | 317 | 400 | (83) | 400 | 83 |
| Depreciation | 6950-18-000 | 1,008 | 961 | 7,058 | 6,730 | 328 | 11,538 | 4,479 |
| Total Expenses | | 30,256 | 25,236 | 218,613 | 211,765 | 6,848 | 352,690 | 134,077 |
| Net Income | | (17,182) | (22,036) | (188,734) | (189,005) | 271 | (313,690) | (124,956) |

Associated General Contractors of Washington
Statement of Operations
ACCOUNTING
For the 07 Month(s) ending 07/31/2016

| | | JUL | JUL | YTD | YTD | YTD | Annual | Budget |
|-------------------------------|-------------|-----------------|-----------------|------------------|------------------|-----------------|------------------|------------------|
| | | ACTUAL | BUDGET | ACTUAL | BUDGET | Variance | 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 | 10,078 | 9,068 | 76,022 | 63,479 | 12,543 | 108,821 | 32,799 |
| Temp Help | 5010-19-051 | 0 | 0 | 0 | 5,500 | (5,500) | 10,000 | 10,000 |
| Payroll Taxes | 5020-19-052 | 801 | 803 | 6,345 | 5,620 | 725 | 9,635 | 3,290 |
| Health/Security/LTD | 5020-19-070 | 1,414 | 1,084 | 9,899 | 7,587 | 2,312 | 13,007 | 3,108 |
| Pension | 5020-19-139 | 824 | 913 | 6,051 | 6,388 | (336) | 10,950 | 4,899 |
| Incentive Compensation | 5010-19-058 | 0 | 0 | 0 | 3,150 | (3,150) | 9,545 | 9,545 |
| Auto Expense | 5030-19-000 | 0 | 20 | 0 | 140 | (140) | 240 | 240 |
| Miscellaneous Meetings | 5035-19-072 | 0 | 58 | 277 | 408 | (131) | 700 | 422 |
| Audit | 5040-19-076 | 401 | 0 | 8,625 | 8,625 | 0 | 8,625 | 0 |
| ADP Payroll Fees | 5040-19-077 | 726 | 475 | 4,639 | 3,550 | 1,089 | 6,000 | 1,361 |
| Professional Service | 5040-19-144 | 1,275 | 290 | 1,414 | 2,030 | (616) | 3,500 | 2,086 |
| Office Exp. | 5050-19-000 | 0 | 75 | 445 | 525 | (80) | 900 | 455 |
| Postage - Accounting | 5050-19-069 | 35 | 100 | 425 | 700 | (275) | 1,200 | 775 |
| Contract Printing | 5050-19-074 | 0 | 0 | 0 | 400 | (400) | 400 | 400 |
| Bank Charge | 5050-19-231 | 83 | 50 | 560 | 350 | 210 | 600 | 40 |
| Membership Dues | 5060-19-061 | 0 | 450 | 585 | 735 | (150) | 735 | 150 |
| Subscriptions | 5060-19-062 | 0 | 0 | 67 | 180 | (113) | 300 | 233 |
| Discounts Allowed (Visa/Dues) | 5140-19-078 | 1,293 | 1,000 | 10,932 | 14,000 | (3,068) | 23,000 | 12,068 |
| State Excise Taxes | 5900-19-079 | 637 | 100 | 16,495 | 7,000 | 9,495 | 7,500 | (8,995) |
| City Excise Tax | 5900-19-279 | 0 | 1,200 | 4,737 | 6,000 | (1,263) | 7,500 | 2,763 |
| Depreciation | 6950-19-000 | 94 | 94 | 661 | 661 | 0 | 1,133 | 472 |
| Total Expenses | | 17,662 | 15,780 | 148,181 | 137,028 | 11,153 | 224,291 | 76,110 |
| Net Income | | (17,662) | (15,780) | (138,365) | (127,518) | (10,847) | (214,781) | (76,416) |

Associated General Contractors of Washington
Statement of Operations
COMMUNICATIONS
For the 07 Month(s) ending 07/31/2016

| | | JUL | JUL | YTD | YTD | YTD | Annual | Budget |
|--------------------------|-------------|-----------------|-----------------|------------------|------------------|-----------------|------------------|------------------|
| | | ACTUAL | BUDGET | ACTUAL | BUDGET | Variance | BUDGET | Remaining |
| Website Advertising | 4100-22-197 | 0 | 583 | 11,150 | 4,083 | 7,067 | 7,000 | (4,150) |
| Total Revenue | | 0 | 583 | 11,150 | 4,083 | 7,067 | 7,000 | (4,150) |
| Salaries | 5010-22-000 | 10,149 | 10,320 | 74,056 | 72,240 | 1,816 | 123,840 | 49,784 |
| Payroll Taxes | 5020-22-052 | 811 | 980 | 6,169 | 6,857 | (687) | 11,754 | 5,585 |
| Health/Security/LTD | 5020-22-070 | 1,324 | 1,378 | 9,269 | 9,649 | (380) | 16,541 | 7,272 |
| Pension | 5020-22-139 | 968 | 1,032 | 7,183 | 7,224 | (40) | 12,384 | 5,200 |
| Incentive Compensation | 5010-22-058 | 0 | 0 | 0 | 4,050 | (4,050) | 12,273 | 12,273 |
| Auto Expense | 5030-22-000 | 126 | 40 | 148 | 280 | (132) | 480 | 332 |
| Miscellaneous Meetings | 5035-22-072 | 4 | 75 | 35 | 525 | (490) | 900 | 865 |
| Professional Service | 5040-22-144 | 0 | 150 | 0 | 5,200 | (5,200) | 6,000 | 6,000 |
| Website Maintenance | 5040-22-250 | 0 | 50 | 0 | 350 | (350) | 600 | 600 |
| Office Exp. | 5050-22-000 | 0 | 25 | 1,455 | 175 | 1,280 | 300 | (1,155) |
| Postage - Communications | 5050-22-069 | (17) | 100 | 727 | 700 | 27 | 1,200 | 473 |
| Protrait Photography | 5050-22-089 | 0 | 60 | 0 | 420 | (420) | 720 | 720 |
| Subscriptions | 5060-22-062 | 0 | 25 | 0 | 175 | (175) | 300 | 300 |
| Cell Phone Exp.- Comm. | 5087-22-000 | 75 | 100 | 525 | 700 | (175) | 1,200 | 675 |
| Advertising | 5140-22-082 | 0 | 300 | 8,024 | 18,200 | (10,176) | 22,600 | 14,576 |
| Public Relations | 5140-22-083 | 0 | 300 | 8,583 | 1,800 | 6,783 | 3,300 | (5,283) |
| Newsletter | 5140-22-084 | 225 | 175 | 1,349 | 1,225 | 124 | 2,100 | 751 |
| Annual & Special Reports | 5140-22-086 | 0 | 550 | 2,350 | 3,850 | (1,500) | 6,600 | 4,250 |
| Total Expenses | | 13,666 | 15,703 | 119,874 | 133,923 | (14,049) | 223,611 | 103,738 |
| Net Income | | (13,666) | (15,120) | (108,724) | (129,839) | 21,116 | (216,611) | (107,888) |

Associated General Contractors of Washington
Statement of Operations
MEETING AND EVENTS
For the 07 Month(s) ending 07/31/2016

| | | JUL ACTUAL | JUL BUDGET | YTD ACTUAL | YTD BUDGET | YTD Variance | Annual BUDGET | Budget Remaining |
|------------------------------------|-------------|----------------|----------------|-----------------|-----------------|-----------------|------------------|---------------------|
| CEO Out of Town Travel | 5035-24-090 | 0 | 250 | 259 | 1,750 | (1,491) | 3,000 | 2,741 |
| Executive Leadership Council | 5035-24-094 | 2,029 | 1,700 | 3,759 | 2,600 | 1,159 | 4,400 | 641 |
| National AGC Convention | 5035-24-095 | 1,759 | 0 | 8,520 | 35,000 | (26,480) | 35,000 | 26,480 |
| Western Chapters Meetings | 5035-24-098 | (868) | 0 | 6,041 | 11,300 | (5,259) | 13,500 | 7,459 |
| National AGC Leadership Conference | 5035-24-099 | 0 | 0 | 3,127 | 2,000 | 1,127 | 20,000 | 16,873 |
| Chapter Meetings | 5035-24-100 | 0 | 0 | 0 | 1,200 | (1,200) | 1,200 | 1,200 |
| Miscellaneous Conference | 5035-24-126 | (879) | 0 | 3,009 | 4,000 | (991) | 4,000 | 991 |
| Immediate Past President Night | 5150-24-093 | 0 | 0 | 3,277 | 3,000 | 277 | 3,000 | (277) |
| Old Timers Night | 5150-24-129 | 0 | 0 | 0 | 0 | 0 | 3,300 | 3,300 |
| Total Expenses | | 2,040 | 1,950 | 27,991 | 60,850 | (32,859) | 87,400 | 59,409 |
| Net Income | | (2,040) | (1,950) | (27,991) | (60,850) | 32,859 | (87,400) | (59,409) |

Associated General Contractors of Washington
Statement of Operations
SPECIAL EVENTS
For the 07 Month(s) ending 07/31/2016

| | | JUL | JUL | YTD | YTD | YTD | Annual | Budget |
|-------------------------|-------------|-----------------|----------------|-----------------|-----------------|-----------------|-----------------|------------------|
| | | ACTUAL | BUDGET | ACTUAL | BUDGET | Variance | 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 | 106,730 | 95,000 | 11,730 | 95,000 | (11,730) |
| Total Revenue | | 0 | 0 | 154,575 | 140,000 | 14,575 | 140,000 | (14,575) |
| Salaries | 5010-25-000 | 2,156 | 2,156 | 15,995 | 15,094 | 901 | 25,875 | 9,881 |
| Payroll Taxes | 5020-25-052 | 179 | 207 | 1,398 | 1,452 | (55) | 2,490 | 1,092 |
| Health/Security/LTD | 5020-25-070 | 293 | 304 | 2,050 | 2,127 | (77) | 3,646 | 1,596 |
| Pension | 5020-25-139 | 226 | 236 | 1,633 | 1,652 | (19) | 2,831 | 1,199 |
| Incentive Compensation | 5010-25-058 | 0 | 0 | 0 | 900 | (900) | 2,727 | 2,727 |
| Auto Expense | 5030-25-000 | 0 | 100 | 292 | 600 | (308) | 1,100 | 808 |
| Miscellaneous Meetings | 5035-25-072 | 0 | 0 | 172 | 200 | (28) | 300 | 128 |
| Office Exp. | 5050-25-000 | 0 | 25 | 0 | 175 | (175) | 300 | 300 |
| Postage | 5050-25-069 | 0 | 0 | 0 | 50 | (50) | 100 | 100 |
| Build Washington Awards | 5150-25-127 | 4,097 | 0 | 55,390 | 45,000 | 10,390 | 45,000 | (10,390) |
| Annual Convention | 5150-25-128 | 181 | 0 | 102,499 | 95,000 | 7,499 | 95,000 | (7,499) |
| Award & Recognition | 5150-25-130 | 8,894 | 0 | 12,919 | 12,000 | 919 | 12,000 | (919) |
| Total Expenses | | 16,027 | 3,029 | 192,347 | 174,250 | 18,097 | 191,370 | (977) |
| Net Income | | (16,027) | (3,029) | (37,772) | (34,250) | (3,522) | (51,370) | (13,598) |

Associated General Contractors of Washington
Statement of Operations
MEMBER SERVICE
For the 07 Month(s) ending 07/31/2016

| | | JUL ACTUAL | JUL BUDGET | YTD ACTUAL | YTD BUDGET | YTD Variance | Annual BUDGET | Budget Remaining |
|----------------------------------|-------------|-----------------------|-----------------------|------------------------|-----------------------|-------------------------|--------------------------|-----------------------------|
| Intro / Retro | 4010-36-204 | 7,600 | 0 | 56,293 | 5,900 | 50,393 | 5,900 | (50,393) |
| Constructor In | 4010-36-206 | 0 | 0 | 9,326 | 7,700 | 1,626 | 7,700 | (1,626) |
| Min Dues - Introductory GC | 4010-36-209 | 0 | 0 | 0 | 4,250 | (4,250) | 4,250 | 4,250 |
| Min Dues - Associates | 4010-36-211 | 2,488 | 0 | 179,076 | 176,500 | 2,576 | 176,500 | (2,576) |
| Nat'l Educational Associate | 4010-36-212 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Min Dues - Retro | 4010-36-213 | 100 | 0 | 5,456 | 6,000 | (544) | 6,000 | 544 |
| Youth Constructor Dues | 4010-36-248 | 100 | 0 | 1,183 | 100 | 1,083 | 100 | (1,083) |
| NH-GC Dues | 4030-36-205 | 9,780 | 0 | 215,320 | 237,000 | (21,680) | 237,000 | 21,680 |
| Vol Dues - GC | 4030-36-208 | 11,873 | 0 | 935,520 | 876,000 | 59,520 | 876,000 | (59,520) |
| Vol Dues - Sub | 4030-36-210 | 2,245 | 0 | 390,596 | 411,550 | (20,954) | 411,550 | 20,954 |
| Prior Years Dues | 4040-36-000 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Sub-Total Dues Revenue | | 34,185 | 0 | 1,792,769 | 1,725,000 | 67,769 | 1,725,000 | (67,769) |
| | | | | <i>YTD % to Budget</i> | | | | |
| | | | | | | | | 103.93% |
| Misc Income/Mailing Labels | 4900-36-198 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Roster Advertising | 4900-36-216 | 5,818 | 6,000 | 5,818 | 6,000 | (182) | 6,000 | 182 |
| Sub-Total Other Revenue | | 5,818 | 6,000 | 5,818 | 6,000 | (182) | 6,000 | 182 |
| Total Revenue | | 40,003 | 6,000 | 1,798,587 | 1,731,000 | 67,587 | 1,731,000 | (67,587) |
| Salaries | 5010-36-000 | 8,514 | 8,474 | 62,243 | 59,319 | 2,924 | 101,690 | 39,447 |
| Payroll Taxes | 5020-36-052 | 701 | 739 | 5,364 | 5,174 | 190 | 8,870 | 3,506 |
| Health/Security/LTD | 5020-36-070 | 1,115 | 1,155 | 7,808 | 8,086 | (277) | 13,861 | 6,053 |
| Pension | 5020-36-139 | 763 | 860 | 5,619 | 6,020 | (401) | 10,319 | 4,700 |
| Incentive Compensation | 5010-36-058 | 0 | 0 | 0 | 3,450 | (3,450) | 10,455 | 10,455 |
| Auto Expense | 5030-36-000 | 0 | 50 | 0 | 225 | (225) | 300 | 300 |
| Miscellaneous Meetings | 5035-36-072 | 18 | 100 | 49 | 700 | (651) | 1,200 | 1,151 |
| W. Chapters "Membership" Meeting | 5035-36-098 | 67 | 0 | 545 | 0 | 545 | 2,000 | 1,455 |
| Office Exp. | 5050-36-000 | (556) | 0 | (397) | 450 | (847) | 600 | 997 |
| Postage - Member Services | 5050-36-069 | 8 | 85 | 106 | 220 | (114) | 1,030 | 924 |
| Cell Phone Exp.- Member Services | 5087-36-000 | 132 | 100 | 720 | 700 | 20 | 1,200 | 480 |
| Early Payment Disc. (2%) | 5140-36-078 | 0 | 0 | 994 | 0 | 994 | 28,000 | 27,006 |
| Membership Promotion | 5140-36-080 | 630 | 125 | 630 | 875 | (245) | 2,000 | 1,370 |
| Depreciation | 6950-36-000 | 1,689 | 1,700 | 11,822 | 11,902 | (80) | 20,403 | 8,581 |
| Total Expenses | | 13,080 | 13,389 | 95,504 | 97,120 | (1,617) | 201,928 | 106,424 |
| Net Income | | 26,923 | (7,389) | 1,703,084 | 1,633,880 | 69,204 | 1,529,072 | (174,012) |

Associated General Contractors of Washington
Statement of Operations
FUTURE LEADERSHIP FORUM
For the 07 Month(s) ending 07/31/2016

| | | JUL ACTUAL | JUL BUDGET | YTD ACTUAL | YTD BUDGET | YTD Variance | Annual BUDGET | Budget Remaining |
|------------------------|-------------|----------------|----------------|-----------------|-----------------|-----------------|------------------|---------------------|
| FLF Event Revenue | 4150-16-175 | 660 | 1,000 | 4,780 | 7,000 | (2,220) | 12,000 | 7,220 |
| Total Revenue | | 660 | 1,000 | 4,780 | 7,000 | (2,220) | 12,000 | 7,220 |
| Salaries | 5010-16-000 | 3,016 | 2,988 | 21,527 | 20,913 | 614 | 35,850 | 14,324 |
| Payroll Taxes | 5020-16-052 | 239 | 295 | 1,766 | 2,064 | (298) | 3,538 | 1,772 |
| Health/Security/LTD | 5020-16-070 | 526 | 546 | 3,680 | 3,819 | (138) | 6,546 | 2,866 |
| Pension | 5020-16-139 | 282 | 321 | 2,032 | 2,245 | (212) | 3,848 | 1,815 |
| 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 |
| Membership Meetings | 5140-16-177 | 414 | 142 | 414 | 994 | (580) | 1,704 | 1,290 |
| Event / Entertainment | 5150-16-175 | 4,206 | 1,625 | 20,332 | 41,375 | (21,043) | 79,500 | 59,168 |
| Food / Beverage | 5300-16-000 | 171 | 305 | 7,320 | 2,135 | 5,185 | 3,660 | (3,660) |
| Total Expenses | | 8,855 | 6,221 | 57,071 | 75,194 | (18,123) | 139,646 | 82,576 |
| Net Income | | (8,195) | (5,221) | (52,291) | (68,194) | 15,903 | (127,646) | (75,356) |

Associated General Contractors of Washington
Statement of Operations
WORKFORCE DEVELOPMENT
For the 07 Month(s) ending 07/31/2016

| | | JUL ACTUAL | JUL BUDGET | YTD ACTUAL | YTD BUDGET | YTD Variance | Annual BUDGET | Budget Remaining |
|------------------------------|-------------|-----------------------|-----------------------|-----------------------|-----------------------|-------------------------|--------------------------|-----------------------------|
| Salaries | 5010-26-000 | 1,620 | 1,620 | 12,090 | 11,340 | 750 | 19,440 | 7,350 |
| Payroll Taxes | 5020-26-052 | 127 | 136 | 985 | 954 | 31 | 1,636 | 650 |
| Health/Security/LTD | 5020-26-070 | 152 | 159 | 1,067 | 1,110 | (44) | 1,904 | 837 |
| Pension | 5020-26-139 | 156 | 162 | 1,136 | 1,136 | (0) | 1,947 | 812 |
| Incentive Compensation | 5010-26-058 | 0 | 0 | 0 | 450 | (450) | 1,364 | 1,364 |
| Donations - Other | 5060-26-000 | 2,840 | 0 | 5,482 | 30,000 | (24,518) | 60,000 | 54,518 |
| Donations - AGCEF | 5060-26-063 | 10,542 | 10,542 | 73,792 | 73,792 | 0 | 126,500 | 52,708 |
| Endowment - AGCEF | 5062-26-063 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Events | 5120-26-158 | 0 | 0 | 0 | 0 | 0 | 3,250 | 3,250 |
| Education Subsidy to Members | 5140-26-136 | 11,300 | 2,250 | 22,600 | 15,750 | 6,850 | 27,000 | 4,400 |
| Total Expenses | | 26,737 | 14,869 | 117,151 | 134,532 | (17,381) | 243,040 | 125,889 |
| Net Income | | (26,737) | (14,869) | (117,151) | (134,532) | 17,381 | (243,040) | (125,889) |

Associated General Contractors of Washington
Statement of Operations
SAFETY
For the 07 Month(s) ending 07/31/2016

| | | JUL | JUL | YTD | YTD | YTD | Annual | Budget |
|--------------------------------|-------------|-----------------|-----------------|------------------|------------------|-----------------|------------------|------------------|
| | | ACTUAL | BUDGET | ACTUAL | BUDGET | Variance | BUDGET | Remaining |
| Safety Promotion Items | 4100-42-080 | 5,395 | 1,500 | 19,205 | 16,500 | 2,705 | 23,700 | 4,495 |
| Safety Team Inspections | 4100-42-218 | 2,565 | 2,000 | 12,960 | 16,725 | (3,765) | 24,975 | 12,015 |
| Safety Training | 4100-42-219 | 7,000 | 0 | 7,000 | 5,000 | 2,000 | 5,000 | (2,000) |
| Safety Grants Income | 4100-42-241 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Field Day / Safety Team (Golf) | 4150-42-176 | 1,820 | 2,400 | 24,240 | 22,350 | 1,890 | 22,350 | (1,890) |
| Shipping - Safety Products | 4900-42-195 | 70 | 100 | 512 | 500 | 12 | 800 | 288 |
| Total Revenue | | 16,850 | 6,000 | 63,917 | 61,075 | 2,842 | 76,825 | 12,908 |
| Salaries | 5010-42-000 | 22,200 | 21,693 | 150,824 | 151,853 | (1,030) | 260,320 | 109,496 |
| Payroll Taxes | 5020-42-052 | 1,892 | 1,910 | 13,254 | 13,371 | (117) | 22,922 | 9,668 |
| Health/Security/LTD | 5020-42-070 | 3,707 | 2,950 | 21,491 | 20,647 | 844 | 35,394 | 13,904 |
| Pension | 5020-42-139 | 1,888 | 2,036 | 14,076 | 14,255 | (179) | 24,438 | 10,362 |
| Incentive Compensation | 5010-42-058 | 0 | 0 | 0 | 11,700 | (11,700) | 35,455 | 35,455 |
| Auto/Travel Expense | 5030-42-000 | 357 | 915 | 3,331 | 6,475 | (3,144) | 11,275 | 7,944 |
| Corporate Travel | 5030-42-178 | 0 | 305 | 1,821 | 3,635 | (1,814) | 6,710 | 4,889 |
| Misc Meetings - Safety | 5035-42-072 | 38 | 100 | 1,076 | 1,350 | (274) | 2,200 | 1,124 |
| Consultants Fees | 5040-42-144 | 0 | 0 | 0 | 0 | 0 | 3,000 | 3,000 |
| Office Exp. | 5050-42-000 | 209 | 92 | 507 | 644 | (138) | 1,100 | 594 |
| Postage - Safety | 5050-42-069 | 199 | 300 | 1,584 | 1,800 | (216) | 2,700 | 1,116 |
| Contract Printing | 5050-42-074 | 0 | 0 | 0 | 0 | 0 | 500 | 500 |
| Membership Dues | 5060-42-061 | 0 | 0 | 128 | 0 | 128 | 410 | 282 |
| Cell Phone Exp.- Safety | 5087-42-000 | 182 | 225 | 2,327 | 1,575 | 752 | 2,700 | 373 |
| Safety Promotion | 5120-42-080 | 778 | 2,500 | 21,243 | 27,852 | (6,609) | 30,852 | 9,609 |
| 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 | 553 | 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 | 5,172 | 5,172 | 0 | 8,866 | 3,694 |
| Total Expenses | | 32,189 | 34,318 | 254,055 | 279,582 | (25,527) | 468,095 | 214,039 |
| Net Income | | (15,339) | (28,318) | (190,138) | (218,507) | 28,369 | (391,270) | (201,131) |

Associated General Contractors of Washington
Statement of Operations
GROUP RETRO
For the 07 Month(s) ending 07/31/2016

| | | JUL | JUL | YTD | YTD | YTD | Annual | Budget |
|--|-------------------|----------------|----------------|------------------|------------------|------------------|------------------|------------------|
| | | ACTUAL | BUDGET | ACTUAL | BUDGET | Variance | 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 |
| Retro Exp Gross/Reimbursement | 4500-27-242 | 247,854 | 126,480 | 1,043,377 | 885,360 | 158,017 | 1,517,760 | 474,383 |
| Total Revenue | | 247,854 | 126,480 | 1,559,126 | 1,110,360 | 448,766 | 1,742,760 | 183,634 |
| Annual Meeting - Retro Breakfast | 5502-27-221 TO 55 | 0 | 0 | 25,909 | 0 | 25,909 | 0 | (25,909) |
| Annual Meeting - AGC | 5503-27-221 TO 55 | 0 | 0 | 972 | 0 | 972 | 0 | (972) |
| Association Dues - WSIA | 5504-27-221 TO 55 | 800 | 0 | 800 | 0 | 800 | 0 | (800) |
| Auto / Travel Expense | 5505-27-221 TO 55 | 663 | 0 | 3,265 | 0 | 3,265 | 0 | (3,265) |
| Computer Equip Maint. - Upgrade | 5506-27-221 TO 55 | 3,341 | 0 | 4,386 | 0 | 4,386 | 0 | (4,386) |
| 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 | 628 | 0 | 628 | 0 | (628) |
| Misc. Meetings | 5511-27-221 TO 55 | 0 | 0 | 701 | 0 | 701 | 0 | (701) |
| Office Equipment | 5512-27-221 TO 55 | 723 | 0 | 3,171 | 0 | 3,171 | 0 | (3,171) |
| Office Rent & Parkng | 5513-27-221 TO 55 | 4,747 | 0 | 32,638 | 0 | 32,638 | 0 | (32,638) |
| Office Supplies | 5514-27-221 TO 55 | 740 | 0 | 2,315 | 0 | 2,315 | 0 | (2,315) |
| Postage | 5515-27-221 TO 55 | 182 | 0 | 1,785 | 0 | 1,785 | 0 | (1,785) |
| Salaries | 5516-27-221 TO 55 | 56,355 | 0 | 375,963 | 0 | 375,963 | 0 | (375,963) |
| Payroll Taxes & Benefits | 5517-27-221 TO 55 | 20,071 | 0 | 135,534 | 0 | 135,534 | 0 | (135,534) |
| 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 | 1,098 | 0 | 4,808 | 0 | 4,808 | 0 | (4,808) |
| Subtotal | | 88,722 | 0 | 686,774 | 0 | 686,774 | 0 | (686,774) |
| 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 | 319,178 | 291,571 | 27,607 | 499,836 | 180,658 |
| Classroom Yakima | 5527-27-221 TO 55 | 1,700 | 1,700 | 8,500 | 11,900 | (3,400) | 20,400 | 11,900 |
| Subtotal | | 48,004 | 43,353 | 327,678 | 303,471 | 24,207 | 520,236 | 192,558 |
| NET EXPENSE | | 136,726 | 43,353 | 1,014,452 | 303,471 | 710,981 | 520,236 | (494,216) |
| Clearing Account | 5528-27-221 TO 55 | (136,726) | 0 | (1,014,452) | 0 | (1,014,452) | 0 | 1,014,452 |
| TOTAL NET EXPENSE | | 0 | 43,353 | 0 | 303,471 | (303,471) | 520,236 | 520,236 |
| Retro Exp Gross/Reimbursement | 5500-27-242 | 247,854 | 83,127 | 1,043,377 | 581,889 | 461,488 | 997,524 | (45,853) |
| NET OPR INCOME / (EXPENSE) | | 0 | 43,353 | 515,749 | 528,471 | (12,722) | 745,236 | 229,487 |

Associated General Contractors of Washington
Statement of Operations
GOVERNMENT AFFAIRS COUNCIL
For the 07 Month(s) ending 07/31/2016

| | | JUL | JUL | YTD | YTD | YTD | Annual | Budget |
|---------------------------------|-------------|-----------------|-----------------|------------------|------------------|-----------------|------------------|------------------|
| | | ACTUAL | BUDGET | ACTUAL | BUDGET | Variance | BUDGET | Remaining |
| Public Works Mtg Income | 4100-30-072 | 0 | 0 | 10,075 | 7,000 | 3,075 | 7,000 | (3,075) |
| Legislative Reimbursement | 4100-30-147 | 17,500 | 0 | 17,500 | 0 | 17,500 | 17,500 | 0 |
| Total Revenue | | 17,500 | 0 | 27,575 | 7,000 | 20,575 | 24,500 | (3,075) |
| Salaries | 5010-30-000 | 14,248 | 14,398 | 111,837 | 100,783 | 11,054 | 172,770 | 60,933 |
| Contract Lobbyists / Temp Help | 5010-30-051 | 0 | 0 | 30,500 | 32,750 | (2,250) | 32,750 | 2,250 |
| Payroll Taxes | 5020-30-052 | 1,116 | 1,291 | 9,362 | 9,037 | 325 | 15,492 | 6,130 |
| Health/Security/LTD | 5020-30-070 | 1,785 | 2,787 | 12,496 | 19,512 | (7,016) | 33,450 | 20,953 |
| Pension | 5020-30-139 | 1,352 | 1,478 | 10,786 | 10,345 | 441 | 17,735 | 6,949 |
| Incentive Compensation | 5010-30-058 | 0 | 0 | 0 | 5,460 | (5,460) | 16,545 | 16,545 |
| Auto Expense | 5030-30-000 | 96 | 150 | 1,112 | 950 | 162 | 1,700 | 588 |
| Corporate Travel | 5030-30-178 | 0 | 950 | 492 | 2,800 | (2,308) | 4,600 | 4,108 |
| Miscellaneous Meetings | 5035-30-072 | 790 | 700 | 3,655 | 7,000 | (3,345) | 11,230 | 7,575 |
| Professional Studies | 5040-30-149 | 0 | 0 | 2,500 | 2,500 | 0 | 2,500 | 0 |
| Legal Research & Representation | 5040-30-161 | 1,296 | 400 | 1,296 | 2,900 | (1,604) | 5,000 | 3,704 |
| Office Exp. | 5050-30-000 | 176 | 560 | 2,452 | 4,220 | (1,768) | 7,770 | 5,318 |
| Office Equipment Lease | 5050-30-066 | 16 | 17 | 112 | 116 | (4) | 200 | 88 |
| Office Equipment Maintenance | 5050-30-067 | 29 | 50 | 234 | 380 | (146) | 1,250 | 1,016 |
| Postage - GAC | 5050-30-069 | 0 | 0 | 577 | 700 | (123) | 1,200 | 623 |
| Contract Printing | 5050-30-074 | 0 | 200 | 0 | 600 | (600) | 4,700 | 4,700 |
| Membership Dues | 5060-30-061 | 1,000 | 0 | 9,280 | 8,220 | 1,060 | 11,445 | 2,165 |
| Subscriptions | 5060-30-062 | 16 | 20 | 249 | 210 | 39 | 300 | 51 |
| Donations | 5060-30-063 | 0 | 75 | 0 | 1,550 | (1,550) | 6,750 | 6,750 |
| LRC Membership | 5060-30-160 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Coalitions | 5060-30-259 | 0 | 0 | 0 | 2,500 | (2,500) | 2,500 | 2,500 |
| Rent - Leg. Office | 5070-30-000 | 3,905 | 4,242 | 27,962 | 29,694 | (1,732) | 50,904 | 22,942 |
| Internet Service Provider | 5084-30-000 | 195 | 195 | 1,364 | 1,365 | (1) | 2,340 | 976 |
| Telephone Exp.- Leg. | 5086-30-000 | 159 | 185 | 1,244 | 1,385 | (141) | 2,300 | 1,056 |
| Cell Phone Exp.- Leg. | 5087-30-000 | 603 | 200 | 1,091 | 1,400 | (309) | 2,400 | 1,309 |
| WebEx | 5088-30-000 | 0 | 0 | 0 | 1,000 | (1,000) | 1,000 | 1,000 |
| Public Works Promotion | 5120-30-080 | 0 | 0 | 0 | 1,000 | (1,000) | 2,500 | 2,500 |
| Public Works Committee | 5120-30-153 | 0 | 0 | 8,877 | 7,000 | 1,877 | 7,000 | (1,877) |
| State Facilities Committee | 5120-30-155 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| LEARN | 5130-30-083 | 0 | 75 | 0 | 75 | (75) | 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 | 0 | 0 | 200 | (200) | 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 | 8,636 | 8,636 | 0 | 14,804 | 6,168 |
| Total Expenses | | 28,014 | 29,207 | 251,181 | 269,563 | (18,381) | 439,160 | 187,978 |
| Net Income | | (10,514) | (29,207) | (223,606) | (262,563) | 38,956 | (414,660) | (191,053) |

Associated General Contractors of Washington
Statement of Operations
BUILD-PAC
For the 07 Month(s) ending 07/31/2016

| | | JUL ACTUAL | JUL BUDGET | YTD ACTUAL | YTD BUDGET | YTD Variance | Annual BUDGET | Budget Remaining |
|---------------------------------------|-------------|----------------|----------------|-----------------|-----------------|-----------------|------------------|---------------------|
| Salaries | 5010-31-000 | 988 | 998 | 7,518 | 6,983 | 535 | 11,971 | 4,453 |
| Payroll Taxes | 5020-31-052 | 78 | 92 | 628 | 647 | (19) | 1,110 | 481 |
| Health/Security/LTD | 5020-31-070 | 128 | 133 | 893 | 928 | (35) | 1,591 | 698 |
| Pension | 5020-31-139 | 91 | 100 | 704 | 703 | 1 | 1,205 | 500 |
| 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 | 100 | (100) | 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 | 0 | 50 | 3,234 | 3,550 | (316) | 3,800 | 566 |
| Total Expenses | | 1,284 | 1,423 | 14,553 | 15,401 | (848) | 23,258 | 8,705 |
| Net Income | | (1,284) | (1,423) | (14,553) | (15,401) | 848 | (23,258) | (8,705) |

Associated General Contractors of Washington
Statement of Operations
AGC - FEDERAL FACILITIES
For the 07 Month(s) ending 07/31/2016

| | | JUL ACTUAL | JUL 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 | 1,810 | 2,144 | (334) | 3,675 | 1,865 |
| Payroll Taxes | 5020-33-052 | 21 | 29 | 160 | 205 | (44) | 351 | 190 |
| Health/Security/LTD | 5020-33-070 | 19 | 38 | 134 | 264 | (130) | 452 | 318 |
| Pension | 5020-33-139 | 18 | 27 | 126 | 190 | (65) | 326 | 201 |
| Incentive Compensation | 5010-33-058 | 0 | 0 | 0 | 90 | (90) | 273 | 273 |
| Miscellaneous Meetings | 5035-33-072 | 0 | 250 | 0 | 250 | (250) | 3,500 | 3,500 |
| Total Expenses | | 307 | 650 | 2,230 | 3,143 | (912) | 8,577 | 6,347 |
| Net Income | | (307) | (650) | (2,230) | (3,143) | 912 | (8,577) | (6,347) |

Associated General Contractors of Washington
Statement of Operations
LABOR
For the 07 Month(s) ending 07/31/2016

| | | JUL | JUL | YTD | YTD | YTD | Annual | Budget |
|-------------------------|-------------|-----------------|-----------------|------------------|------------------|-----------------|------------------|------------------|
| | | ACTUAL | BUDGET | ACTUAL | BUDGET | Variance | BUDGET | Remaining |
| Misc Income/Labor Forms | 4900-34-220 | 100 | 0 | 280 | 0 | 280 | 0 | (280) |
| Total Revenue | | 100 | 0 | 280 | 0 | 280 | 0 | (280) |
| Salaries | 5010-34-000 | 14,740 | 14,339 | 104,978 | 100,373 | 4,604 | 172,069 | 67,091 |
| Payroll Taxes | 5020-34-052 | 1,236 | 1,352 | 9,055 | 9,462 | (407) | 16,220 | 7,165 |
| Health/Security/LTD | 5020-34-070 | 1,896 | 1,973 | 13,272 | 13,814 | (542) | 23,682 | 10,410 |
| Pension | 5020-34-139 | 1,491 | 1,559 | 10,715 | 10,914 | (199) | 18,710 | 7,995 |
| Incentive Compensation | 5010-34-058 | 0 | 0 | 0 | 5,910 | (5,910) | 17,909 | 17,909 |
| Auto Expense | 5030-34-000 | 56 | 100 | 149 | 700 | (551) | 1,200 | 1,051 |
| Legal | 5040-34-060 | 64 | 500 | 320 | 3,500 | (3,180) | 6,000 | 5,680 |
| Office Exp. | 5050-34-000 | 93 | 40 | 211 | 280 | (69) | 480 | 269 |
| Postage - Labor | 5050-34-069 | 1 | 10 | 9 | 70 | (61) | 120 | 111 |
| Cell Phone Exp.- Labor | 5087-34-000 | 532 | 100 | 895 | 700 | 195 | 1,200 | 305 |
| Labor Relations | 5120-34-163 | 62 | 200 | 1,345 | 1,400 | (55) | 2,400 | 1,055 |
| Trustee Expense | 5120-34-166 | 282 | 0 | 358 | 1,000 | (642) | 2,000 | 1,642 |
| Events - Turner School | 5150-34-172 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Depreciation | 6950-34-000 | 11 | 11 | 75 | 75 | 0 | 129 | 54 |
| Total Expenses | | 20,462 | 20,184 | 141,381 | 148,198 | (6,818) | 262,118 | 120,737 |
| Net Income | | (20,362) | (20,184) | (141,101) | (148,198) | 7,098 | (262,118) | (121,017) |

Associated General Contractors of Washington
Statement of Operations
OPEN SHOP
For the 07 Month(s) ending 07/31/2016

| | | JUL ACTUAL | JUL BUDGET | YTD ACTUAL | YTD BUDGET | YTD Variance | Annual BUDGET | Budget Remaining |
|--------------------------|-------------|----------------|----------------|-----------------|-----------------|-----------------|------------------|---------------------|
| Salaries | 5010-40-000 | 876 | 876 | 6,492 | 6,132 | 360 | 10,512 | 4,020 |
| Payroll Taxes | 5020-40-052 | 73 | 84 | 563 | 589 | (26) | 1,009 | 447 |
| Health/Security/LTD | 5020-40-070 | 117 | 122 | 821 | 854 | (33) | 1,465 | 644 |
| Pension | 5020-40-139 | 82 | 86 | 592 | 600 | (8) | 1,029 | 436 |
| 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 | 0 | 0 | 325 | (325) | 525 | 525 |
| Resource Materials | 5050-40-074 | 0 | 0 | 0 | 200 | (200) | 300 | 300 |
| Open Shop Dinner Meeting | 5120-40-167 | 0 | 0 | 16 | 250 | (234) | 375 | 359 |
| Open Shop Speaker Exp. | 5120-40-168 | 0 | 50 | 0 | 150 | (150) | 200 | 200 |
| Open Shop Meeting Costs | 5120-40-169 | 0 | 0 | 0 | 100 | (100) | 200 | 200 |
| Open Shop Seminars | 5120-40-170 | 0 | 75 | 0 | 225 | (225) | 375 | 375 |
| Top Student Awards | 5120-40-171 | 0 | 0 | 600 | 575 | 25 | 575 | (25) |
| Misc. Industry Support | 5120-40-172 | 0 | 0 | 1,570 | 1,025 | 545 | 1,025 | (545) |
| Total Expenses | | 1,149 | 1,293 | 10,654 | 11,385 | (731) | 18,680 | 8,026 |
| Net Income | | (1,149) | (1,293) | (10,654) | (11,385) | 731 | (18,680) | (8,026) |

Associated General Contractors of Washington
Statement of Operations
SEATTLE DISTRICT
For the 07 Month(s) ending 07/31/2016

| | | JUL | JUL | YTD | YTD | YTD | Annual | Budget |
|------------------------------------|-------------|-----------------|-----------------|-----------------|------------------|-----------------|------------------|------------------|
| | | ACTUAL | BUDGET | ACTUAL | BUDGET | Variance | BUDGET | Remaining |
| Members' Event Income | 4100-12-175 | 0 | 0 | 0 | 0 | 0 | 8,000 | 8,000 |
| District Mtgs - Seattle | 4100-12-177 | 70 | 0 | 3,570 | 5,300 | (1,730) | 9,800 | 6,230 |
| Golf - Seattle District | 4150-12-176 | 0 | 0 | 56,354 | 57,500 | (1,146) | 46,000 | (10,354) |
| Total Revenue | | 70 | 0 | 59,924 | 62,800 | (2,876) | 63,800 | 3,876 |
| Salaries | 5010-12-000 | 9,438 | 11,257 | 69,509 | 78,797 | (9,288) | 135,081 | 65,572 |
| Payroll Taxes | 5020-12-052 | 783 | 1,343 | 6,040 | 9,398 | (3,358) | 16,110 | 10,070 |
| Health/Security/Ltd | 5020-12-070 | 1,175 | 1,464 | 8,226 | 10,250 | (2,024) | 17,572 | 9,346 |
| Pension | 5020-12-139 | 966 | 1,016 | 6,957 | 7,113 | (157) | 12,194 | 5,237 |
| Incentive Compensation | 5010-12-058 | 0 | 0 | 0 | 3,660 | (3,660) | 11,091 | 11,091 |
| Auto Expense | 5030-12-000 | 75 | 125 | 465 | 875 | (410) | 1,500 | 1,035 |
| Miscellaneous Meetings | 5035-12-072 | 6 | 0 | 6 | 750 | (744) | 1,500 | 1,494 |
| Office Expense | 5050-12-000 | 0 | 0 | 0 | 250 | (250) | 500 | 500 |
| 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 | 480 | 0 | 980 | 1,000 | (20) | 4,000 | 3,020 |
| Donations | 5060-12-063 | 0 | 0 | 500 | 0 | 500 | 1,500 | 1,000 |
| Cell Phone Exp.- Seattle | 5087-12-000 | 57 | 100 | 420 | 700 | (280) | 1,200 | 780 |
| Local Gov't Affairs | 5130-12-174 | 3 | 0 | 526 | 1,000 | (474) | 6,000 | 5,474 |
| Membership Promotion | 5140-12-080 | 0 | 0 | 106 | 4,100 | (3,994) | 8,200 | 8,094 |
| Holiday Open House | 5140-12-175 | 182 | 0 | 349 | 0 | 349 | 10,000 | 9,651 |
| Memb mtgs/ Seattle | 5140-12-177 | 0 | 0 | 6,904 | 7,000 | (96) | 12,250 | 5,346 |
| Member Events - Expense | 5150-12-175 | 0 | 0 | 0 | 0 | 0 | 8,000 | 8,000 |
| Golf Tournament - Seattle District | 5150-12-176 | 8,200 | 8,000 | 36,965 | 46,000 | (9,035) | 46,000 | 9,035 |
| Depreciation | 6950-12-000 | 7 | 7 | 51 | 51 | 0 | 88 | 37 |
| Total Expenses | | 21,372 | 23,312 | 140,514 | 173,644 | (33,131) | 296,285 | 155,772 |
| Net Income | | (21,302) | (23,312) | (80,590) | (110,844) | 30,255 | (232,485) | (151,896) |

Associated General Contractors of Washington
Statement of Operations
SOUTHERN DISTRICT
For the 07 Month(s) ending 07/31/2016

| | | JUL | JUL | YTD | YTD | YTD | Annual | Budget |
|-------------------------------------|-------------|---------------|-----------------|-----------------|------------------|-----------------|------------------|------------------|
| | | ACTUAL | BUDGET | ACTUAL | BUDGET | Variance | BUDGET | Remaining |
| District Mtgs - Southern | 4100-14-177 | 0 | 0 | 10,700 | 12,000 | (1,300) | 21,000 | 10,300 |
| Golf - Southern District | 4150-14-176 | 23,310 | 22,100 | 45,425 | 38,450 | 6,975 | 44,450 | (975) |
| Total Revenue | | 23,310 | 22,100 | 56,125 | 50,450 | 5,675 | 65,450 | 9,325 |
| Salaries | 5010-14-000 | 12,271 | 12,271 | 90,649 | 85,896 | 4,753 | 147,250 | 56,601 |
| Payroll Taxes | 5020-14-052 | 1,032 | 1,199 | 7,864 | 8,393 | (530) | 14,389 | 6,525 |
| Health/Security/LTD | 5020-14-070 | 1,838 | 1,914 | 12,868 | 13,397 | (530) | 22,967 | 10,099 |
| Pension | 5020-14-139 | 1,106 | 1,175 | 8,089 | 8,222 | (133) | 14,095 | 6,006 |
| Incentive Compensation | 5010-14-058 | 0 | 0 | 0 | 5,700 | (5,700) | 17,273 | 17,273 |
| Auto Expense | 5030-14-000 | 120 | 242 | 847 | 1,694 | (847) | 2,904 | 2,057 |
| Corporate Travel | 5030-14-178 | 183 | 42 | 402 | 294 | 108 | 504 | 102 |
| Miscellaneous Meetings | 5035-14-072 | 122 | 600 | 859 | 4,200 | (3,341) | 6,500 | 5,641 |
| Office Exp. | 5050-14-000 | 558 | 200 | 3,035 | 1,400 | 1,635 | 2,400 | (635) |
| Office Equipment Maintenance | 5050-14-067 | 106 | 208 | 782 | 1,456 | (674) | 2,496 | 1,714 |
| Postage - South District | 5050-14-069 | 0 | 122 | 89 | 854 | (765) | 1,464 | 1,375 |
| Office Equipment - Interest - FIFE | 5050-14-290 | 32 | 55 | 262 | 385 | (123) | 660 | 398 |
| Subscriptions | 5060-14-062 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Donations - Pierce County CC Day | 5060-14-063 | 0 | 0 | 0 | 0 | 0 | 1,000 | 1,000 |
| Telephone Exp.- Southern | 5086-14-000 | 448 | 450 | 2,932 | 3,150 | (218) | 5,400 | 2,468 |
| Cell Phone Exp.- Southern | 5087-14-000 | 57 | 70 | 420 | 490 | (70) | 840 | 420 |
| Memb Mtgs/ Southern | 5140-14-177 | 0 | 0 | 16,272 | 18,000 | (1,728) | 37,000 | 20,728 |
| Golf Tournament - Southern District | 5150-14-176 | 83 | 16,500 | 1,131 | 17,065 | (15,934) | 33,000 | 31,869 |
| Depreciation | 6950-14-000 | 99 | 99 | 694 | 694 | 0 | 1,189 | 496 |
| Total Expenses | | 18,383 | 35,147 | 148,437 | 171,291 | (22,854) | 311,331 | 162,894 |
| Net Income | | 4,927 | (13,047) | (92,312) | (120,841) | 28,529 | (245,881) | (153,569) |

Associated General Contractors of Washington
Statement of Operations
NORTHERN DISTRICT
For the 07 Month(s) ending 07/31/2016

| | | JUL ACTUAL | JUL 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 | 37,321 | 35,219 | 2,101 | 60,376 | 23,055 |
| Payroll Taxes | 5020-46-052 | 418 | 484 | 3,261 | 3,389 | (128) | 5,810 | 2,548 |
| Health/Security/LTD | 5020-46-070 | 683 | 709 | 4,783 | 4,963 | (180) | 8,508 | 3,725 |
| Pension | 5020-46-139 | 528 | 551 | 3,809 | 3,854 | (44) | 6,606 | 2,797 |
| Incentive Compensation | 5010-46-058 | 0 | 0 | 0 | 2,100 | (2,100) | 6,364 | 6,364 |
| Auto Expense | 5030-46-000 | 836 | 300 | 2,807 | 2,100 | 707 | 3,600 | 793 |
| Corporate Travel | 5030-46-178 | 0 | 0 | 841 | 600 | 241 | 600 | (241) |
| Miscellaneous Meetings | 5035-46-072 | 219 | 100 | 2,225 | 950 | 1,275 | 1,600 | (625) |
| Office Exp. | 5050-46-000 | 0 | 40 | 554 | 280 | 274 | 480 | (74) |
| Postage - North District | 5050-46-069 | 18 | 20 | 202 | 140 | 62 | 240 | 38 |
| Membership Dues | 5060-46-061 | 0 | 0 | 295 | 300 | (5) | 1,000 | 705 |
| Subscriptions | 5060-46-062 | 0 | 0 | 165 | 165 | 0 | 165 | 0 |
| Rent - N. District | 5070-46-000 | 750 | 750 | 5,250 | 5,250 | 0 | 9,000 | 3,750 |
| Telephone Exp.- Northern | 5086-46-000 | 0 | 0 | 41 | 30 | 11 | 50 | 9 |
| Cell Phone Exp.- Northern | 5087-46-000 | 57 | 75 | 420 | 525 | (105) | 900 | 480 |
| Community Services/ Image Bldg | 5120-46-185 | 0 | 200 | 1,500 | 1,200 | 300 | 1,500 | 0 |
| Membership Training | 5120-46-189 | 0 | 0 | 1,215 | 1,900 | (685) | 4,000 | 2,785 |
| Local Gov't Affairs | 5130-46-174 | 0 | 0 | 50 | 300 | (250) | 800 | 750 |
| Membership Promotion | 5140-46-080 | 2,006 | 500 | 2,668 | 3,500 | (832) | 5,900 | 3,232 |
| Memb mtgs/ Northern | 5140-46-177 | 301 | 500 | 4,338 | 4,600 | (262) | 8,100 | 3,762 |
| Insurance & Bonds | 5900-46-064 | 0 | 0 | 304 | 0 | 304 | 0 | (304) |
| Depreciation | 6950-46-000 | 64 | 38 | 449 | 269 | 179 | 461 | 13 |
| Total Expenses | | 10,911 | 9,298 | 72,499 | 71,634 | 865 | 126,059 | 53,560 |
| Net Income | | (10,911) | (9,298) | (72,499) | (71,634) | (865) | (126,059) | (53,560) |

Associated General Contractors of Washington
Statement of Operations
CENTRAL DISTRICT
For the 07 Month(s) ending 07/31/2016

| | | JUL | JUL | YTD | YTD | YTD | Annual | Budget |
|------------------------------------|-------------|-----------------|-----------------|-----------------|-----------------|-----------------|------------------|------------------|
| | | ACTUAL | BUDGET | ACTUAL | BUDGET | Variance | BUDGET | Remaining |
| Memb Mtgs/Central Wa District | 4100-48-177 | 0 | 0 | 45 | 0 | 45 | 500 | 455 |
| Member Training | 4100-48-189 | 0 | 0 | 0 | 0 | 0 | 150 | 150 |
| Golf Tournament-Central WA | 4150-48-081 | (400) | 2,000 | 15,854 | 18,900 | (3,046) | 18,900 | 3,046 |
| Misc. Income | 4900-48-194 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Total Revenue | | (400) | 2,000 | 15,899 | 18,900 | (3,001) | 19,550 | 3,651 |
| Salaries | 5010-48-000 | 6,424 | 6,424 | 47,610 | 44,968 | 2,642 | 77,088 | 29,478 |
| Payroll Taxes | 5020-48-052 | 538 | 617 | 4,127 | 4,318 | (191) | 7,402 | 3,275 |
| Health/Security/LTD | 5020-48-070 | 860 | 895 | 6,021 | 6,265 | (244) | 10,741 | 4,719 |
| Pension | 5020-48-139 | 601 | 629 | 4,344 | 4,400 | (56) | 7,542 | 3,198 |
| 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 | 12 | 0 | 703 | 800 | (97) | 1,350 | 647 |
| Office Exp. | 5050-48-000 | 155 | 100 | 873 | 850 | 23 | 1,425 | 552 |
| Office Equipment Maintenance | 5050-48-067 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Postage - Central District | 5050-48-069 | 0 | 0 | 152 | 175 | (23) | 225 | 73 |
| Utilities | 5050-48-186 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Membership Dues | 5060-48-061 | 0 | 300 | 2,243 | 1,725 | 518 | 3,070 | 827 |
| Subscriptions | 5060-48-062 | 7 | 50 | 180 | 150 | 30 | 200 | 20 |
| Rent - C. District | 5070-48-000 | 629 | 629 | 4,029 | 3,919 | 110 | 6,900 | 2,871 |
| Internet Service Provider | 5084-48-000 | 71 | 60 | 480 | 420 | 60 | 720 | 240 |
| Telephone / Cable TV - Central | 5086-48-000 | 71 | 61 | 468 | 427 | 41 | 732 | 264 |
| Cell Phone Exp.- Central | 5087-48-000 | 69 | 70 | 851 | 490 | 361 | 840 | (10) |
| Member Training Meetings | 5120-48-189 | 0 | 150 | 0 | 1,050 | (1,050) | 1,800 | 1,800 |
| HR Roundtable | 5120-48-266 | 0 | 50 | 254 | 450 | (196) | 650 | 396 |
| Local Gov't Exp. | 5130-48-174 | 31 | 0 | 462 | 600 | (138) | 1,000 | 538 |
| Membership Promotion | 5140-48-080 | 114 | 700 | 1,244 | 4,700 | (3,456) | 7,400 | 6,156 |
| Memb mtgs/ Central WA | 5140-48-177 | 0 | 150 | 516 | 1,750 | (1,235) | 3,300 | 2,785 |
| Golf Tournament - Central District | 5150-48-081 | 12,051 | 7,000 | 14,295 | 15,000 | (705) | 15,000 | 705 |
| Insurance & Bonds | 5900-48-064 | 0 | 50 | 527 | 350 | 177 | 650 | 123 |
| Depreciation | 6950-48-000 | 34 | 34 | 239 | 239 | 0 | 410 | 171 |
| Total Expenses | | 21,666 | 17,969 | 89,620 | 95,686 | (6,067) | 156,445 | 66,826 |
| Net Income | | (22,066) | (15,969) | (73,721) | (76,786) | 3,066 | (136,895) | (63,175) |

Associated General Contractors of Washington
Statement of Operations
NON-OPERATING
For the 07 Month(s) ending 07/31/2016

| | | JUL ACTUAL | JUL BUDGET | YTD ACTUAL | YTD BUDGET | YTD Variance | Annual BUDGET | Budget Remaining |
|-------------------------------|-------------|---------------|---------------|---------------|---------------|-----------------|------------------|---------------------|
| LT Investment - Dividend MM | 4801-90-000 | 770 | 0 | 6,050 | 0 | 6,050 | 0 | (6,050) |
| LT Investment - Bond Interest | 4802-90-000 | 0 | 2,000 | 14,531 | 14,000 | 531 | 24,000 | 9,469 |
| LT Inv Real Gain(Loss)-Basis | 4850-90-000 | 2 | 0 | 27,659 | 0 | 27,659 | 0 | (27,659) |
| LT Inv Unreal Gain(Loss)-Mrkt | 4851-90-000 | 50,446 | 0 | 26,805 | 0 | 26,805 | 0 | (26,805) |
| Total Revenue | | 51,217 | 2,000 | 75,045 | 14,000 | 61,045 | 24,000 | (51,045) |
| Investment Consultant Fee | 5800-90-000 | 3,179 | 0 | 6,345 | 6,000 | 345 | 12,000 | 5,655 |
| Total Expenses | | 3,179 | 0 | 6,345 | 6,000 | 345 | 12,000 | 5,655 |
| Net Income | | 48,038 | 2,000 | 68,700 | 8,000 | 60,700 | 12,000 | (56,700) |