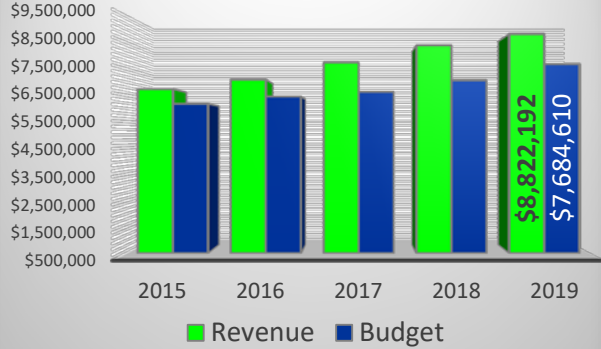
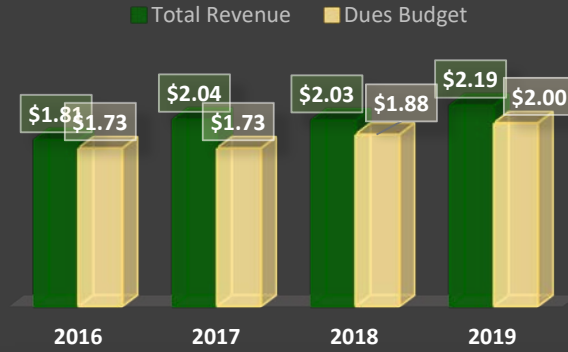


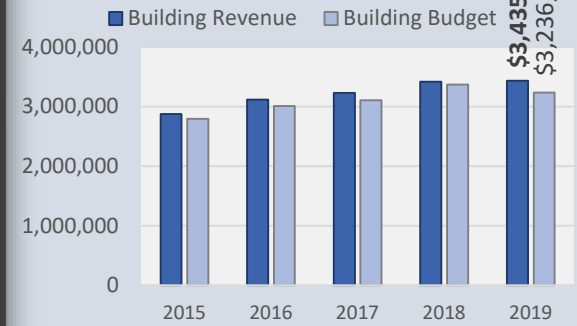
## REVENUE vs. BUDGET



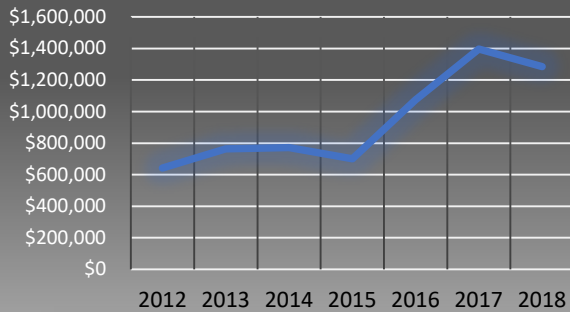
## DUES REVENUE vs. BUDGET



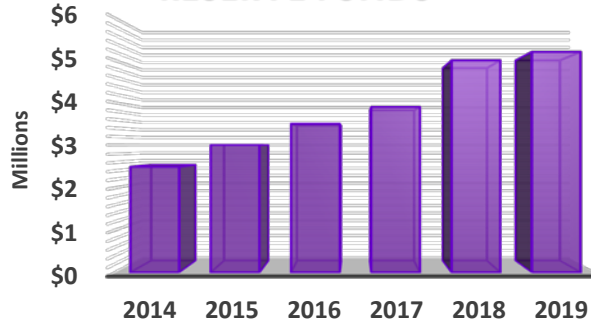
## BUILDING REVENUE



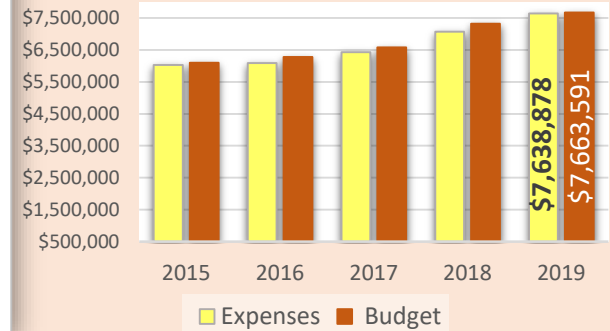
## TOTAL INCOME AFTER TAXES



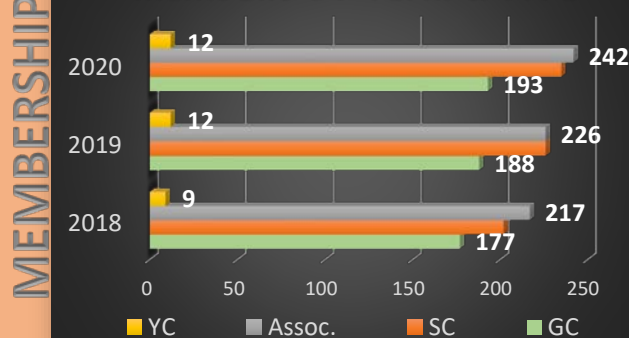
## RESERVE FUNDS



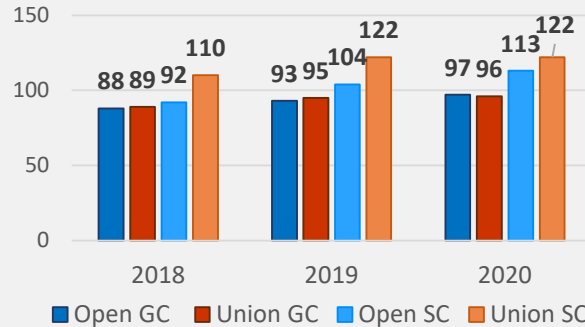
## EXPENSES vs. BUDGET



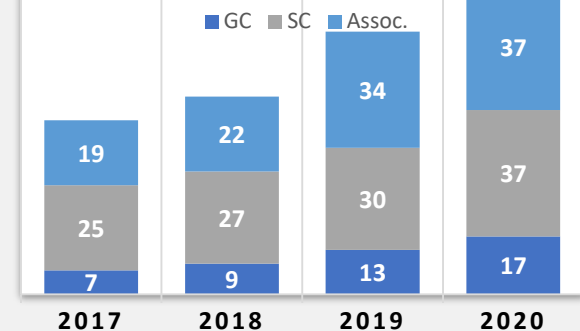
## MEMBERSHIP BY YEAR & TYPE



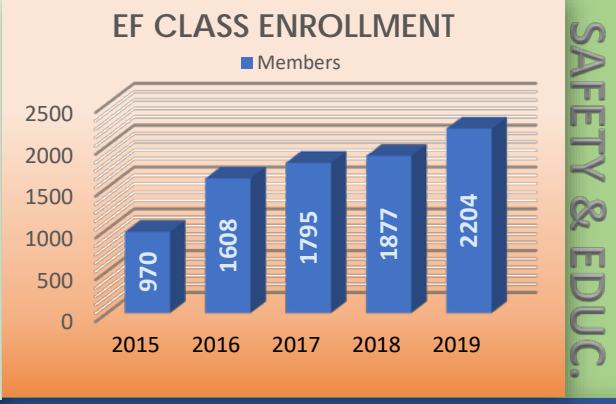
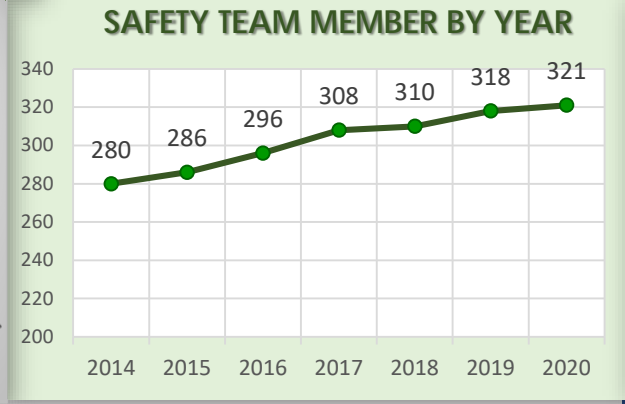
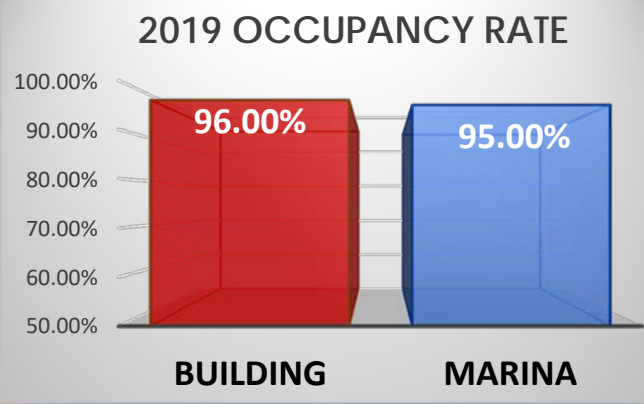
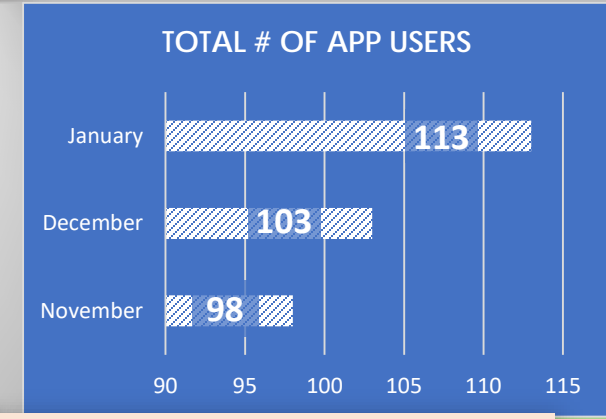
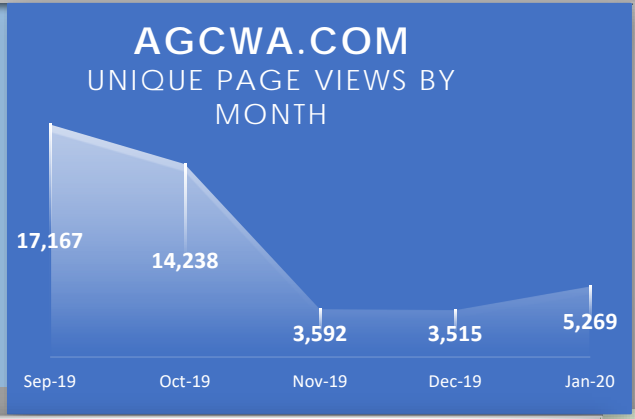
## UNION vs. OPEN



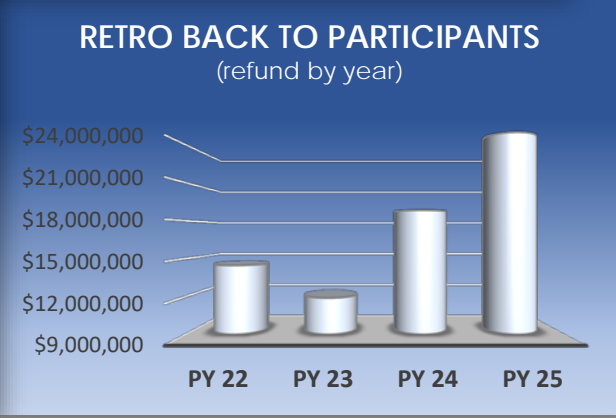
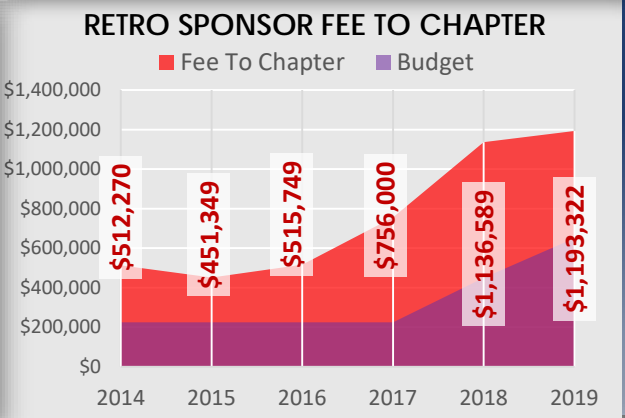
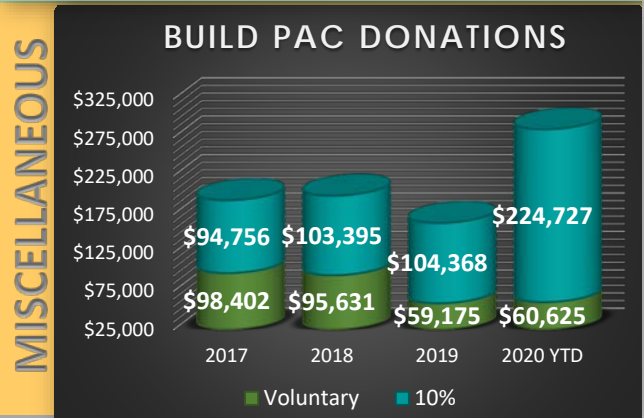
## DBE MEMBERS BY TYPE



SOCIAL MEDIA



SAFETY & EDUC.



MISCELLANEOUS

**BOARD OF TRUSTEES MEETING**  
**February 10, 2020, 11:00 AM – 1:30 PM**  
*AGC Conference Center, 2<sup>nd</sup> floor, Seattle, Washington*

**PURPOSE OF MEETING:** *To conduct the business affairs and establish policies of the association.*

**DESIRED OUTCOMES:**

- *Board orientation.*
- *Adoption of business reports.*
- *Knowledge of key association activities.*

**AGENDA**

**CALL TO ORDER** – President, Curt Gimmestad (5 min.) **TAB**

**CONSENT AGENDA** (3 min.)

1. Accept unaudited December Financial Statements – Kelly Barber	1	
2. Approval of December summary minutes	2	
3. Approval of February Membership report	3	

**BOARD ORIENTATION**

1. Self-Introduction of Board Members	(20 min.)
2. Board Orientation – Bob Marconi, Ashbaugh Beal	(25 min.)
3. Strategic Planning for 2020 – Dave D’Hondt	(10 min.)

*(12:05 PM – lunch)* (30 min.)

**ORAL REPORTS**

1. Department Presentations / Orientation: AGC BUILD-PAC; Culture of Care; Group Retro; Labor; Membership; Property; Safety	(21 min.; 3 min. ea.)
2. President’s Report	(5 min.)
a. Officers’ actions since last Board Meeting	
b. Western Chapters’ Mtg. recap	
3. Executive Vice President Dave D’Hondt	(5 min.)
a. Legal updates	
b. Board questions / comments	

**INTERACTIVE DISCUSSION / ACTION:**

1. Government Affairs update – Jerry VanderWood	(10 min.)
---	-----------

**OTHER BUSINESS** (4 min.)

1. Announcements:
- |             |  |
|-------------|--|
| <b>2/12</b> | Northern District Quarterly Breakfast Everett, Shawn O’Donnell’s 7:30 AM   |
| <b>2/18</b> | Seattle District Membership Breakfast, Emerald Room, 7 AM                  |
| <b>2/20</b> | Northern District Quarterly Breakfast Bellingham, Bell. Golf Club, 7:30 AM |
| <b>3/4</b>  | Southern District Dinner Meeting, Tacoma Country Club, 5 PM                |
| <b>3/17</b> | Seattle District Membership Breakfast, Emerald Room, 7 AM                  |
| <b>4/8</b>  | Southern District Dinner Meeting, Tacoma Country Club, 5 PM                |
| <b>4/13</b> | Board of Trustees Mtg., AGC East Conference Room, 11 AM – 1:30 PM          |

**1:30 PM – ADJOURN**

**TAB 1**





# AGC 2019 Financial Notes

## Preliminary Report – Current Period – September

Year to Date Period – Jan. 1, 2019 to December 31, 2019

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

As of December 31, 2019, the preliminary Net Operating Income (NOI) equals \$1.183M vs. a year-to-date budget NOI of \$21K creating a favorable year-to-date total budget variance of \$1.162M.

The year-to-date positive revenue variance of \$1.137M combined with the positive expense variance of \$25K produces the total favorable year-to-date budget variance of \$1.162M.

### **Income Variance**

The positive year-to-date revenue variance of \$1.137M (see Consolidated Statement of Operations – YTD Variance column) is from above budget revenue in all revenue categories except for Event Revenue.

### **Expense Variance**

The positive year-to-date expense variance of \$25K is comprised of under budget expenses in primarily all expense categories except Salaries, Consultant Fees, Program / Grant Expense, Insurance/Training and Building Marina Expense.

### **Accounts Receivable**

	Building	Marina	AR Parking	AGCEF	Other AR	Total
November	718	19,723	34,782	6,992	259,080	321,295
December	1,368	21,977	26,405	18,004	173,976	241,730

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

**AGC Building:**

Occupancy rate for office space (floors 3-10) is **96%** as of December 31, 2019.

Occupancy rate for office / retail space (floors 1-2) is **85%** as of December 31, 2019.

AGC of Washington Cash Activity Forecast			
	2019 Total Actual / Forecast	2019 Total Budget	Variance *
Retro Plan Income	3,181,648	2,740,000	441,648 P
Retro Exp Gross	(1,988,326)	(2,090,000)	101,674 P
<b>Net Retro Income</b>	<b>1,193,322</b>	<b>650,000</b>	<b>543,322</b>
<b>REVENUES</b>			
Membership Dues	2,191,854	2,000,000	191,854 P
Program / Grant Revenue	197,208	184,975	12,233 P
Event Revenue	279,694	311,800	(32,106) P
Building / Retail Rent	3,435,814	3,236,501	199,313 P
Other Rent Revenue	1,199,284	1,120,000	79,284 P
Other Revenue / CAM	269,732	166,758	102,974 P
Misc Income	55,287	14,575	40,712 P
<b>Operating Revenue</b>	<b>7,628,873</b>	<b>7,034,610</b>	<b>594,263</b>
<b>TOTAL REVENUE</b>	<b>8,822,195</b>	<b>7,684,610</b>	<b>1,137,585</b>
<b>EXPENSES</b>			
Salaries	2,563,329	2,549,041	(14,288) P
Payroll Burden Taxes & Benefits	707,047	753,849	46,802 P
Auto Expense / Corporate Travel	33,600	36,518	2,918 P
Miscellaneous Meetings	114,851	136,275	21,424 P
Consultant Fees	407,618	192,180	(215,438) P
Office Expense	69,049	85,644	16,595 P
Membership Dues/Donations	237,881	366,775	128,894 P
Rent	63,888	68,105	4,217 P
Technology Expense	78,307	89,506	11,199 P
Phone Exp.	34,615	34,746	131 P
Program / Grant Expense	389,804	373,135	(16,669) P
Membership Promotion	254,703	280,200	25,497 P
Event Exp	356,814	389,950	33,136 P
Insurance / Tax / Training	96,137	94,537	(1,600) P
Building / Marina Expense	1,562,270	1,533,655	(28,615) P
Leasing Comm. Amortization	57,300	58,836	1,536 T
Depreciation	611,665	620,638	8,973 T
<b>TOTAL EXPENSES</b>	<b>7,638,878</b>	<b>7,663,591</b>	<b>24,713</b>
<b>OPERATING INCOME (LOSS)</b>	<b>1,183,317</b>	<b>21,019</b>	<b>1,162,298</b>
<b>NET OPERATING INCOME (LOSS) - FORECAST VS. BUDGET</b>	<b>1,183,317</b>	<b>21,019</b>	<b>1,162,298</b>
<b>Non-Operating Investment Income (Loss)</b>	<b>891,233</b>	<b>8,000</b>	<b>883,233 P</b>
<b>NET INCOME (LOSS)</b>	<b>2,074,550</b>	<b>29,019</b>	<b>2,045,531</b>
<b>Gain/Loss on Disposal of Asset</b>	<b>500</b>	<b>0</b>	<b>500</b>
<b>TOTAL INCOME</b>	<b>2,075,050</b>	<b>29,019</b>	<b>2,046,031</b>
<b>Working Capital</b>			
Net Operating Income	1,183,317	21,019	1,162,298
Amortization	57,300	58,836	(1,536)
Depreciation	601,944	620,638	(18,694)
<b>Available Cash (Working Capital)</b>	<b>1,842,561</b>	<b>700,493</b>	<b>1,142,068</b>
<b>Less:</b>			
Capital Expenditures - Association	54,534	100,000	45,466 P
Capital Expenditures - Seattle Building	886,419	575,000	(311,419) P
Capital Expenditures - Marina	139,548	185,000	45,452 P
Tenant Improvements - Building	326,612	458,190	131,578 P
Lease Commissions	70,638	80,000	9,362 P
<b>Total Deductions</b>	<b>1,477,751</b>	<b>1,398,190</b>	<b>(79,561)</b>
<b>Cash (Working Capital) Variance Favorable (Unfavorable)</b>	<b>364,810</b>	<b>(697,697)</b>	<b>1,062,507</b>

**Associated General Contractors of Washington**  
**Statement of Financial Position**  
**For the Period Ending 12/31/2019**

[INTERNAL REPORT]

	Dec Unaudited	Dec Audited
<b>ASSETS</b>		
<b>Current Assets</b>		
Cash	2,718,284	3,135,931
Building Savings	1,011,646	807,508
Short-Term Investments	329	748
Accounts Receivable	241,730	139,074
Prepaid Expenses	157,875	177,114
Total Current Assets	<u>4,129,865</u>	<u>4,260,375</u>
Group Retrospective Rating Plan Assets	41,983,136	34,205,423
Prepaid Lease Commissions	248,997	183,190
Long Term Investments	6,585,396	4,893,744
<b>Property and Equipment</b>		
Land and Land Improvements	2,480,866	2,441,742
Buildings	15,141,772	14,316,950
Leasehold Improvements	2,067,663	1,725,685
Furniture and Equipment	1,380,795	1,362,053
Automobiles	72,031	43,774
Marina	1,943,115	1,788,390
Total Property Plant and Equipment	<u>23,086,242</u>	<u>21,678,595</u>
Less: Accumulated Depreciation	<u>(12,958,606)</u>	<u>(12,327,259)</u>
Net Property Plant and Equipment	<u>10,127,637</u>	<u>9,351,335</u>
<b>TOTAL ASSETS</b>	<b><u>63,075,030</u></b>	<b><u>52,894,068</u></b>
<b>LIABILITIES &amp; NET ASSETS</b>		
<b>Current Liabilities</b>		
Accounts Payable	1,035,546	1,054,506
Accrued Expenses	65,194	72,841
Deferred Income	1,686,105	1,359,776
Current Portion - LT Debt	-	-
	<u>2,786,845</u>	<u>2,487,123</u>
Group Retrospective Rating Plan Liability	41,983,136	34,205,423
Long Term Debt, Less Current Portion	-	-
Tenant Deposits	270,659	242,182
Total Liabilities	<u>45,040,640</u>	<u>36,934,728</u>
<b>Net Assets</b>		
Unrestricted	12,834,390	10,959,340
Board Designated	5,200,000	5,000,000
<b>TOTAL UNRESTRICTED NET ASSETS</b>	<b><u>18,034,390</u></b>	<b><u>15,959,340</u></b>
<b>TOTAL LIABILITIES AND NET ASSETS</b>	<b><u>63,075,030</u></b>	<b><u>52,894,068</u></b>



**Associated General Contractors of Washington  
Cash Flow Statement  
For the 12 Month(s) ending 12/31/2019**

	<b>Unaudited</b>
<b>Changes in Net Assets</b>	<b>2,075,050</b>
<b>Adjustments to Changes in Net Assets to Cash Provided by Operating Activities</b>	
Depreciation	631,346
(Gain) Loss on Disposal of Property	(500)
(Gain) Loss on Sales of Investments	(141,636)
(Gain) Loss on Investments @ Market	(733,231)
<b>(Increase) / Decrease in accounts:</b>	
Accounts Receivable	(102,656)
Prepaid Expenses and Other Assets	(46,567)
<b>Increase / (Decrease) in accounts:</b>	
Accounts Payable	(7,210)
Accrued Expenses	(19,397)
Tenant Deposits	28,477
Deferred Income	326,329
<b>Net Cash Provided / (Used) by Operating Activities</b>	<b>2,010,005</b>
<b>Cash Flow From Investing Activities:</b>	
Purchase of Long Term Investment	(816,785)
Leasehold Improvements - Seattle Bldg	(341,978)
Capital Improvements on Seattle Bldg	(863,945)
Capital Improvements on Marina	(154,725)
Purchase of property, equipment and automobile	(46,499)
<b>Net Cash Provided / (Used) by Investing Activities</b>	<b>(2,223,933)</b>
<b>Cash Flow from Financing Activities:</b>	
Current Long Term Debt	-
Long Term Debt / Loan Payments	-
<b>Net Cash Provided / (Used) by Financing Activities</b>	<b>-</b>
Net Increase (Decrease) in Cash	(213,927)
Cash, Beginning of Year	3,943,439
Cash Equivalents Beginning of Year	748
Total Cash and Cash Equivalents, Beginning of Year	<b>3,944,187</b>
<b>Cash, End of Period</b>	<b>3,729,931</b>
<b>Cash Equivalents, End of Period</b>	<b>329</b>
<b>Total Cash and Cash Equivalents, End of Period</b>	<b>3,730,260</b>

**Associated General Contractors of Washington**

(INTERNAL REPORT)

**12/31/2019**

**Schedule of Reserve Funds**

	Balance		Reserve Accounts
Operations	1,500,000	Long Term Invst	5,554,478
Plant & Equipment	3,600,000	Short Term Invst	329
Special Projects	100,000		
	<u>5,200,000</u>		<u>5,554,807</u>

**\*\* Statement of Capital Expenditures**

(\*\* Designed for Budget Monitoring Purposes)

		12/31/2019	2019 Approved Budget	Balance Remaining
Parking Lot Improvements	1503-50-000	39,124		(39,124)
Fife Building	1505-85-000	-		-
Office Equipment	1509-10-000	-		-
Computer Hardware/Software	1513-10-000	-	65,000	65,000
Member Services Database	1514-10-036	9,125	35,000	25,875
RTW Curriculum	1515-10-000	-		-
SEA Bldg - Tenant Improvements	1550-50-000	341,978	458,190	116,212
SEA Bldg - Capital Improvements	1551-50-000	824,822	575,000	(249,822)
SEA Bldg - Lease Commissions	1402-50-050	70,638	80,000	9,362
Seattle Marina	1575-75-000	154,725	185,000	30,275
		<u>1,468,670</u>	<u>1,398,190</u>	<u>(70,480)</u>

**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	12/31/2019 Budget	Variance
Seattle District Office	6950-12-000	784	942	158
Southern District Office	6950-14-000	-	-	-
Technology	6950-17-000	20,749	21,929	1,180
Administration	6950-18-000	19,618	19,932	314
Accounting	6950-19-000	710	1,066	355
State Government	6950-30-000	2,400	6,277	3,877
Labor Relations	6950-34-000	772	926	155
Membership	6950-36-000	24,438	24,438	-
Safety	6950-42-000	5,854	11,101	5,248
Northern District	6950-46-000	698	995	296
Central District	6950-48-000	812	1,084	271
Seattle Building	6950-50-000	426,727	429,087	2,360
Seattle Marina	6950-75-000	66,892	70,378	3,487
Fife Building	6950-85-000	31,493	32,483	990
		<u>601,946</u>	<u>620,638</u>	<u>18,692</u>

**Board Contingency Expenses:**

	YTD 12/31/2019 Budget	2019 Approved Board Contingency	Balance Remaining Board Contingency
AGC of America Convention/Board Meeting		8,446	
Prevailing Wage		186,035	
AGC App Development		4,500	
AGC of America Construction Advocacy Fund		100,000	
	<u>298,000</u>	<u>298,982</u>	<u>(982)</u>

**Associated General Contractors of Washington**  
**Unaudited Statement of Activities by Cost Center**  
**For the 12 Month(s) ending 12/31/2019**

**YTD**

	REVENUE			EXPENSES			REVENUE OVER EXPENSES		
	ACTUAL	BUDGET	VAR	ACTUAL	BUDGET	VAR	ACTUAL	BUDGET	VAR
<b>I. Building &amp; Properties:</b>									
a) Seattle Building	3,963,277	3,681,777	281,500	1,995,125	2,011,443	(16,318)	1,968,152	1,670,333	297,818
b) Seattle Marina	889,685	786,420	103,265	567,493	582,359	(14,866)	322,192	204,061	118,131
c) Fife Building	55,063	55,063	0	101,983	105,471	(3,487)	(46,921)	(50,408)	3,487
<b>Total Building &amp; Properties</b>	<b>4,908,024</b>	<b>4,523,260</b>	<b>384,765</b>	<b>2,664,601</b>	<b>2,699,273</b>	<b>(34,672)</b>	<b>2,243,423</b>	<b>1,823,987</b>	<b>419,437</b>
<b>II. Association:</b>									
<b>1. Financial Assets</b>	0	0	0	0	0	0	0	0	0
<b>2. Admin. &amp; Management</b>									
a) Board of Trustees	0	0	0	382,905	375,125	7,779	(382,905)	(375,125)	(7,779)
b) Technology	0	0	0	135,139	144,840	(9,700)	(135,139)	(144,840)	9,700
c) Administration	69,963	24,800	45,163	465,078	470,156	(5,078)	(395,115)	(445,356)	50,241
d) Accounting	10,055	9,675	380	302,254	309,127	(6,872)	(292,199)	(299,452)	7,252
	80,018	34,475	45,543	1,285,376	1,299,248	(13,872)	(1,205,358)	(1,264,773)	59,415
<b>3. Member Services</b>									
a) Communications	32,500	26,400	6,100	189,847	194,916	(5,069)	(157,347)	(168,516)	11,169
b) Meetings & Events	0	0	0	66,993	81,400	(14,407)	(66,993)	(81,400)	14,407
c) Special Events	123,345	165,000	(41,655)	214,187	217,774	(3,586)	(90,842)	(52,774)	(38,069)
d) Member Service	2,195,678	2,004,000	191,678	262,200	273,541	(11,341)	1,933,478	1,730,459	203,019
e) Construction Leadership Council	10,976	10,000	976	124,406	133,148	(8,742)	(113,430)	(123,148)	9,718
	2,362,498	2,205,400	157,098	857,633	900,779	(43,146)	1,504,865	1,304,621	200,244
<b>4. Education &amp; Training Service</b>									
a) Workforce Development	0	0	0	272,528	402,161	(129,633)	(272,528)	(402,161)	129,633
b) Safety	79,500	81,225	(1,725)	543,466	518,223	25,243	(463,966)	(436,998)	(26,968)
c) Group Retro	3,138,147	2,740,000	398,148	1,944,825	2,090,000	(145,174)	1,193,322	650,000	543,322
	3,217,647	2,821,225	396,423	2,760,820	3,010,384	(249,564)	456,828	(189,159)	645,987
<b>5. Government Relations</b>									
a) Government Affairs Council	35,890	28,900	6,990	525,208	540,948	(15,740)	(489,318)	(512,048)	22,729
b) Build-Pac	0	0	0	18,211	19,442	(1,230)	(18,211)	(19,442)	1,230
c) AGC - Federal Facilities	(6)	1,000	(1,006)	8,155	8,447	(292)	(8,161)	(7,447)	(714)
	35,884	29,900	5,984	551,574	568,836	(17,262)	(515,690)	(538,936)	23,245
<b>6. Industry Relations</b>									
a) Labor	0	0	0	529,342	313,729	215,613	(529,342)	(313,729)	(215,613)
b) Open Shop	0	0	0	17,825	20,238	(2,413)	(17,825)	(20,238)	2,413
	0	0	0	547,167	333,967	213,200	(547,167)	(333,967)	(213,200)
<b>7. Districts</b>									
a) Seattle District	72,257	75,250	(2,993)	278,853	315,207	(36,355)	(206,596)	(239,957)	33,362
b) Southern District	67,025	65,450	1,575	339,544	324,728	14,816	(272,519)	(259,278)	(13,241)
c) Northern District	0	0	0	128,715	129,283	(567)	(128,715)	(129,283)	567
d) Central WA District	24,166	19,650	4,516	169,420	171,886	(2,466)	(145,254)	(152,236)	6,982
	163,448	160,350	3,098	916,531	941,104	(24,572)	(753,083)	(780,754)	27,670
<b>Total Association</b>	<b>5,859,495</b>	<b>5,251,350</b>	<b>608,146</b>	<b>6,919,102</b>	<b>7,054,317</b>	<b>(135,215)</b>	<b>(1,059,606)</b>	<b>(1,802,968)</b>	<b>743,361</b>
<b>Total of Assoc. &amp; Prop</b>	<b>10,767,520</b>	<b>9,774,609</b>	<b>992,911</b>	<b>9,583,703</b>	<b>9,753,590</b>	<b>(169,887)</b>	<b>1,183,817</b>	<b>21,019</b>	<b>1,162,798</b>
Non-Operating Income (Loss)	902,119	24,000	878,119	10,886	16,000	(5,115)	891,233	8,000	883,233
<b>Grand Total</b>	<b>11,669,639</b>	<b>9,798,609</b>	<b>1,871,029</b>	<b>9,594,589</b>	<b>9,769,590</b>	<b>(175,002)</b>	<b>2,075,050</b>	<b>29,019</b>	<b>2,046,031</b>

**Associated General Contractors of Washington**  
**Unaudited Statement of Activities by Cost Center**  
**For the Month ending 12/31/2019**

**MTD**

	REVENUE			EXPENSES			REVENUE OVER EXPENSE		
	ACTUAL	BUDGET	VAR	ACTUAL	BUDGET	VAR	ACTUAL	BUDGET	VAR
<b>I. Building &amp; Properties:</b>									
a) Seattle Building	288,496	317,290	(28,794)	141,558	134,547	7,011	146,938	182,743	(35,805)
b) Seattle Marina	73,248	67,020	6,228	64,789	67,249	(2,460)	8,459	(229)	8,688
c) Fife Building	4,691	4,691	0	7,670	7,231	439	(2,979)	(2,540)	(439)
<b>Total Building &amp; Properties</b>	<b>366,435</b>	<b>389,001</b>	<b>(22,566)</b>	<b>214,017</b>	<b>209,027</b>	<b>4,990</b>	<b>152,418</b>	<b>179,975</b>	<b>(27,557)</b>
<b>II. Association:</b>									
<b>1. Financial Assets</b>	0	0	0	0	0	0	0	0	0
<b>2. Admin. &amp; Management</b>									
a) Board of Trustees	0	0	0	12,087	29,705	(17,617)	(12,087)	(29,705)	17,617
b) Technology	0	0	0	12,827	13,485	(658)	(12,827)	(13,485)	658
c) Administration	0	200	(200)	83,319	58,751	24,568	(83,319)	(58,551)	(24,768)
d) Accounting	0	0	0	46,580	32,056	14,524	(46,580)	(32,056)	(14,524)
	0	200	(200)	154,814	133,996	20,817	(154,814)	(133,796)	(21,017)
<b>3. Member Services</b>									
a) Communications	0	2,200	(2,200)	24,423	22,714	1,709	(24,423)	(20,514)	(3,909)
b) Meetings & Events	0	0	0	4,214	2,750	1,464	(4,214)	(2,750)	(1,464)
c) Special Events	0	0	0	7,213	5,928	1,285	(7,213)	(5,928)	(1,285)
d) Member Service	0	0	0	64,478	61,075	3,403	(64,478)	(61,075)	(3,403)
e) Construction Leadership Council	0	800	(800)	7,443	5,730	1,713	(7,443)	(4,930)	(2,513)
	0	3,000	(3,000)	107,771	98,197	9,574	(107,771)	(95,197)	(12,574)
<b>4. Education &amp; Training Service</b>									
a) Workforce Development	0	0	0	(3,294)	42,783	(46,077)	3,294	(42,783)	46,077
b) Safety	0	2,310	(2,310)	74,045	65,344	8,702	(74,045)	(63,034)	(11,012)
c) Group Retro	134,806	157,083	(22,278)	134,806	157,083	(22,278)	0	0	0
	134,806	159,393	(24,588)	205,557	265,210	(59,653)	(70,752)	(105,817)	35,065
<b>5. Government Relations</b>									
a) Government Affairs Council	0	0	0	68,136	59,410	8,727	(68,136)	(59,410)	(8,727)
b) Build-Pac	0	0	0	1,761	1,748	14	(1,761)	(1,748)	(14)
c) AGC - Federal Facilities	0	0	0	614	599	14	(614)	(599)	(14)
	0	0	0	70,511	61,757	8,754	(70,511)	(61,757)	(8,754)
<b>6. Industry Relations</b>									
a) Labor	0	0	0	84,635	26,375	58,261	(84,635)	(26,375)	(58,261)
b) Open Shop	0	0	0	1,960	2,140	(180)	(1,960)	(2,140)	180
	0	0	0	86,596	28,515	58,081	(86,596)	(28,515)	(58,081)
<b>7. Districts</b>									
a) Seattle District	525	0	525	32,273	37,825	(5,552)	(31,748)	(37,825)	6,077
b) Southern District	0	0	0	46,500	38,505	7,995	(46,500)	(38,505)	(7,995)
c) Northern District	0	0	0	17,422	15,014	2,407	(17,422)	(15,014)	(2,407)
d) Central WA District	0	0	0	20,527	18,791	1,736	(20,527)	(18,791)	(1,736)
	525	0	525	116,722	110,135	6,587	(116,197)	(110,135)	(6,062)
<b>Total Association</b>	<b>135,331</b>	<b>162,593</b>	<b>(27,263)</b>	<b>741,971</b>	<b>697,810</b>	<b>44,161</b>	<b>(606,640)</b>	<b>(535,217)</b>	<b>(71,423)</b>
<b>Total of Assoc. &amp; Prop</b>	<b>501,765</b>	<b>551,595</b>	<b>(49,829)</b>	<b>955,988</b>	<b>906,837</b>	<b>49,151</b>	<b>(454,222)</b>	<b>(355,242)</b>	<b>(98,980)</b>
Non-Operating Income (Loss)	130,905	2,000	128,905	0	0	0	130,905	2,000	128,905
<b>Grand Total</b>	<b>632,671</b>	<b>553,595</b>	<b>79,076</b>	<b>955,988</b>	<b>906,837</b>	<b>49,151</b>	<b>(323,317)</b>	<b>(353,242)</b>	<b>29,925</b>

**Associated General Contractors of Washington**  
**Statement of Operations**  
**CONSOLIDATED**  
**For the 12 Month(s) ending 12/31/2019**

	<b>DEC ACTUAL</b>	<b>DEC BUDGET</b>	<b>YTD ACTUAL</b>	<b>YTD BUDGET</b>	<b>YTD Variance</b>	<b>Annual BUDGET</b>	<b>Budget Remaining</b>
Retro Plan Income	134,806	157,083	3,138,147	2,740,000	398,148	2,740,000	(398,148)
Retro Exp Gross	(134,806)	(157,083)	(1,944,825)	(2,090,000)	145,174	(2,090,000)	(145,174)
Net Retro Income	0	0	1,193,322	650,000	543,322	650,000	(543,322)
Membership Dues	0	0	2,191,855	2,000,000	191,855	2,000,000	(191,855)
Program / Grant Revenue	525	4,700	197,208	184,975	12,233	184,975	(12,233)
Event Revenue	0	800	279,694	311,800	(32,106)	311,800	32,106
Building / Retail Rent	255,319	282,105	3,435,819	3,236,501	199,317	3,236,501	(199,317)
Other Rent Revenue	92,641	93,000	1,199,283	1,120,000	79,283	1,120,000	(79,283)
Other Revenue / CAM	18,474	13,897	269,733	166,758	102,975	166,758	(102,975)
Misc Income	(500)	10	55,281	14,575	40,706	14,575	(40,706)
<b>Total Revenue</b>	<b>366,460</b>	<b>394,511</b>	<b>8,822,194</b>	<b>7,684,610</b>	<b>1,137,585</b>	<b>7,684,610</b>	<b>(1,137,585)</b>
Salaries	395,811	368,990	2,563,328	2,549,041	14,287	2,549,041	(14,287)
Payroll Burden Taxes and Benefits	62,067	62,821	707,045	753,849	(46,805)	753,849	46,805
Auto Expense / Corporate Travel	4,137	2,536	33,624	36,518	(2,894)	36,518	2,894
Miscellaneous Meetings	5,940	4,711	118,084	136,275	(18,191)	136,275	18,191
Consultant Fees	58,316	3,032	407,617	192,180	215,437	192,180	(215,437)
Office Expense	9,133	9,447	69,512	85,644	(16,132)	85,644	16,132
Membership Dues/Donations	13,042	28,908	237,942	366,775	(128,833)	366,775	128,833
Rent	5,435	5,623	64,519	68,105	(3,586)	68,105	3,586
Technology Expense	4,780	7,626	78,386	89,506	(11,120)	89,506	11,120
Phone Expense	4,148	2,861	34,846	34,746	100	34,746	(100)
Program/Grant Expense	14,189	29,775	390,648	373,135	17,513	373,135	(17,513)
Membership Promotion	64,893	70,937	255,524	280,200	(24,676)	280,200	24,676
Event Expense	1,807	500	360,108	389,950	(29,842)	389,950	29,842
Insurance/Tax/Training	11,421	4,978	96,181	94,537	1,643	94,537	(1,643)
Building / Marina Expense	111,126	90,386	1,562,271	1,533,655	28,616	1,533,655	(28,616)
Leasing Comm. Amort.	4,775	4,903	57,296	58,836	(1,540)	58,836	1,540
Depreciation	50,162	51,720	601,946	620,638	(18,692)	620,638	18,692
<b>Total Expenses</b>	<b>821,182</b>	<b>749,754</b>	<b>7,638,878</b>	<b>7,663,591</b>	<b>(24,713)</b>	<b>7,663,591</b>	<b>24,713</b>
<b>Net Operating Income (Loss)</b>	<b>(454,722)</b>	<b>(355,242)</b>	<b>1,183,317</b>	<b>21,019</b>	<b>1,162,298</b>	<b>21,019</b>	<b>(1,162,298)</b>
LT Inv - Dividends/Interest	67,360	2,000	168,910	24,000	144,910	24,000	(144,910)
LT Inv - Net Gain (Loss)	63,545	0	733,209	0	733,209	0	(733,209)
Investment Consultant Fee	0	0	(10,886)	(16,000)	5,115	(16,000)	(5,115)
<b>Non-Operating Income (Loss)</b>	<b>130,905</b>	<b>2,000</b>	<b>891,233</b>	<b>8,000</b>	<b>883,233</b>	<b>8,000</b>	<b>(883,233)</b>
Gain / Loss on Disposal of Asset	500	0	500	0	500	0	(500)
<b>Grand Total</b>	<b>(323,317)</b>	<b>(353,242)</b>	<b>2,075,050</b>	<b>29,019</b>	<b>2,046,031</b>	<b>29,019</b>	<b>(2,046,031)</b>

TAB 2



**SUMMARY MINUTES  
AGC OF WASHINGTON  
BOARD OF TRUSTEES Meeting  
Broadmoor Golf Club  
December 9th, 2019**

**BOARD MEMBERS PRESENT**

Paul Mayo Flatiron West, Inc.  
John Belarde Belarde Company, Inc.  
Tanya Davis Western Ranch  
Curt Gimmetad Absher Construction Company  
Patrick McQueen Lease Crutcher Lewis WA LLC  
Ross Pouley RAP Consulting, LLC  
Dawn Stephens Charter Construction, Inc.  
Grace Pizzey Holaday-Parks  
Lindsay Watkins Ahlers, Cressman & Sleight PLLC  
JB Gibson Clise Properties  
Chris Lang Fisher Construction Group  
Frank Imhoff IMCO General Construction  
Matt Osborne Osborne Construction Company

Jeff Tiegs Lincoln Construction, Inc

**BOARD MEMBERS ABSENT**

Krissy Corrigan McKinstry Co.  
Sean Hilt Turner Construction Company  
Bryan Kelley Howard S. Wright, a Balfour Beatty co.

**STAFF/GUESTS PRESENT**

David D'Hondt AGC of Washington  
Jerry Vanderwood AGC of Washington  
Sonja Forster AGC of Washington

**CALL TO ORDER**

President Paul Mayo called the meeting to order at 3:30 pm

**CONSENT AGENDA**

***Action: It was moved, seconded, and carried to approve / accept the consent agenda items as presented:***

1. Accept October Financial Statements
  2. Approval of November summary minutes
  3. Approval of December Membership report
  4. Accept Central, Northern, Seattle, and Southern district written reports
- 

**MEMORANDUM**

**Date:** December 9, 2019  
**To:** AGC Board of Trustees  
**From:** Stacy Mullane, Chapter Events & Membership Director  
**Re:** **Membership Report**

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The following candidates have been screened and meet the proper classification requirements:

**NEW MEMBERS**

**ASSOCIATE**

**Northern District**

Fit for Work  
Andrew Blackmon  
8132 – 80<sup>th</sup> St. NE, Marysville, WA 98115  
Phone: 360.504.6882  
Email: andrewblackmon@wellworkforce.com

Specialty: Fit for Work is an Injury Prevention firm that partners with large companies to deliver a %50 reduction in injuries so they can focus on their business. Fit for Work also has scale-able subscriptions for safety compliance and ergonomics for smaller sized companies. For over 20 years, our diverse team of Athletic Trainers, Occupational Therapists, Physical Therapists, Certified Professional Ergonomists, Certified Safety Professionals and Industrial Engineers have been servicing 200 individual clients in over 725 locations across 44 states and Canada in every conceivable industry.  
Reason for Joining: Networking

#### FuelCare

Jill Cunningham  
6308 – 212<sup>th</sup> St. SW, Lynnwood, WA 98036  
Phone: 206.527.5883  
Email: jill@fuelcareusa.com

Specialty: For over 20 years, FuelCare has been the leader in the water removal, cleaning and polishing of industrial fuel tanks for fleets, emergency generators and fuel trucks. We provide comprehensive photo-documented reports and fuel evaluations for each job and fuel site. We provide preventative maintenance and on-site emergency services.

Reason for Joining: recruited by member, Cara Buckingham of Birch Equipment

#### Seattle District

D.P. Nicoli, Inc.  
Drew Woodruff  
3700 – 6<sup>th</sup> Ave. S, Seattle, WA 98134  
Phone: no phone number provided  
Email: dwoodruff@dpnicoli.com

Specialty: Rental firm. Trench shoring, steel plate, slide rail, and piling supplier. 10 locations throughout WA, OR, and CA.

Reason for Joining: Networking

#### Wrench Inc

Zach Jacobsen  
1929 – 3<sup>rd</sup> Ave., Ste. 201, Seattle, WA 98101  
Phone: 844.997.3624  
Email: zjacobsen@wrench.com

Specialty: Onsite vehicle maintenance and online fleet management.

Reason for Joining:

#### Southern District

Benchmark Recycling Inc.  
Rochelle Dahl  
3024 S Mullen, Ste. E, Tacoma, WA 98409  
Phone: 253.565.1565  
Email: accounting@benchmarkrecycling.com

Specialty: Drop box and site clean services.

Reason for Joining: AGC Health Plan

#### GENERAL CONTRACTORS

##### Seattle District

Flatiron West – The Lane Construction Corporation, A Joint Venture  
David Horn  
1400 Talbot Rd. S, Ste. 500, Renton, WA 98055  
Phone: 425.420.9900  
Email: dhorn@flatironcorp.com



Specialty: Flatiron West, Inc. and The Lane Construction Corporation have partnered together to execute the Washington State Department of Transportation I-405, Renton to Bellevue Widening and Express Toll Lanes project. Our team was deliberately assembled to help WSDOT minimize impacts to the public, collaborate with stakeholders, ensure a smooth toll system rollout, and be highly effective at project start-up, closeout, and quality management. The Flatiron Lane JV has combined the most relevant WSDOT experience with excess local and national design and construction capacity to provide the best team to successfully deliver the I-405 RTB project in the busy Seattle construction market.

Reason for Joining:

## **SPECIALTY CONTRACTORS**

### **Northern District**

Precision Concrete

Spencer Thompson

2118 Riverside Dr., Ste. 104, Mount Vernon, WA 98273

Phone: 206.294.4981

Email: [sthompson@precisionconcretellc.net](mailto:sthompson@precisionconcretellc.net)

Specialty: Specialty concrete contractor offering turnkey concrete packages, concrete finishing and site concrete packages, shotcrete, horizontal and vertical formwork.

Reason for Joining: Union Resources

### **Seattle District**

Icon Specialty Construction

Donna Oved

2819 – 110<sup>th</sup> Ave. SE, Bellevue, WA 98004

Phone: 425.647.8680

Email: [doved@iconspecialtynw.com](mailto:doved@iconspecialtynw.com)

Specialty: Icon Specialty Construction is an architectural specialties subcontractor with over 40 years of experience in expansion joint/control, wall protection, signage, louvers, and more.

Reason for Joining: SBE/DBE Resources

PBS Supply Co., Inc.

Mark Strecker

7013 South 216<sup>th</sup> St., Kent, WA 98032

Phone: 253.395.5550

Email: [mark@pbssupply.com](mailto:mark@pbssupply.com)

Specialty: Manufacturer, distributor, and installer of Division 9 acoustical, tackable, and writable wall finishes as well as Division 10 building specialty products.

Reason for Joining: started as 3 individual Young Constructor memberships – saw value in the company joining

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## **ORAL REPORTS**

1. AGC investment update by Sean Hintz, UBS Financial Services  
***Sean reported unusually good returns***
2. CLC Update – **Brad Neudorfer will be the CLC Board Rep for 2020**
3. President's Report – Paul Mayo
  - a. Recognition of outgoing Board members:
    - Frank Imhof, Immediate Past President
    - John Belarde, Trustee
  - b. Officers Actions Since the last meeting - **none**
4. Executive Vice President David D'Hondt
  - a. Legal updates **Update's on the 2 legal matters were given**

- b. AGC of America Update
- c. Questions / comments for staff / officers?

**INTERACTIVE DISCUSSION/ACTION**

- 1. Proposed 2020 Operating & Capital Budget (**approved**) – Dave D’Hondt
- 2. Proposed 2020 Legislative Priorities (**approved**) – Jerry Vanderwood,  
Ross Pouley
- 3. 2020 Legislative Outlook – Jerry Vanderwood  
**Jerry reviewed potential legislation for next year**

**OTHER BUSINESS**

- 1. Announcements:
  - 12/9 Seattle District Holiday Open House, 5-8 PM, Broadmoor Golf Club
  - 1/24/20 AGC of Washington Annual Convention, Bellevue Hyatt Regency
  - 2/10/20 Board of Trustees, 11 AM – 1:30 PM, AGC Conference Center

**Adjournment was at 5:00 pm**

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Grace Pizzey, Secretary/Treasurer Date

TAB 3



## 2020 Net Member Comparison Report

	Dec-19	January	February*	March	April	May	June	July	August	September	October	November	December	Gain/Loss YTD	% from Dec #'s
<b>Northern District</b>															
Net Generals	30	30	30											0	100.0%
Net Specialty	53	53	54											1	101.9%
Net Assoc	30	30	32											2	106.7%
<b>TOTAL</b>	<b>113</b>	<b>113</b>	<b>116</b>											<b>3</b>	<b>102.7%</b>
<b>Southern District</b>															
Net Generals	45	45	46											1	102.2%
Net Specialty	67	67	70											3	104.5%
Net Assoc	61	61	68											7	111.5%
<b>TOTAL</b>	<b>173</b>	<b>173</b>	<b>184</b>											<b>11</b>	<b>106.4%</b>
<b>Central District</b>															
Net Generals	23	23	23											0	100.0%
Net Specialty	25	25	24											-1	96.0%
Net Assoc	7	7	6											-1	85.7%
<b>TOTAL</b>	<b>55</b>	<b>55</b>	<b>53</b>											<b>-2</b>	<b>96.4%</b>
<b>Seattle District</b>															
Net Generals	90	90	94											4	104.4%
Net Specialty	81	81	87											6	107.4%
Net Assoc	128	128	136											8	106.3%
<b>TOTAL</b>	<b>299</b>	<b>299</b>	<b>317</b>											<b>18</b>	<b>106.0%</b>
<b>All Districts</b>															
Net Generals	188	188	193											5	102.7%
Net Specialty	226	226	235											9	104.0%
Net Assoc	226	226	242											16	107.1%
<b>TOTAL</b>	<b>640</b>	<b>640</b>	<b>670</b>											<b>30</b>	<b>104.7%</b>
Net Educational Assoc.	0	0	0											0	100.0%
Net Young Constructor	12	12	12											0	100.0%
<b>TOTAL MEMBERS</b>	<b>652</b>	<b>652</b>	<b>682</b>											<b>30</b>	<b>104.6%</b>

\*February's numbers are dependant on approval of the membership report on February 10th by the AGC Board of Trustees.

## MEMORANDUM

**Date:** February 10, 2020  
**To:** AGC Board of Trustees  
**From:** Stacy Mullane, Chapter Events & Membership Director  
**Re:** **Membership Report**

---

The following candidates have been screened and meet the proper classification requirements:

### **NEW MEMBERS**

#### **ASSOCIATE**

##### **Northern District**

Leverage Benefits Consulting  
Nick Wallace  
2020 Maltby Rd., Ste. 7, PMB 120, Bothell, WA 98021  
Phone: 360.305.6568  
Email: [nick@leveragebenefits.com](mailto:nick@leveragebenefits.com)  
Specialty: We provide support and services for businesses and their employees.  
Reason for Joining: Networking

##### **McCarthy Solutions Group**

Kevin McCarthy  
851 Coho Way, Ste. 312, Bellingham, WA 98225  
Phone: 425.780.3439  
Email: [kevin.mccarthy@mcprx.com](mailto:kevin.mccarthy@mcprx.com)  
Specialty: Designed to provide general contract administration process & strategy for contractors seeking supplemental early-contract phase assistance on newly awarded high-risk contracts.  
Reason for Joining: Formerly affiliated with AGC through a GC member company

##### **Seattle District**

Capital One Commercial Card  
Tom Craven  
400 Bellevue Way NE, Bellevue, WA 98004  
Phone: 859.221.5549  
Email: [thomas.craven@capitalone.com](mailto:thomas.craven@capitalone.com)  
Specialty: Capital One offers commercial payment solutions that create efficiencies within your accounts payable processes, while returning industry leading rebates back to your business.  
Reason for Joining: Networking

##### **CivilTech Engineering Inc.**

Jill Pan  
400 – 112<sup>th</sup> Ave. NE, Ste. 120, Bellevue, WA 98004  
Phone: 425.453.6488  
Email: [j.pan@civilttechengineering.com](mailto:j.pan@civilttechengineering.com)  
Specialty: Structural engineering consulting and shoring design.  
Reason for Joining: AGC Health Plan

##### **Datum Tech Solutions**

Bob Rice  
12730 – 28<sup>th</sup> Ave. NE, Seattle, WA 98125  
Phone: 888.232.8664  
Email: [bob@datumtechsolutions.com](mailto:bob@datumtechsolutions.com)  
Specialty: Datum Tech Solutions' experts specialize in using sensors for collecting and combining data to create accurate digital representations (a digital twin) of the built environment. Product sales, support, and training are central to Datum Tech's BIM expertise.  
Reason for Joining: affiliated with AGC through an Associate member company

##### **Jimale Technical Services, LLC**

Tanya Jimale  
2505 – 3<sup>rd</sup> Ave., Ste. 300A, Seattle, WA 98121  
Phone: 206.861.8000  
Email: [jimalet@jts-seattle.com](mailto:jimalet@jts-seattle.com)  
Specialty: Our job is to make sure that your project remains complaint with minimal risk, from conception to completion.  
Reason for Joining: AGC's partnership with the Minority Business Development Agency - Tacoma Business Center

Song Consulting, LLC  
Young-Sang Song  
19414 SE 209<sup>th</sup> Pl., Renton, WA 98058  
Phone: 206.503.1619  
Email: y.song@songconsultingllc.com  
Specialty: Construction management consulting services. Includes: strategic planning; highway, road, street, and bridge construction management; productivity improvement; and transportation management.  
Reason for Joining: AGC's partnership with the Minority Business Development Agency - Tacoma Business Center

Unico Properties LLC  
Kelli Nikel  
1215 Fourth Ave., Ste. 600, Seattle, WA 98146  
Phone: 206.628.5098  
Email: kellin@unicoprop.com  
Specialty: Real estate investment, operating, and development company.  
Reason for Joining: Workers' Compensation Group Retro Program

Yates Consulting  
Henry Yates  
4034 Cascadia Ave. S, Seattle, WA 98118  
Phone: 206.669.2084  
Email: henry.yates@comcast.net  
Specialty: A small consulting firm specializing in assisting government agencies and private entities in diversity and inclusion (inclusion plan development, outreach, monitoring, etc.), communications and government affairs.  
Reason for Joining: disadvantaged business opportunities

#### **Southern District**

Art Anderson Associates, Inc.  
Melissa Anderson  
830 Pacific Ave., Bremerton, WA 98337  
Phone: 360.479.5600  
Email: manderson@artanderson.com  
Specialty: A/E firm offering multidisciplinary engineering services including naval architecture and construction management.  
Reason for Joining: AGC Health Plan

EnCon Washington  
Mark Helseth  
5415 – 189<sup>th</sup> St. E, Puyallup, WA 98375  
Phone: 303.298.1900  
Email: mhelseth@enconunited.com  
Specialty: Precast prestressed concrete products - beams, columns, wall panels, slabs, specialty members and DOT barriers, soundwalls and retaining walls.  
Reason for Joining: membership lapsed in 2018, returning member

Image 360  
Rose Mednick  
3838 S Warner St., Tacoma, WA 98409  
Phone: 253.475.7446  
Email: rose@image360tacomacentral.com  
Specialty: professional graphics and signage solutions  
Reason for Joining: AGC's partnership with the Minority Business Development Agency - Tacoma Business Center

JD Fulwiler & Company Insurance  
Autumn Schwerdfager  
5727 SW Macadam Ave., Portland, OR 97239  
Phone: 503.977.5704  
Email: aschwerdfager@jdfulwiler.com  
Specialty: A full service independent insurance agency with offices in Oregon and Washington.  
Reason for Joining: Replaced Willis Towers Watson as AGC Health Plan Administrator

Middle of Six, Marketing Consultants  
Kyle Davis  
706 Court A, Tacoma, WA 98402  
Phone: 206.214.7623  
Email: kyle@middleofsix.com  
Specialty: Middle of Six are a team of strategically focused marketing professionals with keen insights into the construction, architecture, and engineering industries.  
Reason for Joining: disadvantaged business opportunities

Orca Design Group  
Jill Neumeister  
3417 Harborview Dr., Ste. 101A, Gig Harbor, WA 98332  
Phone: 253.405.6300

Email: [jill@orcadesigngroup.com](mailto:jill@orcadesigngroup.com)

Specialty: We build strong brands. Brands that connect and content that target audiences need to find – and want to use. We leverage mission-critical messaging with captivating visuals, practical usability and robust functionality.

Reason for Joining: AGC's partnership with the Minority Business Development Agency - Tacoma Business Center

## **GENERAL CONTRACTORS**

### **Seattle District**

Ahora Construction LLC

Jimmy Matta

501 SW 136<sup>th</sup> St., Burien, WA 98166

Phone: 206.453.5045

Email: [jmatta@ahoraconstruction.com](mailto:jmatta@ahoraconstruction.com)

Specialty: Union Contractor

Reason for Joining: AGC's partnership with the Minority Business Development Agency - Tacoma Business Center

Onni Contracting Inc.

Luiz Martinez

1001 John St., Seattle, WA 98109

Phone: 253.237.1588

Email: [lmartinez@onni.com](mailto:lmartinez@onni.com)

Specialty: Residential/Retail/Commercial high-rise general contractor in Washington State for our parent company Onni Group, based out of Vancouver, BC, Canada.

Reason for Joining: Project in WA State starting in 2020

Paulsen Construction, Inc.

Karen Paulsen

455 Rainier Blvd. N, Ste. 150, Issaquah, WA 98027

Phone: 425.455.5256

Email: [karen@paulsenconstructioninc.com](mailto:karen@paulsenconstructioninc.com)

Specialty: General contractor; primarily residential.

Reason for Joining: AGC Health Plan

The Lane Construction Corporation

Dennis Bahls

90 Fieldstone Court, Cheshire, CT 06410

Phone: 203.235.3351

Email: [dpbahls@laneconstruction.com](mailto:dpbahls@laneconstruction.com)

Specialty: One of America's leading construction companies, specializing in large, complex civil infrastructure.

Reason for Joining: Member of 3 other Chapters, JV – Flatiron/Lane Corp – joined as Constructor

### **Southern District**

Doug Jennings Construction, Inc.

Douglas Jennings

19941 Nilson Lane NW, Poulsbo, WA 98370

Phone: 360.509.2100

Email: [jenningsd@comcast.net](mailto:jenningsd@comcast.net)

Specialty: Builder of custom homes, remodeling, handyman services.

Reason for Joining: AGC Health Plan

## **SPECIALTY CONTRACTORS**

### **Northern District**

Merit Electric, Inc.

Ashley Griewe

12201 Cyrus Way, Ste. 107, Mukilteo, WA 98275

Phone: 425.315.4480

Email: [ashley@meritei.com](mailto:ashley@meritei.com)

Specialty: Electrical contractor.

Reason for Joining: AGC Health Plan

**Seattle District**

AAA FIRE PROTECTION INC

Jennifer Evango

3013 – 3<sup>rd</sup> Ave. N, Seattle, WA 98109

Phone: 206.284.1721

Email: jennifer@aaafire.com

Specialty: Fire safety sales and service.

Reason for Joining: AGC Health Plan

Catalyst Workplace Activation

Spencer Noble

10848 E Marginal Way, Seattle, WA 98168

Phone: 206.762.8818

Email: snoble@catalystactivation.com

Specialty: We are a locally owned commercial furniture company that creates and maintains workplaces. From design, to installation we offer a full service when it comes to constructing the workplace environment

Reason for Joining: Marketing

CETS LLC

Chelo Werner

1441 N Northlake Way, Ste. 211, Seattle, WA 98103

Phone: 206.588.1239

Email: cwerner@cets-llc.com

Specialty: Industrial Electrical Contracting firm specializing in Control, Instrumentation and Power Generation, paying close attention to detail and professionalism.

Reason for Joining: AGC's partnership with the Minority Business Development Agency - Tacoma Business Center

Ergosynch Engineering LLC

Sherry Harris

506 – 2<sup>nd</sup> Ave., #1400, Seattle, WA 98104

Phone: 253.256.2639

Email: sherry.harris@ergosynch.com

Specialty: An electrical and systems engineering design firm specializing in communications systems.

Reason for Joining: AGC's partnership with the Minority Business Development Agency - Tacoma Business Center

McDowell NW Pile King, Inc.

John McDowell

18905 – 84<sup>th</sup> Ave., S, Kent, WA 98032

Phone: 425.251.8535

Email: johnm@pileking.com

Specialty: McDowell NW Pile King is a privately owned piling subcontractor installing foundation piling and shoring walls.

Reason for Joining: Workers' Compensation Group Retro Program

The Vida Agency

Amalia Martino

1411 – 4<sup>th</sup> Ave., 10<sup>th</sup> Floor, Seattle, WA 98101

Phone: 206.850.5704

Email: amalia@thevidaagency.com

Specialty: Marketing and communications agency.

Reason for Joining: AGC's partnership with the Minority Business Development Agency - Tacoma Business Center

Wildrose Mechanical

Sandra Ehrhart

670 Mt. Logan Dr. SW, Issaquah, WA 98027

Phone: 425.319.7301

Email: wildrose.mechanical.llc@gmail.com

Specialty: Plumbing

Reason for Joining: AGC Health Plan**Southern District**

Northwest Traffic Inc.

Mark Amer

622 West Valley Highway E, Edgewood, WA 98372

Phone: 253.862.4102

Email: mark@nwtraffic.net

Specialty: We provide pavement markings, extruded concrete curb, signage and sealcoat on various project throughout Western Washington.

Reason for Joining: AGC Health Plan



Puget Sound Surveying, Inc.  
Catherine Cloran  
5124 N. Seaview St., Tacoma, WA 98407  
Phone: 253.328.8686  
Email: pugetsoundsurveying@gmail.com  
Specialty: Surveying and mapping  
Reason for Joining: AGC's partnership with the Minority Business Development Agency - Tacoma Business Center

Ware Enterprises Inc. DBA Five Star Mechanical  
John Ware  
7509 Grange St. W, Lakewood, WA 98499  
Phone: 253.852.8284  
Email: johnw@fivestarmech.com  
Specialty: HVAC installation and service.  
Reason for Joining: AGC Health Plan

West Sound Plumbing Service  
Austin Seeley  
3938 Sawdust Hill Rd., Poulsbo, WA 98370  
Phone: 360.697.9900  
Email: austin@westsoundplumbing.com  
Specialty: Plumbing Contractor providing residential and commercial service and remodel work.  
Reason for Joining: AGC Health Plan

### **COMPANIES NOT RENEWING MEMBERSHIP**

#### **Associate**

ShirAul – central – purchased by another company

#### **Specialty Contractor**

Bruce Mechanical – central – moved membership to Inland NW AGC