

AGC of Washington 2016 Cash Activity Forecast			
	2016 Total Actual / Forecast	2016 Total Budget	Variance *
Retro Plan Income	1,959,800	1,742,760	217,040 P
Retro Exp Gross	(1,484,800)	(1,517,760)	32,960 T
Net Retro Income	475,000	225,000	250,000
REVENUES			
Membership Dues	1,723,710	1,725,000	(1,290) T
Program Revenue / Grant Revenue	178,619	163,525	15,094 P
Event Revenue	305,065	283,700	21,365 T
Building / Retail Rent (Seattle, Marina, Fife)	2,980,575	3,010,185	(29,610) T
Other Rent Revenue (Parking, Moorage)	957,207	950,000	7,207 T
Other Revenue / CAM	80,471	79,500	971 T
Misc Income	16,821	16,410	411 T
Gain/Loss on Disposal of Asset	0	0	0 T
Operating Revenue	6,242,467	6,228,320	14,148
TOTAL REVENUE	6,717,467	6,453,320	264,148
EXPENSES			
Salaries	2,189,335	2,185,344	(3,991) P
Payroll Burden Taxes & Benefits	637,528	642,524	4,995 P
Auto Expense / Corporate Travel	34,064	38,888	4,824 T
Miscellaneous Meetings	104,301	134,890	30,589 T
Consultant Fees	69,492	69,100	(392) T
Office Expense	73,123	78,810	5,687 T
Membership Dues/Donations	209,238	227,950	18,712 T
Rent	66,412	66,804	392 T
Technology Expense	65,643	80,080	14,437 T
Phone Exp.	30,903	32,242	1,339 T
Program / Grant Expense	125,934	146,537	20,603 T
Membership Promotion	201,480	208,454	6,974 T
Event Exp	329,854	356,153	26,299 P
Insurance / Tax / Training	72,801	79,100	6,299 T
Building / Marina Expense	1,213,739	1,270,469	56,730 T
Leasing Comm. Amortization	66,093	66,092	(1) P
Depreciation	580,248	590,475	10,227 P
TOTAL EXPENSES	6,070,189	6,273,912	203,722
OPERATING INCOME (LOSS)	647,278	179,408	467,870
NET OPERATING INCOME (LOSS) - FORECAST VS. BUDGET	647,278	179,408	467,870
Non-Operating Investment Income (Loss)	14,642	12,000	2,642 T
NET INCOME (LOSS)	661,920	191,408	470,512
Gain/Loss on Disposal of Asset	0	0	0
TOTAL INCOME	661,920	191,408	470,512
Working Capital			
Net Operating Income	647,278	179,408	467,870
Amortization	66,093	66,092	1
Depreciation	580,248	590,475	(10,227)
Available Cash (Working Capital)	1,293,619	835,976	457,643
Less:			
Capital Expenditures - Association	132,331	80,000	(52,331) P
Capital Expenditures - Seattle Building	373,664	388,000	14,336 P
Tenant Improvements - Building	208,111	170,000	(38,111) P
Lease Commissions	95,264	80,000	(15,264)
Total Deductions	809,370	718,000	(91,370)
Cash (Working Capital) Variance Favorable (Unfavorable)	484,249	117,976	366,273

Associated General Contractors of Washington
Statement of Financial Position
For the Period Ending 03/31/2016

[INTERNAL REPORT]

	03/31/2016 Unaudited	12/31/2015 Audited
ASSETS		
Current Assets		
Cash	2,372,328	2,826,221
Building Savings	601,139	400,965
Short-Term Investments	53,433	173,631
Accounts Receivable	274,755	443,328
Prepaid Expenses	245,970	159,995
Total Current Assets	<u>3,547,624</u>	<u>4,004,139</u>
Group Retrospective Rating Plan Assets	18,194,678	18,458,038
Prepaid Lease Commissions	113,453	85,738
Long Term Investments	2,470,616	2,147,682
Property and Equipment		
Land and Land Improvements	2,376,138	2,376,138
Buildings	13,432,796	13,386,811
Leasehold Improvements	1,555,850	1,394,004
Furniture and Equipment	1,028,600	981,956
Automobiles	43,774	43,774
Marina	1,542,325	1,542,325
Total Property Plant and Equipment	<u>19,979,483</u>	<u>19,725,007</u>
Less: Accumulated Depreciation	<u>(11,246,857)</u>	<u>(11,101,794)</u>
Net Property Plant and Equipment	<u>8,732,625</u>	<u>8,623,213</u>
TOTAL ASSETS	<u>33,058,996</u>	<u>33,318,811</u>
LIABILITIES & NET ASSETS		
Current Liabilities		
Accounts Payable	614,261	748,636
Accrued Expenses	62,705	60,992
Deferred Income	20,600	1,208,314
Current Portion - LT Debt	1,819	3,030
	<u>699,386</u>	<u>2,020,972</u>
Group Retrospective Rating Plan Liability	18,194,678	18,458,038
Long Term Debt, Less Current Portion	786	1,112
Tenant Deposits	207,980	215,132
Total Liabilities	<u>19,102,829</u>	<u>20,695,254</u>
Net Assets		
Unrestricted	10,956,167	9,623,557
Board Designated	3,000,000	3,000,000
TOTAL UNRESTRICTED NET ASSETS	<u>13,956,167</u>	<u>12,623,557</u>
TOTAL LIABILITIES AND NET ASSETS	<u>33,058,996</u>	<u>33,318,811</u>

Associated General Contractors of Washington
Cash Flow Statement
For the 03 Month(s) ending 03/31/2016

	Unaudited
Changes in Net Assets	1,332,610
Adjustments to Changes in Net Assets to Cash Provided by Operating Activities	
Depreciation	145,063
(Gain) Loss on Disposal of Property	-
(Gain) Loss on Sales of Investments	(33,092)
(Gain) Loss on Investments @ Market	27,451
(Increase) / Decrease in accounts:	
Accounts Receivable	168,573
Prepaid Expenses and Other Assets	(113,690)
Increase / (Decrease) in accounts:	
Accounts Payable	(134,375)
Accrued Expenses	1,714
Tenant Deposits	(7,152)
Deferred Income	(1,187,714)
Net Cash Provided / (Used) by Operating Activities	199,388
Cash Flow From Investing Activities:	
Purchase of Long Term Investment	(317,292)
Leasehold Improvements - Seattle Bldg	(161,846)
Capital Improvements on Seattle Bldg	(45,985)
Capital Improvements on Marina	-
Purchase of property, equipment and automobile	(46,644)
Net Cash Provided / (Used) by Investing Activities	(571,768)
Cash Flow from Financing Activities:	
Current Long Term Debt	(1,211)
Long Term Debt / Loan Payments	(326)
Net Cash Provided / (Used) by Financing Activities	(1,537)
Net Increase (Decrease) in Cash	(373,917)
Cash, Beginning of Year	3,227,186
Cash Equivalents Beginning of Year	173,631
Total Cash and Cash Equivalents, Beginning of Year	3,400,816
Cash, End of Period	2,973,467
Cash Equivalents, End of Period	53,433
Total Cash and Cash Equivalents, End of Period	3,026,900

Associated General Contractors of Washington

(INTERNAL REPORT)

03/31/2016

Schedule of Reserve Funds

	Balance
Operations	840,000
Plant & Equipment	2,060,000
Special Projects	100,000
	3,000,000
Seattle Building Savings Account	601,139

**** Statement of Capital Expenditures**

(** Designed for Budget Monitoring Purposes)

		2016	Balance	
	03/31/2016	Approved Budget	Remaining	
Computer Hardware/Software	1513-10-000	45,444	60,000	14,556
Member Services Database	1514-10-036	1,200	20,000	18,800
SEA Bldg - Tenant Improvements	1550-50-000	161,846	170,000	8,154
SEA Bldg - Capital Improvements	1551-50-000	45,985	388,000	342,015
SEA Bldg - Lease Commissions	1402-50-050	28,738	80,000	51,263
Seattle Marina	1575-75-000	-	-	-
		283,213	718,000	434,787

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	03/31/2016 Budget	Variance
Seattle District Office	6950-12-000	22	22	-
Southern District Office	6950-14-000	297	297	-
Technology	6950-17-000	6,403	7,498	1,095
Administration	6950-18-000	3,025	2,884	(141)
Accounting	6950-19-000	283	283	-
State Government	6950-30-000	3,701	3,701	-
Labor Relations	6950-34-000	32	32	-
Membership	6950-36-000	5,067	5,101	34
Safety	6950-42-000	2,216	2,216	-
Northern District	6950-46-000	192	115	(77)
Central District	6950-48-000	103	103	-
Seattle Building	6950-50-000	99,419	101,178	1,760
Seattle Marina	6950-75-000	14,125	14,010	(115)
Fife Building	6950-85-000	10,177	10,177	-
		145,063	147,619	2,556

Board Contingency Expenses:

	5120-13-054	YTD 03/31/2016	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			3,367	
		50,000	20,045	29,955

Associated General Contractors of Washington
Unaudited Statement of Activities by Cost Center
For the 03 Month(s) ending 03/31/2016

YTD

	REVENUE			EXPENSES			REVENUE OVER EXPENSES		
	ACTUAL	BUDGET	VAR	ACTUAL	BUDGET	VAR	ACTUAL	BUDGET	VAR
I. Building & Properties:									
a) Seattle Building	800,939	830,156	(29,217)	463,923	499,237	(35,314)	337,016	330,919	6,097
b) Seattle Marina	185,175	174,632	10,543	114,573	130,646	(16,073)	70,602	43,986	26,616
c) Fife Building	12,624	12,624	0	42,044	44,860	(2,816)	(29,420)	(32,236)	2,816
Total Building & Properties	998,738	1,017,412	(18,674)	620,539	674,743	(54,203)	378,198	342,669	35,529
II. Association:									
1. Financial Assets	0	0	0	0	0	0	0	0	0
2. Admin. & Management									
a) Board of Trustees	0	0	0	30,156	25,461	4,695	(30,156)	(25,461)	(4,695)
b) Technology	0	0	0	32,860	48,391	(15,531)	(32,860)	(48,391)	15,531
c) Administration	12,388	3,220	9,168	100,588	98,107	2,481	(88,200)	(94,887)	6,687
d) Accounting	9,815	9,510	305	59,424	59,556	(132)	(49,609)	(50,046)	437
	22,203	12,730	9,473	223,029	231,516	(8,486)	(200,826)	(218,786)	17,960
3. Member Services									
a) Communications	3,850	1,750	2,100	51,951	50,210	1,741	(48,101)	(48,460)	359
b) Meetings & Events	0	0	0	11,198	37,450	(26,252)	(11,198)	(37,450)	26,252
c) Special Events	108,530	108,000	530	109,219	116,236	(7,016)	(689)	(8,236)	7,546
d) Member Service	1,710,752	1,703,950	6,802	40,564	40,191	373	1,670,188	1,663,759	6,429
e) Future Leadership Forum	1,000	3,000	(2,000)	14,574	53,662	(39,088)	(13,574)	(50,662)	37,088
	1,824,132	1,816,700	7,432	227,505	297,748	(70,242)	1,596,627	1,518,952	77,674
4. Education & Training Service									
a) Workforce Development	0	0	0	49,134	59,607	(10,473)	(49,134)	(59,607)	10,473
b) Safety	18,241	16,400	1,841	104,760	118,356	(13,596)	(86,519)	(101,956)	15,437
c) Group Retro	330,000	379,440	(49,440)	330,000	379,440	(49,440)	0	0	0
	348,241	395,840	(47,599)	483,894	557,403	(73,509)	(135,653)	(161,563)	25,910
5. Government Relations									
a) Government Affairs Council	10,075	7,000	3,075	124,645	136,448	(11,802)	(114,570)	(129,448)	14,877
b) Build-Pac	0	0	0	5,747	6,219	(472)	(5,747)	(6,219)	472
c) AGC - Federal Facilities	0	0	0	929	1,201	(272)	(929)	(1,201)	272
	10,075	7,000	3,075	131,322	143,868	(12,546)	(121,247)	(136,868)	15,621
6. Industry Relations									
a) Labor	0	0	0	58,104	61,152	(3,048)	(58,104)	(61,152)	3,048
b) Open Shop	0	0	0	3,484	4,479	(995)	(3,484)	(4,479)	995
	0	0	0	61,591	65,631	(4,040)	(61,591)	(65,631)	4,040
7. Districts									
a) Seattle District	27,260	5,600	21,660	44,056	55,711	(11,655)	(16,796)	(50,111)	33,315
b) Southern District	6,550	6,000	550	57,674	64,940	(7,266)	(51,124)	(58,940)	7,816
c) Northern District	0	0	0	28,939	29,565	(626)	(28,939)	(29,565)	626
d) Central WA District	90	500	(410)	31,772	34,689	(2,917)	(31,682)	(34,189)	2,507
	33,900	12,100	21,800	162,440	184,905	(22,464)	(128,540)	(172,805)	44,264
Total Association	2,238,551	2,244,370	(5,819)	1,289,781	1,481,070	(191,288)	948,770	763,300	185,470
Total of Assoc. & Prop	3,237,289	3,261,782	(24,493)	1,910,321	2,155,812	(245,492)	1,326,968	1,105,969	220,999
Non-Operating Income (Loss)	5,641	6,000	(359)	0	3,000	(3,000)	5,641	3,000	2,641
Grand Total	3,242,930	3,267,782	(24,852)	1,910,321	2,158,812	(248,492)	1,332,610	1,108,969	223,640

Associated General Contractors of Washington
Unaudited Statement of Activities by Cost Center
For the Month ending 03/31/2016

MTD

	REVENUE			EXPENSES			REVENUE OVER EXPENSE		
	ACTUAL	BUDGET	VAR	ACTUAL	BUDGET	VAR	ACTUAL	BUDGET	VAR
I. Building & Properties:									
a) Seattle Building	249,052	275,665	(26,612)	108,958	113,329	(4,371)	140,094	162,336	(22,242)
b) Seattle Marina	61,712	58,224	3,488	31,971	52,264	(20,293)	29,741	5,960	23,781
c) Fife Building	4,208	4,208	0	8,704	8,750	(46)	(4,496)	(4,542)	46
Total Building & Properties	314,972	338,097	(23,125)	149,633	174,343	(24,710)	165,339	163,754	1,585
II. Association:									
1. Financial Assets	0	0	0	0	0	0	0	0	0
2. Admin. & Management									
a) Board of Trustees	0	0	0	3,446	2,854	593	(3,446)	(2,854)	(593)
b) Technology	0	0	0	9,821	14,314	(4,492)	(9,821)	(14,314)	4,492
c) Administration	9,360	0	9,360	24,756	25,636	(879)	(15,397)	(25,636)	10,239
d) Accounting	0	0	0	22,949	19,530	3,418	(22,949)	(19,530)	(3,418)
	9,360	0	9,360	60,973	62,334	(1,361)	(51,613)	(62,334)	10,720
3. Member Services									
a) Communications	2,600	583	2,017	17,052	15,103	1,949	(14,452)	(14,520)	68
b) Meetings & Events	0	0	0	3,230	20,050	(16,820)	(3,230)	(20,050)	16,820
c) Special Events	0	5,000	(5,000)	3,019	18,029	(15,009)	(3,019)	(13,029)	10,009
d) Member Service	27,531	86,900	(59,369)	12,818	13,464	(646)	14,713	73,436	(58,723)
e) Future Leadership Forum	0	1,000	(1,000)	5,433	41,221	(35,788)	(5,433)	(40,221)	34,788
	30,131	93,483	(63,352)	41,552	107,866	(66,314)	(11,421)	(14,383)	2,962
4. Education & Training Service									
a) Workforce Development	0	0	0	23,916	29,869	(5,953)	(23,916)	(29,869)	5,953
b) Safety	6,001	6,350	(349)	30,328	33,650	(3,322)	(24,327)	(27,300)	2,973
c) Group Retro	110,000	126,480	(16,480)	110,000	126,480	(16,480)	0	0	0
	116,001	132,830	(16,829)	164,244	189,999	(25,755)	(48,243)	(57,169)	8,927
5. Government Relations									
a) Government Affairs Council	0	0	0	37,124	44,501	(7,376)	(37,124)	(44,501)	7,376
b) Build-Pac	0	0	0	1,326	1,373	(47)	(1,326)	(1,373)	47
c) AGC - Federal Facilities	0	0	0	310	400	(90)	(310)	(400)	90
	0	0	0	38,760	46,274	(7,514)	(38,760)	(46,274)	7,514
6. Industry Relations									
a) Labor	0	0	0	19,477	20,184	(707)	(19,477)	(20,184)	707
b) Open Shop	0	0	0	1,177	1,793	(616)	(1,177)	(1,793)	616
	0	0	0	20,656	21,977	(1,320)	(20,656)	(21,977)	1,320
7. Districts									
a) Seattle District	21,970	2,700	19,270	15,283	19,887	(4,604)	6,687	(17,187)	23,874
b) Southern District	1,200	3,000	(1,800)	17,529	23,147	(5,618)	(16,329)	(20,147)	3,818
c) Northern District	0	0	0	9,573	9,958	(386)	(9,573)	(9,958)	386
d) Central WA District	0	0	0	9,885	11,848	(1,963)	(9,885)	(11,848)	1,963
	23,170	5,700	17,470	52,269	64,840	(12,570)	(29,099)	(59,140)	30,040
Total Association	178,662	232,013	(53,351)	378,455	493,289	(114,834)	(199,793)	(261,276)	61,483
Total of Assoc. & Prop	493,634	570,110	(76,476)	528,088	667,632	(139,544)	(34,454)	(97,522)	63,068
Non-Operating Income (Loss)	82,580	2,000	80,580	0	3,000	(3,000)	82,580	(1,000)	83,580
Grand Total	576,214	572,110	4,104	528,088	670,632	(142,544)	48,126	(98,522)	146,648

Associated General Contractors of Washington
Statement of Operations
CONSOLIDATED
For the 03 Month(s) ending 03/31/2016

	MAR ACTUAL	MAR BUDGET	YTD ACTUAL	YTD BUDGET	YTD Variance	Annual BUDGET	Budget Remaining
Retro Plan Income	110,000	126,480	330,000	379,440	(49,440)	1,742,760	1,412,760
Retro Exp Gross	(110,000)	(126,480)	(330,000)	(379,440)	49,440	(1,517,760)	(1,187,760)
Net Retro Income	0	0	0	0	0	225,000	225,000
Membership Dues	27,531	86,900	1,710,752	1,703,950	6,802	1,725,000	14,248
Program / Grant Revenue	18,665	10,383	52,643	37,550	15,093	163,525	110,882
Event Revenue	22,435	8,150	135,015	113,650	21,365	283,700	148,685
Building / Retail Rent	236,685	252,372	734,334	761,237	(26,902)	3,010,185	2,275,850
Other Rent Revenue	71,974	79,100	243,508	236,300	7,208	950,000	706,492
Other Revenue / CAM	6,287	6,625	20,845	19,875	970	79,500	58,655
Misc Income	56	100	10,191	9,780	411	16,410	6,219
Total Revenue	383,634	443,630	2,907,289	2,882,342	24,947	6,453,320	3,546,031
Salaries	171,852	170,016	523,041	519,048	3,992	2,185,344	1,662,303
Payroll Burden Taxes and Benefits	51,254	53,544	155,636	160,631	(4,995)	642,524	486,888
Auto Expense / Corporate Travel	2,035	2,724	5,528	10,352	(4,824)	38,888	33,360
Miscellaneous Meetings	4,725	22,864	18,023	48,613	(30,590)	134,890	116,867
Consultant Fees	20,302	14,225	22,742	22,350	392	69,100	46,358
Office Expense	4,613	6,253	13,998	19,685	(5,687)	78,810	64,812
Membership Dues/Donations	11,038	33,680	43,508	62,220	(18,712)	227,950	184,442
Rent	5,255	5,500	16,229	16,621	(392)	66,804	50,575
Technology Expense	5,574	9,640	19,933	34,370	(14,437)	80,080	60,147
Phone Expense	2,188	2,646	6,649	7,988	(1,339)	32,242	25,593
Program/Grant Expense	3,462	23,880	46,187	66,790	(20,603)	146,537	100,350
Membership Promotion	17,488	14,992	40,852	47,826	(6,974)	208,454	167,602
Event Expense	1,379	33,725	105,676	131,975	(26,299)	356,153	250,477
Insurance/Tax/Training	2,431	3,475	22,876	29,175	(6,299)	79,100	56,224
Building / Marina Expense	60,630	89,274	377,857	434,586	(56,729)	1,270,469	892,612
Leasing Comm. Amort.	5,508	5,508	16,523	16,523	(0)	66,092	49,569
Depreciation	48,354	49,206	145,063	147,619	(2,556)	590,475	445,413
Total Expenses	418,088	541,152	1,580,321	1,776,372	(196,052)	6,273,912	4,693,591
Net Operating Income (Loss)	(34,454)	(97,522)	1,326,968	1,105,969	220,999	179,408	(1,147,560)
LT Inv - Dividends/Interest	4,734	2,000	5,435	6,000	(565)	24,000	18,565
LT Inv - Net Gain (Loss)	77,846	0	206	0	206	0	(206)
Investment Consultant Fee	0	(3,000)	0	(3,000)	3,000	(12,000)	(12,000)
Non-Operating Income (Loss)	82,580	(1,000)	5,641	3,000	2,641	12,000	6,359
Gain / Loss on Disposal of Asset	0	0	0	0	0	0	0
Grand Total	48,126	(98,522)	1,332,610	1,108,969	223,640	191,408	(1,141,201)

Associated General Contractors of Washington
Statement of Operations
ASSOCIATION
For the 03 Month(s) ending 03/31/2016

	MAR ACTUAL	MAR BUDGET	YTD ACTUAL	YTD BUDGET	YTD Variance	Annual BUDGET	Budget Remaining
Retro Plan Income	110,000	126,480	330,000	379,440	(49,440)	1,742,760	1,412,760
Retro Exp Gross	(110,000)	(126,480)	(330,000)	(379,440)	49,440	(1,517,760)	(1,187,760)
Net Retro Income	0	0	0	0	0	225,000	225,000
Membership Due	27,531	86,900	1,710,752	1,703,950	6,802	1,725,000	14,248
Program / Grant Revenue	18,665	10,383	52,643	37,550	15,093	163,525	110,882
Event Revenue	22,435	8,150	135,015	113,650	21,365	283,700	148,685
Misc Income	31	100	10,141	9,780	361	16,410	6,269
Total Revenue	68,662	105,533	1,908,551	1,864,930	43,621	2,413,635	505,084
Salaries	149,725	147,890	455,033	452,670	2,363	1,893,919	1,438,886
Payroll Burden Taxes and Benefits	44,059	46,422	134,137	139,266	(5,129)	557,066	422,929
Auto Expense / Corporate Travel	2,035	2,724	5,528	10,352	(4,824)	38,888	33,360
Miscellaneous Meetings	4,725	22,864	18,023	48,613	(30,590)	134,890	116,867
Consultant Fees	7,369	5,700	9,809	11,825	(2,016)	45,225	35,416
Office Expense	4,613	6,253	13,998	19,685	(5,687)	78,810	64,812
Membership Dues/Donations	11,038	33,680	43,508	62,220	(18,712)	227,950	184,442
Rent	5,255	5,500	16,229	16,621	(392)	66,804	50,575
Technology Expense	5,574	9,640	19,933	34,370	(14,437)	80,080	60,147
Phone Expense	2,188	2,646	6,649	7,988	(1,339)	32,242	25,593
Program/Grant Expense	3,462	23,880	46,187	66,790	(20,603)	146,537	100,350
Membership Promotion	17,488	14,992	40,852	47,826	(6,974)	208,454	167,602
Event Expense	1,379	33,725	105,676	131,975	(26,299)	356,153	250,477
Insurance/Tax/Training	2,431	3,475	22,876	29,175	(6,299)	79,100	56,224
Depreciation	7,114	7,418	21,342	22,253	(912)	89,014	67,672
Total Expenses	268,455	366,809	959,781	1,101,630	(141,848)	4,035,132	3,075,351
Net Operating Income (Loss)	(199,793)	(261,276)	948,770	763,300	185,470	(1,621,497)	(2,570,267)
Gain / Loss on Disposal of Asset	0	0	0	0	0	0	0
Grand Total	(199,793)	(261,276)	948,770	763,300	185,470	(1,621,497)	(2,570,267)

Associated General Contractors of Washington
Statement of Operations
BUILDING & MARINA
For the 03 Month(s) ending 03/31/2016

	MAR ACTUAL	MAR BUDGET	YTD ACTUAL	YTD BUDGET	YTD Variance	Annual BUDGET	Budget Remaining
Building / Retail Rent	236,685	252,372	734,334	761,237	(26,902)	3,010,185	2,275,850
Other Rent Revenue	71,974	79,100	243,508	236,300	7,208	950,000	706,492
Other Revenue / CAM	6,312	6,625	20,895	19,875	1,020	79,500	58,605
Total Revenue	314,972	338,097	998,738	1,017,412	(18,674)	4,039,685	3,040,947
Salaries	22,127	22,126	68,007	66,379	1,629	291,424	223,417
Payroll Burden Taxes & Benefits	7,195	7,122	21,498	21,365	134	85,458	63,960
Consultant Fees	12,933	8,525	12,933	10,525	2,408	23,875	10,942
Building / Marina Expense	60,630	89,274	377,857	434,586	(56,729)	1,270,469	892,612
Leasing Comm. Amort.	5,508	5,508	16,523	16,523	(0)	66,092	49,569
Depreciation	41,240	41,788	123,721	125,365	(1,645)	501,462	377,741
Total Expenses	149,633	174,343	620,539	674,743	(54,203)	2,238,780	1,618,240
Gain / Loss on Disposal of Asset	-	-	-	-	-	-	-
Net Operating Income (Loss)	165,339	163,754	378,198	342,669	35,529	1,800,905	1,422,707

Associated General Contractors of Washington
Statement of Operations
SEATTLE BUILDING
For the 03 Month(s) ending 03/31/2016

		MAR ACTUAL	MAR BUDGET	YTD ACTUAL	YTD BUDGET	YTD Variance	Annual BUDGET	Budget Remaining
Building Rent - Seattle	4700-50-000	186,835	201,932	583,644	609,957	(26,312)	2,404,735	1,821,090
Parking Lot Income	4701-50-000	15,959	27,000	77,652	80,000	(2,348)	325,000	247,348
Operating Expense Reimb - Seattle Building	4702-50-000	4,473	5,000	14,252	15,000	(748)	60,000	45,748
Retail Rents	4703-50-000	41,683	41,683	125,049	125,049	0	500,196	375,147
Other Rental Income	4704-50-000	76	0	175	0	175	0	(175)
Late Fee Income:BLDG	4705-50-000	0	0	0	0	0	0	0
ATM Rental Income	4706-50-000	0	50	117	150	(33)	600	483
Misc Income - Bldg	4900-50-000	25	0	50	0	50	0	(50)
Total Revenue		249,052	275,665	800,939	830,156	(29,217)	3,290,531	2,489,592
Salaries	5010-50-000	12,929	12,928	39,979	38,785	1,194	155,141	115,162
Payroll Taxes	5020-50-052	1,234	1,180	3,875	3,540	335	14,162	10,286
Health/Security/LTD	5020-50-070	1,721	1,634	5,162	4,902	260	19,609	14,447
Pension	5020-50-139	1,451	1,230	4,152	3,690	462	14,759	10,606
Incentive Compensation	5010-50-058	0	0	0	0	0	14,545	14,545
Legal / Professional	5040-50-060	0	1,000	0	1,000	(1,000)	4,000	4,000
Audit	5040-50-076	7,404	0	7,404	0	7,404	9,375	1,971
Roof Repairs & Maint-Gen	6020-50-300	0	0	0	0	0	2,525	2,525
Pkg Lot Rep & Maint-Gen	6035-50-300	598	150	598	400	198	400	(198)
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	0	5,164	5,070	94	20,280	15,116
HVAC Contr Serv & Per-Gen	6040-50-300	724	0	2,262	1,535	727	6,140	3,878
HVAC Repairs & Maint-Off	6045-50-100	881	2,800	10,123	13,555	(3,432)	24,215	14,092
HVAC R & M- Conference Room	6045-50-300	0	0	0	500	(500)	2,000	2,000
Elev Contr Serv & Per-Off	6050-50-100	1,207	1,185	3,622	3,555	67	14,460	10,838
Elevator Rep & Maint-Off	6055-50-100	0	200	0	200	(200)	2,270	2,270
Electrical Rep & Supp-Off	6060-50-100	0	980	786	2,700	(1,914)	10,455	9,669
Plumbing Rep & Supp-Off	6070-50-100	0	500	3,897	1,500	2,397	6,900	3,003
Fire / Life / Safety-Gen	6080-50-300	1,019	860	6,417	6,685	(268)	19,315	12,898
General Repair & Maint-NR (Non-CAM Exp)	6100-50-000	0	500	132	1,500	(1,368)	6,000	5,868
General Rep & Maint-Off	6100-50-100	584	1,985	1,543	9,655	(8,112)	17,170	15,627
Painting & Decorating-Off	6110-50-100	0	700	0	1,250	(1,250)	1,250	1,250
Locks, Keys & Signage-Off	6120-50-100	271	300	1,788	1,600	188	4,450	2,662
Pest Control-Off	6130-50-100	132	57	395	171	224	684	289
Ext Landscaping Serv-Gen	6210-50-300	910	910	2,730	2,730	0	11,470	8,740
Ext Landscaping Rep-Gen	6220-50-300	0	0	0	155	(155)	310	310
Int Landscaping Serv-Off	6230-50-100	539	540	1,618	1,620	(2)	6,480	4,862
Base Janitorial Contr-Off	6310-50-100	8,503	7,200	24,000	21,600	2,400	86,400	62,400
Janitorial-Tenant Share	6310-50-900	178	177	533	531	2	2,124	1,591

Associated General Contractors of Washington
Statement of Operations
SEATTLE BUILDING
For the 03 Month(s) ending 03/31/2016

		MAR ACTUAL	MAR BUDGET	YTD ACTUAL	YTD BUDGET	YTD Variance	Annual BUDGET	Budget Remaining
Janitorial-Tenant Offset	6310-50-910	(178)	(177)	(533)	(531)	(2)	(2,124)	(1,591)
Janitorial Supplies-Gen	6320-50-300	1,905	1,945	5,915	5,835	80	23,340	17,425
Window Cleaning-Off	6330-50-100	2,510	3,265	2,945	3,565	(620)	10,395	7,450
Other Janitorial Serv-Off	6380-50-100	300	445	(850)	1,335	(2,185)	5,340	6,190
Other Janitorial Serv-Gen	6380-50-300	425	425	1,275	1,275	0	5,100	3,825
Other Security Serv-Gen	6450-50-300	0	0	0	0	0	3,195	3,195
Electricity-Off	6510-50-100	8,293	9,090	17,864	27,270	(9,406)	109,080	91,216
Water/Sewer-Off	6520-50-100	(654)	2,690	3,064	8,070	(5,006)	32,280	29,216
Water/Sewer-Tenant Share	6520-50-900	1,171	1,225	3,546	3,675	(129)	14,700	11,154
Water/Sewer-Tenant Offset	6520-50-910	(1,171)	(1,225)	(3,546)	(3,675)	129	(14,700)	(11,154)
Gas-Off	6530-50-100	2,512	4,585	10,440	13,755	(3,315)	55,020	44,580
Trash Removal & Recyc-Off	6550-50-100	2,856	2,385	4,594	7,155	(2,561)	28,620	24,026
Marketing & Leasing-NR	6710-50-000	0	100	0	300	(300)	1,200	1,200
Tenant Relations-NR	6720-50-000	227	0	227	630	(403)	7,240	7,013
On-Site Costs-Gen	6740-50-300	717	417	2,345	1,250	1,095	5,000	2,655
Administrative / Office Exp	6780-50-000	19	583	2,864	1,750	1,114	7,000	4,136
Other Administrative-Gen	6780-50-300	580	667	1,151	2,000	(849)	8,000	6,849
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	1,000	589	1,000	(411)	1,000	411
Insurance-Gen	6900-50-300	10,852	10,000	29,908	30,000	(92)	120,000	90,092
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	15,500	15,500	(0)	62,000	46,500
Depreciation	6950-50-000	33,140	33,726	99,419	101,178	(1,760)	404,713	305,294
Total Expenses		108,958	113,329	463,923	499,237	(35,314)	1,657,758	1,193,835
Net Income		140,094	162,336	337,016	330,919	6,097	1,632,773	1,295,757

Associated General Contractors of Washington
Statement of Operations
SEATTLE MARINA
For the 03 Month(s) ending 03/31/2016

		MAR ACTUAL	MAR BUDGET	YTD ACTUAL	YTD BUDGET	YTD Variance	Annual BUDGET	Budget Remaining
Building Rent - Marina Bldg	4700-75-000	3,959	4,549	13,017	13,607	(590)	54,548	41,531
Moorage Rent/A-E Docks	4701-75-000	55,939	52,100	165,681	156,300	9,381	625,000	459,319
Other Income / Service Fee	4702-75-000	214	125	977	375	602	1,500	523
Late Fee Income	4705-75-000	50	0	850	0	850	0	(850)
LAB Fee	4707-75-000	1,550	1,450	4,650	4,350	300	17,400	12,750
Total Revenue		61,712	58,224	185,175	174,632	10,543	698,448	513,273
Salaries	5010-75-000	8,552	8,552	26,091	25,656	435	102,624	76,533
Payroll Taxes	5020-75-052	803	819	2,492	2,457	35	9,829	7,338
Health/Security/LTD	5020-75-070	979	1,169	2,937	3,506	(570)	14,025	11,088
Pension	5020-75-139	787	864	2,235	2,592	(357)	10,367	8,132
Incentive Compensation	5010-75-058	0	0	0	0	0	10,455	10,455
Legal-NR	5040-75-060	0	1,500	0	3,500	(3,500)	3,500	3,500
Audit	5040-75-076	3,554	4,500	3,554	4,500	(946)	4,500	946
Covered Moorage - R & M - NR	6020-75-000	0	0	0	0	0	1,450	1,450
Electrical Rep & Supp-NR	6060-75-000	0	0	173	0	173	1,150	977
Plumbing Rep & Supp-NR	6070-75-000	0	370	0	855	(855)	2,335	2,335
Fire / Life / Safety-NR	6080-75-000	50	45	(628)	145	(773)	1,810	2,438
General Reprs & Maint-NR	6100-75-000	0	325	0	975	(975)	5,400	5,400
Painting & Decorating-NR	6110-75-000	0	200	0	200	(200)	1,200	1,200
Locks, Keys & Signage-NR	6120-75-000	0	210	0	630	(630)	2,520	2,520
Base Janitorial Contr-NR	6310-75-000	235	235	705	705	0	2,820	2,115
Janitorial Supplies-NR	6320-75-000	125	125	375	375	0	1,500	1,125
Other Janitorial Serv-NR	6380-75-000	0	25	0	75	(75)	300	300
Land Lease Payments-NR	6460-75-000	0	0	25,019	26,500	(1,481)	106,000	80,981
Electricity-NR	6510-75-000	8,271	4,150	14,751	12,450	2,301	49,800	35,049
Electricity-Tenant Offset	6510-75-910	(4,240)	(3,350)	(13,230)	(10,050)	(3,180)	(40,200)	(26,970)
Water & Sewer-NR	6520-75-000	402	340	1,070	1,020	50	4,080	3,010
Water/Sewer-Tenant Offset	6520-75-910	(125)	(235)	(542)	(705)	163	(2,820)	(2,278)
Trash Removal & Recyc-NR	6550-75-000	3,093	1,525	3,765	4,575	(810)	18,300	14,535
Other Administration-NR	6780-75-000	284	500	284	1,500	(1,216)	6,000	5,716
Real Estate Taxes-NR	6810-75-000	0	21,000	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	4,492	4,725	13,325	14,175	(850)	56,700	43,375
Bad Debt: MARINA	6920-75-000	0	0	0	0	0	0	0
Depreciation	6950-75-000	4,708	4,670	14,125	14,010	115	56,039	41,914
Total Expenses		31,971	52,264	114,573	130,646	(16,073)	471,684	357,111
Net Income		29,741	5,960	70,602	43,986	26,616	226,764	156,162

Associated General Contractors of Washington
Statement of Operations
FIFE BUILDING
For the 03 Month(s) ending 03/31/2016

		MAR ACTUAL	MAR BUDGET	YTD ACTUAL	YTD BUDGET	YTD Variance	Annual BUDGET	Budget Remaining
Office Rent - Fife Building	4700-85-000	4,208	4,208	12,624	12,624	0	50,706	38,082
Operating Exp Reimbursement - Fife Building	4702-85-000	0	0	0	0	0	0	0
Total Revenue		4,208	4,208	12,624	12,624	0	50,706	38,082
Salaries	5010-85-000	646	646	1,938	1,937	0	7,750	5,812
Payroll Taxes	5020-85-052	56	63	172	189	(17)	757	585
Health/Security/LTD	5020-85-070	97	101	290	302	(12)	1,209	918
Pension	5020-85-139	66	62	183	185	(2)	742	558
Incentive Compensation	5010-85-058	0	0	0	0	0	909	909
Audit	5040-85-076	1,975	1,525	1,975	1,525	450	2,500	526
Building Cleaning	6010-85-000	690	690	2,070	2,070	0	8,280	6,210
Supplies & Materials	6270-85-000	0	0	0	110	(110)	440	440
Misc. Building Maintenance	6290-85-000	219	500	656	1,500	(844)	5,700	5,044
Fire Alarm System Monitoring	6292-85-000	(72)	0	14	0	14	1,100	1,086
HVAC Maintenance & Repairs	6400-85-000	628	600	628	600	28	2,400	1,772
Electricity	6510-85-000	247	330	846	990	(144)	4,000	3,154
Water & Sewer	6520-85-000	105	175	427	525	(98)	2,100	1,673
Gas	6530-85-000	150	160	345	480	(135)	1,920	1,575
Trash Removal & Recyc	6550-85-000	165	165	331	495	(164)	1,980	1,649
Brokers' Commission - Amort - Fife	6600-85-000	341	341	1,023	1,023	0	4,092	3,069
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	10,177	10,177	0	40,709	30,532
Total Expenses		8,704	8,750	42,044	44,860	(2,816)	109,338	67,294
Net Income		(4,496)	(4,542)	(29,420)	(32,236)	2,816	(58,632)	(29,212)

Associated General Contractors of Washington
Statement of Operations
BOARD OF TRUSTEES
For the 03 Month(s) ending 03/31/2016

		MAR ACTUAL	MAR BUDGET	YTD ACTUAL	YTD BUDGET	YTD Variance	Annual BUDGET	Budget Remaining
Salaries	5010-13-000	2,226	2,206	6,678	6,617	60	26,470	19,792
Payroll Taxes	5020-13-052	188	165	633	496	137	1,984	1,351
Health/Security/LTD	5020-13-070	200	207	599	622	(23)	2,489	1,890
Pension	5020-13-139	236	225	678	675	2	2,701	2,024
Incentive Compensation	5010-13-058	0	0	0	0	0	1,818	1,818
Officers / Board Meetings	5035-13-056	597	50	767	1,550	(783)	9,000	8,233
Miscellaneous Expense	5035-13-072	0	0	3,196	800	2,396	5,900	2,704
Office Expense	5050-13-000	0	0	929	2,200	(1,271)	3,200	2,271
Board Contingency	5120-13-054	0	0	16,677	12,500	4,177	50,000	33,323
Total Expenses		3,446	2,854	30,156	25,461	4,695	103,562	73,406
Net Income		(3,446)	(2,854)	(30,156)	(25,461)	(4,695)	(103,562)	(73,406)

Associated General Contractors of Washington
Statement of Operations
TECHNOLOGY
For the 03 Month(s) ending 03/31/2016

		MAR ACTUAL	MAR BUDGET	YTD ACTUAL	YTD BUDGET	YTD Variance	Annual BUDGET	Budget Remaining
Salaries	5010-17-000	1,943	1,943	5,829	5,829	0	23,315	17,486
Payroll Taxes	5020-17-052	162	168	492	504	(11)	2,015	1,522
Health/Security/LTD	5020-17-070	197	209	591	627	(36)	2,508	1,917
Pension	5020-17-139	200	195	573	584	(10)	2,334	1,761
Incentive Compensation	5010-17-058	0	0	0	0	0	1,818	1,818
Travel	5030-17-000	0	0	0	0	0	0	0
Miscellaneous Meetings	5035-17-072	0	30	117	90	27	360	243
Office Exp	5050-17-000	0	20	47	60	(13)	240	193
New Application	5081-17-017	0	250	0	250	(250)	1,000	1,000
Tech Equipment Maint- Parts	5082-17-000	0	3,500	136	3,500	(3,364)	12,500	12,364
Tech Equipment Maint- Parts	5082-17-019	0	0	0	0	0	0	0
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	3,569	3,000	6,522	9,000	(2,478)	36,000	29,478
Professional Service	5083-17-036	0	0	4,500	7,150	(2,650)	7,150	2,650
Professional Service	5083-17-042	0	0	0	0	0	0	0
Cell Phone Exp.	5087-17-000	150	150	490	450	40	2,400	1,910
New / Renewal Software License Fee	5089-17-017	156	2,350	5,451	12,850	(7,399)	15,950	10,499
Virus / Firewall Renewals	5089-17-062	0	0	0	0	0	0	0
Depreciation	6950-17-000	2,134	2,499	6,403	7,498	(1,095)	29,994	23,590
Total Expenses		9,821	14,314	32,860	48,391	(15,531)	137,584	104,723
Net Income		(9,821)	(14,314)	(32,860)	(48,391)	15,531	(137,584)	(104,723)

Associated General Contractors of Washington
Statement of Operations
ADMINISTRATION
For the 03 Month(s) ending 03/31/2016

		MAR	MAR	YTD	YTD	YTD	Annual	Budget
		ACTUAL	BUDGET	ACTUAL	BUDGET	Variance	BUDGET	Remaining
Conference Center Rental	4100-18-238	600	0	950	200	750	900	(50)
McGraw Hill Affinity Plan	4100-18-303	0	0	0	0	0	0	0
Verizon Affinity Plan - NPP	4100-18-304	8,760	0	8,760	0	8,760	26,000	17,240
Enterprise Affinity Plan	4100-18-305	0	0	0	0	0	0	0
Office Depot Affinity Plan	4100-18-310	0	0	2,639	3,000	(361)	12,000	9,361
Misc Income	4900-18-194	0	0	40	20	20	100	60
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		9,360	0	12,388	3,220	9,168	39,000	26,612
Salaries	5010-18-000	12,899	12,597	41,506	37,791	3,715	151,165	109,659
Temp Help	5010-18-051	2,316	175	9,388	525	8,863	2,000	(7,388)
Employee Milestone Awards	5010-18-057	0	0	7,424	7,500	(76)	7,500	76
Payroll Taxes	5020-18-052	1,110	1,033	4,053	3,099	953	12,396	8,344
Health/Security/LTD	5020-18-070	1,125	1,552	5,156	4,656	499	18,625	13,470
Pension	5020-18-139	1,423	1,316	4,039	3,948	91	15,792	11,753
Incentive Compensation	5010-18-058	0	0	0	0	0	13,909	13,909
Auto / Travel Expense	5030-18-000	0	0	23	0	23	0	(23)
Miscellaneous Meetings	5035-18-072	202	416	397	1,248	(851)	5,000	4,603
Legal	5040-18-060	0	335	0	1,005	(1,005)	4,000	4,000
Office Exp.	5050-18-000	2,340	1,641	3,978	4,923	(945)	22,700	18,722
Office Equipment Lease	5050-18-066	0	205	549	615	(66)	2,460	1,911
Office Equipment Maintenance	5050-18-067	287	699	1,045	2,097	(1,052)	8,390	7,345
Postage - Administration	5050-18-069	7	35	34	105	(71)	420	386
Parking / Metro	5050-18-071	135	150	439	450	(11)	1,800	1,361
Contract Printing	5050-18-074	0	50	0	150	(150)	600	600
Office Equipment - Interest	5050-18-290	5	20	23	60	(37)	240	217
Membership Dues	5060-18-061	0	0	1,125	1,500	(375)	1,630	505
Subscriptions	5060-18-062	0	0	0	0	0	625	625
Donations/ Memorials	5060-18-063	0	100	0	300	(300)	1,200	1,200
Internet Connection	5085-18-000	280	285	840	855	(15)	3,420	2,580
Telephone Exp.- Admin.	5086-18-000	480	550	1,437	1,650	(213)	6,600	5,163
Cell Phone Exp.- Admin.	5087-18-000	122	190	675	570	105	2,280	1,605
Insurance & Bonds	5900-18-064	0	0	8,008	8,000	8	8,000	(8)
Staff Professional Training	5900-18-065	1,019	2,925	7,110	13,775	(6,665)	50,000	42,890
Personal Property Taxes	5900-18-068	0	400	317	400	(83)	400	83
Depreciation	6950-18-000	1,008	961	3,025	2,884	141	11,538	8,513
Total Expenses		24,756	25,636	100,588	98,107	2,481	352,690	252,102
Net Income		(15,397)	(25,636)	(88,200)	(94,887)	6,687	(313,690)	(225,490)

Associated General Contractors of Washington
Statement of Operations
ACCOUNTING
For the 03 Month(s) ending 03/31/2016

		MAR ACTUAL	MAR BUDGET	YTD ACTUAL	YTD BUDGET	YTD Variance	Annual BUDGET	Budget Remaining
Misc. Income - Accounting	4900-19-195	0	0	305	0	305	0	(305)
AGCA Discount Earned	4900-19-200	0	0	9,510	9,510	0	9,510	0
Total Revenue		0	0	9,815	9,510	305	9,510	(305)
Salaries	5010-19-000	10,052	9,068	30,647	27,205	3,442	108,821	78,174
Temp Help	5010-19-051	0	500	0	3,000	(3,000)	10,000	10,000
Payroll Taxes	5020-19-052	854	803	2,652	2,409	243	9,635	6,983
Health/Security/LTD	5020-19-070	1,414	1,084	4,243	3,252	991	13,007	8,764
Pension	5020-19-139	915	913	2,582	2,738	(156)	10,950	8,368
Incentive Compensation	5010-19-058	0	0	0	0	0	9,545	9,545
Auto Expense	5030-19-000	0	20	0	60	(60)	240	240
Miscellaneous Meetings	5035-19-072	0	58	182	175	7	700	518
Audit	5040-19-076	6,919	3,500	8,224	5,000	3,224	8,625	401
ADP Payroll Fees	5040-19-077	450	475	1,585	1,650	(65)	6,000	4,415
Professional Service	5040-19-144	0	290	0	870	(870)	3,500	3,500
Office Exp.	5050-19-000	71	75	378	225	153	900	522
Postage - Accounting	5050-19-069	81	100	210	300	(90)	1,200	990
Contract Printing	5050-19-074	0	400	0	400	(400)	400	400
Bank Charge	5050-19-231	76	50	186	150	36	600	414
Membership Dues	5060-19-061	0	0	250	0	250	735	485
Subscriptions	5060-19-062	40	0	40	40	(1)	300	261
Discounts Allowed (Visa/Dues)	5140-19-078	570	2,000	6,491	10,000	(3,509)	23,000	16,509
State Excise Taxes	5900-19-079	198	100	259	500	(241)	7,500	7,241
City Excise Tax	5900-19-279	1,214	0	1,214	1,300	(86)	7,500	6,286
Depreciation	6950-19-000	94	94	283	283	0	1,133	849
Total Expenses		22,949	19,530	59,424	59,556	(132)	224,291	164,867
Net Income		(22,949)	(19,530)	(49,609)	(50,046)	437	(214,781)	(165,172)

Associated General Contractors of Washington
Statement of Operations
COMMUNICATIONS
For the 03 Month(s) ending 03/31/2016

		MAR ACTUAL	MAR BUDGET	YTD ACTUAL	YTD BUDGET	YTD Variance	Annual BUDGET	Budget Remaining
Website Advertising	4100-22-197	2,600	583	3,850	1,750	2,100	7,000	3,150
Total Revenue		2,600	583	3,850	1,750	2,100	7,000	3,150
Salaries	5010-22-000	10,136	10,320	30,654	30,960	(306)	123,840	93,187
Payroll Taxes	5020-22-052	854	980	2,624	2,939	(315)	11,754	9,130
Health/Security/LTD	5020-22-070	1,324	1,378	3,972	4,135	(163)	16,541	12,568
Pension	5020-22-139	1,141	1,032	3,111	3,096	15	12,384	9,273
Incentive Compensation	5010-22-058	0	0	0	0	0	12,273	12,273
Auto Expense	5030-22-000	0	40	15	120	(105)	480	465
Miscellaneous Meetings	5035-22-072	20	75	20	225	(205)	900	880
Professional Service	5040-22-144	0	150	0	450	(450)	6,000	6,000
Website Maintenance	5040-22-250	0	50	0	150	(150)	600	600
Office Exp.	5050-22-000	29	25	108	75	33	300	192
Postage - Communications	5050-22-069	0	100	620	300	320	1,200	580
Protrait Photography	5050-22-089	0	60	0	180	(180)	720	720
Subscriptions	5060-22-062	0	25	0	75	(75)	300	300
Cell Phone Exp.- Comm.	5087-22-000	75	100	225	300	(75)	1,200	975
Advertising	5140-22-082	0	0	2,667	3,400	(733)	22,600	19,933
Public Relations	5140-22-083	3,260	0	5,013	1,500	3,513	3,300	(1,713)
Newsletter	5140-22-084	213	175	572	525	47	2,100	1,528
Annual & Special Reports	5140-22-086	0	550	2,350	1,650	700	6,600	4,250
Total Expenses		17,052	15,103	51,951	50,210	1,741	223,611	171,661
Net Income		(14,452)	(14,520)	(48,101)	(48,460)	359	(216,611)	(168,511)

**Associated General Contractors of Washington
Statement of Operations
MEETING AND EVENTS
For the 03 Month(s) ending 03/31/2016**

		MAR ACTUAL	MAR BUDGET	YTD ACTUAL	YTD BUDGET	YTD Variance	Annual BUDGET	Budget Remaining
CEO Out of Town Travel	5035-24-090	0	250	0	750	(750)	3,000	3,000
Executive Leadership Council	5035-24-094	0	0	131	0	131	4,400	4,269
National AGC Convention	5035-24-095	2,805	16,000	3,105	21,000	(17,895)	35,000	31,895
Western Chapters Meetings	5035-24-098	30	3,800	3,589	11,300	(7,711)	13,500	9,911
National AGC Leadership Conference	5035-24-099	0	0	0	0	0	20,000	20,000
Chapter Meetings	5035-24-100	0	0	0	1,200	(1,200)	1,200	1,200
Miscellaneous Conference	5035-24-126	395	0	1,096	200	896	4,000	2,904
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		3,230	20,050	11,198	37,450	(26,252)	87,400	76,202
Net Income		(3,230)	(20,050)	(11,198)	(37,450)	26,252	(87,400)	(76,202)

Associated General Contractors of Washington
Statement of Operations
SPECIAL EVENTS
For the 03 Month(s) ending 03/31/2016

		MAR ACTUAL	MAR BUDGET	YTD ACTUAL	YTD BUDGET	YTD Variance	Annual BUDGET	Budget Remaining
Safety/Constr Awards Dnr-INC	4150-25-127	0	0	0	13,000	(13,000)	45,000	45,000
Annual Meeting	4150-25-128	0	5,000	108,530	95,000	13,530	95,000	(13,530)
Total Revenue		0	5,000	108,530	108,000	530	140,000	31,470
Salaries	5010-25-000	2,156	2,156	6,469	6,469	0	25,875	19,406
Payroll Taxes	5020-25-052	189	207	581	622	(42)	2,490	1,909
Health/Security/LTD	5020-25-070	293	304	879	912	(33)	3,646	2,768
Pension	5020-25-139	249	236	702	708	(6)	2,831	2,129
Incentive Compensation	5010-25-058	0	0	0	0	0	2,727	2,727
Auto Expense	5030-25-000	0	100	97	300	(203)	1,100	1,003
Miscellaneous Meetings	5035-25-072	0	0	0	100	(100)	300	300
Office Exp.	5050-25-000	0	25	0	75	(75)	300	300
Postage	5050-25-069	0	0	0	50	(50)	100	100
Safety/Excellence Cons Din-Exp	5150-25-127	0	0	1,649	10,000	(8,351)	45,000	43,351
Annual Meeting	5150-25-128	0	15,000	94,818	95,000	(182)	95,000	182
Award & Recognition	5150-25-130	132	0	4,025	2,000	2,025	12,000	7,975
Total Expenses		3,019	18,029	109,219	116,236	(7,016)	191,370	82,150
Net Income		(3,019)	(13,029)	(689)	(8,236)	7,546	(51,370)	(50,680)

Associated General Contractors of Washington
Statement of Operations
MEMBER SERVICE
For the 03 Month(s) ending 03/31/2016

		MAR	MAR	YTD	YTD	YTD	Annual	Budget
		ACTUAL	BUDGET	ACTUAL	BUDGET	Variance	BUDGET	Remaining
Intro / Retro	4010-36-204	1,364	0	22,035	2,900	19,135	5,900	(16,135)
Constructor In	4010-36-206	642	0	7,726	7,700	26	7,700	(26)
Min Dues - Introductory GC	4010-36-209	0	1,200	0	4,250	(4,250)	4,250	4,250
Min Dues - Associates	4010-36-211	4,791	11,500	167,965	173,500	(5,535)	176,500	8,535
Nat'l Educational Associate	4010-36-212	0	0	0	0	0	0	0
Min Dues - Retro	4010-36-213	241	200	5,056	6,000	(944)	6,000	944
Youth Constructor Dues	4010-36-248	161	0	883	100	783	100	(783)
NH-GC Dues	4030-36-205	3,031	18,000	205,540	234,000	(28,460)	237,000	31,460
Vol Dues - GC	4030-36-208	8,747	39,000	922,508	874,000	48,508	876,000	(46,508)
Vol Dues - Sub	4030-36-210	8,555	17,000	379,040	401,500	(22,460)	411,550	32,510
Prior Years Dues	4040-36-000	0	0	0	0	0	0	0
Sub-Total Dues Revenue		27,531	86,900	1,710,752	1,703,950	6,802	1,725,000	14,248
				<i>YTD % to Budget</i>		<i>99.17%</i>		
Misc Income/Mailing Labels	4900-36-198	0	0	0	0	0	0	0
Roster Advertising	4900-36-216	0	0	0	0	0	6,000	6,000
Sub-Total Other Revenue		0	0	0	0	0	6,000	6,000
Total Revenue		27,531	86,900	1,710,752	1,703,950	6,802	1,731,000	20,248
Salaries	5010-36-000	8,514	8,474	26,085	25,423	663	101,690	75,605
Payroll Taxes	5020-36-052	721	739	2,374	2,218	156	8,870	6,497
Health/Security/LTD	5020-36-070	1,115	1,155	3,346	3,465	(119)	13,861	10,515
Pension	5020-36-139	872	860	2,462	2,580	(118)	10,319	7,857
Incentive Compensation	5010-36-058	0	0	0	0	0	10,455	10,455
Auto Expense	5030-36-000	0	50	0	100	(100)	300	300
Miscellaneous Meetings	5035-36-072	13	100	16	300	(284)	1,200	1,184
W. Chapters "Membership" Meeting	5035-36-098	0	0	0	0	0	2,000	2,000
Office Exp.	5050-36-000	0	150	55	300	(245)	600	545
Postage - Member Services	5050-36-069	0	10	83	30	53	1,030	947
Cell Phone Exp.- Member Services	5087-36-000	61	100	181	300	(119)	1,200	1,019
Early Payment Disc. (2%)	5140-36-078	(168)	0	894	0	894	28,000	27,106
Membership Promotion	5140-36-080	0	125	0	375	(375)	2,000	2,000
Depreciation	6950-36-000	1,689	1,700	5,067	5,101	(34)	20,403	15,336
Total Expenses		12,818	13,464	40,564	40,191	373	201,928	161,364
Net Income		14,713	73,436	1,670,188	1,663,759	6,429	1,529,072	(141,116)

Associated General Contractors of Washington
Statement of Operations
FUTURE LEADERSHIP FORUM
For the 03 Month(s) ending 03/31/2016

		MAR ACTUAL	MAR BUDGET	YTD ACTUAL	YTD BUDGET	YTD Variance	Annual BUDGET	Budget Remaining
FLF Event Revenue	4150-16-175	0	1,000	1,000	3,000	(2,000)	12,000	11,000
Total Revenue		0	1,000	1,000	3,000	(2,000)	12,000	11,000
Salaries	5010-16-000	2,803	2,988	8,655	8,963	(307)	35,850	27,195
Payroll Taxes	5020-16-052	232	295	732	885	(153)	3,538	2,807
Health/Security/LTD	5020-16-070	526	546	1,577	1,637	(59)	6,546	4,969
Pension	5020-16-139	290	321	887	962	(75)	3,848	2,960
Incentive Compensation	5010-16-058	0	0	0	0	0	5,000	5,000
Rent / Facility Cost	5035-16-000	0	0	0	0	0	0	0
Membership Meetings	5140-16-177	0	142	0	426	(426)	1,704	1,704
Event / Entertainment	5150-16-175	0	16,625	0	19,875	(19,875)	79,500	79,500
Food / Beverage	5300-16-000	1,582	305	2,722	915	1,807	3,660	938
Total Expenses		5,433	21,221	14,574	33,662	(19,088)	139,646	125,073
Net Income		(5,433)	(20,221)	(13,574)	(30,662)	17,088	(127,646)	(114,073)

Associated General Contractors of Washington
Statement of Operations
WORKFORCE DEVELOPMENT
For the 03 Month(s) ending 03/31/2016

		MAR ACTUAL	MAR BUDGET	YTD ACTUAL	YTD BUDGET	YTD Variance	Annual BUDGET	Budget Remaining
Salaries	5010-26-000	1,620	1,620	4,860	4,860	0	19,440	14,580
Payroll Taxes	5020-26-052	135	136	410	409	1	1,636	1,226
Health/Security/LTD	5020-26-070	152	159	457	476	(19)	1,904	1,447
Pension	5020-26-139	167	162	482	487	(5)	1,947	1,466
Incentive Compensation	5010-26-058	0	0	0	0	0	1,364	1,364
Donations - Other	5060-26-000	0	15,000	0	15,000	(15,000)	60,000	60,000
Donations - AGCEF	5060-26-063	10,542	10,542	31,625	31,625	0	126,500	94,875
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	11,300	6,750	4,550	27,000	15,700
Total Expenses		23,916	29,869	49,134	59,607	(10,473)	243,040	193,907
Net Income		(23,916)	(29,869)	(49,134)	(59,607)	10,473	(243,040)	(193,907)

Associated General Contractors of Washington
Statement of Operations
SAFETY
For the 03 Month(s) ending 03/31/2016

		MAR ACTUAL	MAR BUDGET	YTD ACTUAL	YTD BUDGET	YTD Variance	Annual BUDGET	Budget Remaining
Safety Promotion Items	4100-42-080	1,495	2,600	8,620	8,500	120	23,700	15,080
Safety Team Inspections	4100-42-218	3,240	3,000	8,100	7,000	1,100	24,975	16,875
Safety Training	4100-42-219	0	0	0	0	0	5,000	5,000
Safety Grants Income	4100-42-241	0	0	0	0	0	0	0
Field Day / Safety Team (Golf)	4150-42-176	1,235	650	1,235	650	585	22,350	21,115
Shipping - Safety Products	4900-42-195	31	100	286	250	36	800	514
Total Revenue		6,001	6,350	18,241	16,400	1,841	76,825	58,584
Salaries	5010-42-000	19,694	21,693	59,082	65,080	(5,998)	260,320	201,238
Payroll Taxes	5020-42-052	1,731	1,910	5,315	5,731	(415)	22,922	17,607
Health/Security/LTD	5020-42-070	2,816	2,950	8,447	8,849	(402)	35,394	26,948
Pension	5020-42-139	2,208	2,036	6,097	6,109	(13)	24,438	18,341
Incentive Compensation	5010-42-058	0	0	0	0	0	35,455	35,455
Auto/Travel Expense	5030-42-000	323	900	1,130	2,780	(1,650)	11,275	10,145
Corporate Travel	5030-42-178	611	305	1,171	2,415	(1,244)	6,710	5,539
Misc Meetings - Safety	5035-42-072	106	100	352	400	(48)	2,200	1,848
Consultants Fees	5040-42-144	0	0	0	0	0	3,000	3,000
Office Exp.	5050-42-000	109	92	191	276	(85)	1,100	909
Postage - Safety	5050-42-069	251	300	866	800	66	2,700	1,834
Contract Printing	5050-42-074	0	0	0	0	0	500	500
Membership Dues	5060-42-061	0	0	0	0	0	410	410
Cell Phone Exp.- Safety	5087-42-000	182	225	543	675	(132)	2,700	2,157
Safety Promotion	5120-42-080	1,560	2,400	14,081	17,825	(3,744)	30,852	16,771
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	0	0	0	200	200
Golf Tournament - Safety Team	5150-42-176	0	0	0	0	0	13,853	13,853
Insurance	5900-42-064	0	0	3,646	3,500	146	3,500	(146)
Depreciation	6950-42-000	739	739	2,216	2,216	0	8,866	6,649
Total Expenses		30,328	33,650	104,760	118,356	(13,596)	468,095	363,334
Net Income		(24,327)	(27,300)	(86,519)	(101,956)	15,437	(391,270)	(304,750)

Associated General Contractors of Washington
Statement of Operations
GROUP RETRO
For the 03 Month(s) ending 03/31/2016

		MAR ACTUAL	MAR BUDGET	YTD ACTUAL	YTD BUDGET	YTD Variance	Annual BUDGET	Budget Remaining
PY 19 - Retro Revenue	4500-27-222	0	0	0	0	0	0	0
PY 20 - Retro Revenue	4500-27-223	0	0	0	0	0	0	0
PY 21 - Retro Revenue	4500-27-224	0	0	0	0	0	0	0
PY 22 - Retro Revenue	4500-27-225	0	0	0	0	0	0	0
Retro Exp Gross/Reimbursement	4500-27-242	110,000	126,480	330,000	379,440	(49,440)	1,517,760	1,187,760
Total Revenue		110,000	126,480	330,000	379,440	(49,440)	1,742,760	1,412,760
Annual Meeting - Retro Breakfast	5502-27-221 TO 55	0	0	0	0	0	0	0
Annual Meeting - AGC	5503-27-221 TO 55	0	0	698	0	698	0	(698)
Association Dues - WSIA	5504-27-221 TO 55	0	0	0	0	0	0	0
Auto / Travel Expense	5505-27-221 TO 55	736	0	943	0	943	0	(943)
Computer Equip Maint. - Upgrade	5506-27-221 TO 55	0	0	261	0	261	0	(261)
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	41	0	109	0	109	0	(109)
Misc. Meetings	5511-27-221 TO 55	0	0	186	0	186	0	(186)
Office Equipment	5512-27-221 TO 55	509	0	1,274	0	1,274	0	(1,274)
Office Rent & Parkng	5513-27-221 TO 55	4,728	0	13,917	0	13,917	0	(13,917)
Office Supplies	5514-27-221 TO 55	332	0	868	0	868	0	(868)
Postage	5515-27-221 TO 55	186	0	1,116	0	1,116	0	(1,116)
Salaries	5516-27-221 TO 55	50,409	0	156,595	0	156,595	0	(156,595)
Payroll Taxes & Benefits	5517-27-221 TO 55	19,076	0	57,008	0	57,008	0	(57,008)
Bonus (FICA & Taxes)	5518-27-221 TO 55	1,485	0	1,485	0	1,485	0	(1,485)
Telephone / Cellular	5520-27-221 TO 55	578	0	1,994	0	1,994	0	(1,994)
Subtotal		78,080	0	245,647	0	245,647	0	(245,647)
RTW Classroom Income	5524-27-221 TO 55	0	0	0	0	0	0	0
RTW Center	5525-27-221 TO 55	45,479	41,653	136,437	124,959	11,478	499,836	363,399
Classroom Yakima	5527-27-221 TO 55	1,700	1,700	5,100	5,100	0	20,400	15,300
Subtotal		47,179	43,353	141,537	130,059	11,478	520,236	378,699
NET EXPENSE		125,259	43,353	387,184	130,059	257,125	520,236	133,052
Clearing Account	5528-27-221 TO 55	(125,259)	0	(387,184)	0	(387,184)	0	387,184
TOTAL NET EXPENSE		0	43,353	0	130,059	(130,059)	520,236	520,236
Retro Exp Gross/Reimbursement	5500-27-242	110,000	83,127	330,000	249,381	80,619	997,524	667,524
NET OPR INCOME / (EXPENSE)		0	43,353	0	130,059	(130,059)	745,236	745,236

Associated General Contractors of Washington
Statement of Operations
GOVERNMENT AFFAIRS COUNCIL
For the 03 Month(s) ending 03/31/2016

		MAR ACTUAL	MAR BUDGET	YTD ACTUAL	YTD BUDGET	YTD Variance	Annual BUDGET	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	0	0	0	0	0	17,500	17,500
Total Revenue		0	0	10,075	7,000	3,075	24,500	14,425
Salaries	5010-30-000	14,248	14,398	49,685	43,193	6,492	172,770	123,086
Contract Lobbyists / Temp Help	5010-30-051	11,500	8,250	19,000	24,750	(5,750)	32,750	13,750
Payroll Taxes	5020-30-052	1,223	1,291	4,290	3,873	417	15,492	11,202
Health/Security/LTD	5020-30-070	1,785	2,787	5,356	8,362	(3,007)	33,450	28,094
Pension	5020-30-139	1,571	1,478	5,140	4,434	706	17,735	12,595
Incentive Compensation	5010-30-058	0	0	0	0	0	16,545	16,545
Auto Expense	5030-30-000	28	125	345	375	(30)	1,700	1,355
Corporate Travel	5030-30-178	0	75	0	700	(700)	4,600	4,600
Miscellaneous Meetings	5035-30-072	159	860	2,306	4,750	(2,444)	11,230	8,924
Professional Studies	5040-30-149	0	0	0	0	0	2,500	2,500
Legal Research & Representation	5040-30-161	0	400	0	1,200	(1,200)	5,000	5,000
Office Exp.	5050-30-000	393	575	1,497	1,875	(378)	7,770	6,273
Office Equipment Lease	5050-30-066	16	16	48	49	(1)	200	152
Office Equipment Maintenance	5050-30-067	50	60	144	180	(36)	1,250	1,106
Postage - GAC	5050-30-069	254	100	254	600	(346)	1,200	946
Contract Printing	5050-30-074	0	400	0	400	(400)	4,700	4,700
Membership Dues	5060-30-061	0	7,500	8,280	8,220	60	11,445	3,165
Subscriptions	5060-30-062	199	20	200	130	70	300	100
Donations	5060-30-063	0	100	0	1,425	(1,425)	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	3,998	4,242	12,235	12,726	(491)	50,904	38,669
Internet Service Provider	5084-30-000	195	195	585	585	(0)	2,340	1,755
Telephone Exp.- Leg.	5086-30-000	189	195	593	645	(52)	2,300	1,707
Cell Phone Exp.- Leg.	5087-30-000	82	200	244	600	(356)	2,400	2,156
WebEx	5088-30-000	0	0	0	0	0	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	0	0	0	0	250	250
Legislative Reporting Service	5130-30-147	0	0	375	1,625	(1,250)	3,725	3,350
Gov't Affairs Committee Exp.	5130-30-148	0	0	0	0	0	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	3,701	3,701	0	14,804	11,103
Total Expenses		37,124	44,501	124,645	136,448	(11,802)	439,160	314,514
Net Income		(37,124)	(44,501)	(114,570)	(129,448)	14,877	(414,660)	(300,089)

Associated General Contractors of Washington
Statement of Operations
BUILD-PAC
For the 03 Month(s) ending 03/31/2016

		MAR ACTUAL	MAR BUDGET	YTD ACTUAL	YTD BUDGET	YTD Variance	Annual BUDGET	Budget Remaining
Salaries	5010-31-000	988	998	3,177	2,993	185	11,971	8,793
Payroll Taxes	5020-31-052	84	92	274	277	(3)	1,110	835
Health/Security/LTD	5020-31-070	128	133	383	398	(15)	1,591	1,208
Pension	5020-31-139	107	100	319	301	17	1,205	886
Incentive Compensation	5010-31-058	0	0	0	0	0	1,182	1,182
Auto Expense:BUILD	5030-31-000	0	0	0	0	0	0	0
Corporate Travel	5030-31-178	0	0	0	0	0	300	300
Misc. Meetings	5035-31-072	20	0	1,514	1,900	(386)	1,900	386
Office Exp.	5050-31-000	0	0	0	200	(200)	200	200
Indirect Overhead / Admin - Build Pac	5060-31-063	0	50	81	150	(69)	3,800	3,719
Total Expenses		1,326	1,373	5,747	6,219	(472)	23,258	17,511
Net Income		(1,326)	(1,373)	(5,747)	(6,219)	472	(23,258)	(17,511)

Associated General Contractors of Washington
Statement of Operations
AGC - FEDERAL FACILITIES
For the 03 Month(s) ending 03/31/2016

		MAR ACTUAL	MAR 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	750	919	(169)	3,675	2,925
Payroll Taxes	5020-33-052	22	29	67	88	(20)	351	284
Health/Security/LTD	5020-33-070	19	38	57	113	(56)	452	395
Pension	5020-33-139	19	27	54	82	(28)	326	272
Incentive Compensation	5010-33-058	0	0	0	0	0	273	273
Miscellaneous Meetings	5035-33-072	0	0	0	0	0	3,500	3,500
Total Expenses		310	400	929	1,201	(272)	8,577	7,648
Net Income		(310)	(400)	(929)	(1,201)	272	(8,577)	(7,648)

Associated General Contractors of Washington
Statement of Operations
LABOR
For the 03 Month(s) ending 03/31/2016

		MAR ACTUAL	MAR BUDGET	YTD ACTUAL	YTD BUDGET	YTD Variance	Annual BUDGET	Budget Remaining
Misc Income/Labor Forms	4900-34-220	0	0	0	0	0	0	0
Total Revenue		0	0	0	0	0	0	0
Salaries	5010-34-000	14,340	14,339	43,019	43,017	2	172,069	129,050
Payroll Taxes	5020-34-052	1,244	1,352	3,801	4,055	(254)	16,220	12,419
Health/Security/LTD	5020-34-070	1,896	1,973	5,688	5,920	(232)	23,682	17,994
Pension	5020-34-139	1,615	1,559	4,608	4,677	(69)	18,710	14,102
Incentive Compensation	5010-34-058	0	0	0	0	0	17,909	17,909
Auto Expense	5030-34-000	0	100	6	300	(294)	1,200	1,194
Legal	5040-34-060	0	500	0	1,500	(1,500)	6,000	6,000
Office Exp.	5050-34-000	11	40	36	120	(84)	480	444
Postage - Labor	5050-34-069	0	10	1	30	(29)	120	119
Cell Phone Exp.- Labor	5087-34-000	61	100	181	300	(119)	1,200	1,019
Labor Relations	5120-34-163	148	200	705	600	105	2,400	1,695
Trustee Expense	5120-34-166	150	0	25	600	(575)	2,000	1,975
Events - Turner School	5150-34-172	0	0	0	0	0	0	0
Depreciation	6950-34-000	11	11	32	32	0	129	97
Total Expenses		19,477	20,184	58,104	61,152	(3,048)	262,118	204,014
Net Income		(19,477)	(20,184)	(58,104)	(61,152)	3,048	(262,118)	(204,014)

Associated General Contractors of Washington
Statement of Operations
OPEN SHOP
For the 03 Month(s) ending 03/31/2016

		MAR ACTUAL	MAR BUDGET	YTD ACTUAL	YTD BUDGET	YTD Variance	Annual BUDGET	Budget Remaining
Salaries	5010-40-000	876	876	2,628	2,628	0	10,512	7,884
Payroll Taxes	5020-40-052	77	84	233	252	(19)	1,009	776
Health/Security/LTD	5020-40-070	117	122	352	366	(14)	1,465	1,113
Pension	5020-40-139	91	86	255	257	(2)	1,029	774
Incentive Compensation	5010-40-058	0	0	0	0	0	1,091	1,091
Auto Expense	5030-40-000	0	0	0	0	0	0	0
Corporate Travel	5030-40-178	0	0	0	200	(200)	525	525
Resource Materials	5050-40-074	0	100	0	100	(100)	300	300
Open Shop Dinner Meeting	5120-40-167	16	125	16	125	(109)	375	359
Open Shop Speaker Exp.	5120-40-168	0	0	0	50	(50)	200	200
Open Shop Meeting Costs	5120-40-169	0	0	0	100	(100)	200	200
Open Shop Seminars	5120-40-170	0	150	0	150	(150)	375	375
Top Student Awards	5120-40-171	0	0	0	0	0	575	575
Misc. Industry Support	5120-40-172	0	250	0	250	(250)	1,025	1,025
Total Expenses		1,177	1,793	3,484	4,479	(995)	18,680	15,197
Net Income		(1,177)	(1,793)	(3,484)	(4,479)	995	(18,680)	(15,197)

Associated General Contractors of Washington
Statement of Operations
SEATTLE DISTRICT
For the 03 Month(s) ending 03/31/2016

		MAR ACTUAL	MAR BUDGET	YTD ACTUAL	YTD BUDGET	YTD Variance	Annual BUDGET	Budget Remaining
Members' Event Income	4100-12-175	0	0	0	0	0	8,000	8,000
District Mtgs - Seattle	4100-12-177	770	1,200	3,010	4,100	(1,090)	9,800	6,790
Golf - Seattle District	4150-12-176	21,200	1,500	24,250	1,500	22,750	46,000	21,750
Total Revenue		21,970	2,700	27,260	5,600	21,660	63,800	36,540
Salaries	5010-12-000	9,438	11,257	28,315	33,770	(5,455)	135,081	106,766
Payroll Taxes	5020-12-052	830	1,343	2,531	4,028	(1,496)	16,110	13,579
Health/Security/Ltd	5020-12-070	1,175	1,464	3,525	4,393	(867)	17,572	14,046
Pension	5020-12-139	1,058	1,016	2,990	3,049	(58)	12,194	9,204
Incentive Compensation	5010-12-058	0	0	0	0	0	11,091	11,091
Auto Expense	5030-12-000	20	125	202	375	(173)	1,500	1,298
Miscellaneous Meetings	5035-12-072	0	375	0	375	(375)	1,500	1,500
Office Expense	5050-12-000	0	0	0	0	0	500	500
Postage - Seattle District	5050-12-069	0	0	10	0	10	400	390
Contract Printing	5050-12-074	0	0	0	0	0	600	600
Membership Dues	5060-12-061	0	0	0	0	0	4,000	4,000
Donations	5060-12-063	0	0	0	0	0	1,500	1,500
Cell Phone Exp.- Seattle	5087-12-000	61	100	181	300	(119)	1,200	1,019
Local Gov't Affairs	5130-12-174	0	0	32	500	(468)	6,000	5,968
Membership Promotion	5140-12-080	0	1,450	0	2,650	(2,650)	8,200	8,200
Holiday Open House	5140-12-175	0	0	0	0	0	10,000	10,000
Memb mtgs/ Seattle	5140-12-177	1,447	1,750	4,340	5,250	(910)	12,250	7,910
Member Events - Expense	5150-12-175	0	0	0	0	0	8,000	8,000
Golf Tournament - Seattle District	5150-12-176	1,247	1,000	1,907	1,000	907	46,000	44,093
Depreciation	6950-12-000	7	7	22	22	0	88	66
Total Expenses		15,283	19,887	44,056	55,711	(11,655)	296,285	252,229
Net Income		6,687	(17,187)	(16,796)	(50,111)	33,315	(232,485)	(215,689)

Associated General Contractors of Washington
Statement of Operations
SOUTHERN DISTRICT
For the 03 Month(s) ending 03/31/2016

		MAR ACTUAL	MAR BUDGET	YTD ACTUAL	YTD BUDGET	YTD Variance	Annual BUDGET	Budget Remaining
District Mtgs - Southern	4100-14-177	1,200	3,000	6,550	6,000	550	21,000	14,450
Golf - Southern District	4150-14-176	0	0	0	0	0	44,450	44,450
Total Revenue		1,200	3,000	6,550	6,000	550	65,450	58,900
Salaries	5010-14-000	12,271	12,271	36,814	36,812	1	147,250	110,436
Payroll Taxes	5020-14-052	1,068	1,199	3,266	3,597	(331)	14,389	11,123
Health/Security/LTD	5020-14-070	1,838	1,914	5,515	5,742	(227)	22,967	17,452
Pension	5020-14-139	1,257	1,175	3,486	3,524	(38)	14,095	10,609
Incentive Compensation	5010-14-058	0	0	0	0	0	17,273	17,273
Auto Expense	5030-14-000	120	242	300	726	(426)	2,904	2,604
Corporate Travel	5030-14-178	21	42	132	126	6	504	372
Miscellaneous Meetings	5035-14-072	94	600	564	1,800	(1,236)	6,500	5,936
Office Exp.	5050-14-000	110	200	940	600	340	2,400	1,460
Office Equipment Maintenance	5050-14-067	102	208	307	624	(317)	2,496	2,189
Postage - South District	5050-14-069	0	122	0	366	(366)	1,464	1,464
Office Equipment - Interest - FIFE	5050-14-290	39	55	124	165	(41)	660	536
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	1,132	1,350	(218)	5,400	4,268
Cell Phone Exp.- Southern	5087-14-000	61	70	181	210	(29)	840	659
Memb Mtgs/ Southern	5140-14-177	0	4,500	4,280	9,000	(4,720)	37,000	32,720
Golf Tournament - Southern District	5150-14-176	0	0	0	0	0	33,000	33,000
Depreciation	6950-14-000	99	99	297	297	0	1,189	892
Total Expenses		17,529	23,147	57,674	64,940	(7,266)	311,331	253,658
Net Income		(16,329)	(20,147)	(51,124)	(58,940)	7,816	(245,881)	(194,758)

Associated General Contractors of Washington
Statement of Operations
NORTHERN DISTRICT
For the 03 Month(s) ending 03/31/2016

		MAR ACTUAL	MAR 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	15,095	15,094	1	60,376	45,281
Payroll Taxes	5020-46-052	440	484	1,355	1,452	(98)	5,810	4,455
Health/Security/LTD	5020-46-070	683	709	2,050	2,127	(77)	8,508	6,458
Pension	5020-46-139	581	551	1,638	1,652	(14)	6,606	4,969
Incentive Compensation	5010-46-058	0	0	0	0	0	6,364	6,364
Auto Expense	5030-46-000	381	300	1,090	900	190	3,600	2,510
Corporate Travel	5030-46-178	520	300	520	300	220	600	80
Miscellaneous Meetings	5035-46-072	284	150	671	450	221	1,600	929
Office Exp.	5050-46-000	118	40	201	120	81	480	279
Postage - North District	5050-46-069	29	20	71	60	11	240	169
Membership Dues	5060-46-061	0	0	295	300	(5)	1,000	705
Subscriptions	5060-46-062	0	0	165	0	165	165	0
Rent - N. District	5070-46-000	750	750	2,250	2,250	0	9,000	6,750
Telephone Exp.- Northern	5086-46-000	32	10	35	20	15	50	15
Cell Phone Exp.- Northern	5087-46-000	61	75	181	225	(44)	900	719
Community Services/ Image Bldg	5120-46-185	0	0	1,000	0	1,000	1,500	500
Membership Training	5120-46-189	0	300	0	800	(800)	4,000	4,000
Local Gov't Affairs	5130-46-174	0	0	0	100	(100)	800	800
Membership Promotion	5140-46-080	100	500	214	1,500	(1,286)	5,900	5,686
Memb mtgs/ Northern	5140-46-177	497	700	1,613	2,100	(487)	8,100	6,487
Insurance & Bonds	5900-46-064	0	0	304	0	304	0	(304)
Total Expenses		9,573	9,958	28,939	29,565	(626)	126,059	97,121
Net Income		(9,573)	(9,958)	(28,939)	(29,565)	626	(126,059)	(97,121)

Associated General Contractors of Washington
Statement of Operations
CENTRAL DISTRICT
For the 03 Month(s) ending 03/31/2016

		MAR ACTUAL	MAR BUDGET	YTD ACTUAL	YTD BUDGET	YTD Variance	Annual BUDGET	Budget Remaining
Memb Mtgs/Central Wa District	4100-48-177	0	0	90	0	90	500	410
Member Training	4100-48-189	0	0	0	0	0	150	150
Golf Tournament-Central WA	4150-48-081	0	0	0	500	(500)	18,900	18,900
Misc. Income	4900-48-194	0	0	0	0	0	0	0
Total Revenue		0	0	90	500	(410)	19,550	19,460
Salaries	5010-48-000	6,424	6,424	19,273	19,272	1	77,088	57,815
Payroll Taxes	5020-48-052	564	617	1,711	1,850	(140)	7,402	5,691
Health/Security/LTD	5020-48-070	860	895	2,581	2,685	(105)	10,741	8,160
Pension	5020-48-139	667	629	1,868	1,886	(18)	7,542	5,674
Incentive Compensation	5010-48-058	0	0	0	0	0	8,000	8,000
Auto Expense	5030-48-000	0	0	0	0	0	0	0
Corporate Travel	5030-48-178	12	0	496	575	(79)	1,350	854
Office Exp.	5050-48-000	90	100	232	350	(118)	1,425	1,193
Office Equipment Maintenance	5050-48-067	0	0	0	0	0	0	0
Postage - Central District	5050-48-069	7	0	58	25	33	225	167
Utilities	5050-48-186	0	0	0	0	0	0	0
Membership Dues	5060-48-061	250	300	1,389	775	614	3,070	1,681
Subscriptions	5060-48-062	7	0	59	50	9	200	141
Rent - C. District	5070-48-000	508	508	1,744	1,645	99	6,900	5,156
Internet Service Provider	5084-48-000	64	60	191	180	11	720	529
Telephone / Cable TV - Central	5086-48-000	64	61	191	183	8	732	541
Cell Phone Exp.- Central	5087-48-000	61	70	181	210	(29)	840	659
Member Training Meetings	5120-48-189	0	150	0	450	(450)	1,800	1,800
HR Roundtable	5120-48-266	0	0	0	200	(200)	650	650
Local Gov't Exp.	5130-48-174	5	0	53	300	(247)	1,000	947
Membership Promotion	5140-48-080	118	700	839	1,900	(1,061)	7,400	6,561
Memb mtgs/ Central WA	5140-48-177	150	150	278	800	(522)	3,300	3,022
Golf Tournament - Central District	5150-48-081	0	1,100	0	1,100	(1,100)	15,000	15,000
Insurance & Bonds	5900-48-064	0	50	527	150	377	650	123
Depreciation	6950-48-000	34	34	103	103	0	410	308
Total Expenses		9,885	11,848	31,772	34,689	(2,917)	156,445	124,674
Net Income		(9,885)	(11,848)	(31,682)	(34,189)	2,507	(136,895)	(105,214)

Associated General Contractors of Washington
Statement of Operations
NON-OPERATING
For the 03 Month(s) ending 03/31/2016

		MAR ACTUAL	MAR BUDGET	YTD ACTUAL	YTD BUDGET	YTD Variance	Annual BUDGET	Budget Remaining
LT Investment - Dividend MM	4801-90-000	1,927	0	2,629	0	2,629	0	(2,629)
LT Investment - Bond Interest	4802-90-000	2,806	2,000	2,806	6,000	(3,194)	24,000	21,194
LT Inv Real Gain(Loss)-Basis	4850-90-000	16,499	0	27,657	0	27,657	0	(27,657)
LT Inv Unreal Gain(Loss)-Mrkt	4851-90-000	61,347	0	(27,451)	0	(27,451)	0	27,451
Total Revenue		82,580	2,000	5,641	6,000	(359)	24,000	18,359
Investment Consultant Fee	5800-90-000	0	3,000	0	3,000	(3,000)	12,000	12,000
Total Expenses		0	3,000	0	3,000	(3,000)	12,000	12,000
Net Income		82,580	(1,000)	5,641	3,000	2,641	12,000	6,359