

2017 RETROSPECT



The #1 trusted and respected source for housing.



**MASTER BUILDERS
ASSOCIATION**
of King and Snohomish Counties



ELEVATING OUR INFLUENCE

LETTER FROM LEADERSHIP

As the number one trusted and respected source for housing, Master Builders Association of King and Snohomish Counties (MBAKS) remained on the front lines of critical housing and affordability issues facing our growing region in 2017.

Thank you to our members for your continued commitment to the association. Due to the efforts of many, we continued to advance key association initiatives and proudly maintained the legacy of our 108-year old organization.

The Board of Directors' 2017 vision was to elevate our influence through an enhanced advocacy plan within our two-county area, and throughout the state. Led by the MBAKS advocacy team, we produced important results, including priority legislation relating to buildable lands, administrative approval involving final plats, and numerous policy changes at the local level.

We continued to support others through philanthropic outreach efforts like Rampathon and Painting a Better Tomorrow. Our sustainability efforts driven by the Built Green program continued to provide excellent results, which were validated in a groundbreaking study completed with information from Seattle City Light. Internally, the association surpassed the 2,900-member mark and celebrated an 87.5 percent retention rate thanks to a dedicated effort from membership.

Once again, MBAKS received an unmodified "clean" opinion regarding the association's audited financial statements. Thanks to the Board of Directors and executive and finance committees for their attention to prudent business and fiscal guidance. And special recognition to the staff for their financial stewardship, effective management of strategic priorities, membership value involving events, and importantly for overseeing the GRIP and Health Trust programs for our members.

While we are pleased with our 2017 accomplishments, significant challenges lie ahead. Working with other reputable parties, it will require MBAKS leadership and involvement at the table to achieve progress on a range of issues facing the housing industry, and, importantly, our members.

Thank you for being an MBAKS member and for your continued support!



JIM LANGUS
INTERIM EXECUTIVE DIRECTOR | MBAKS

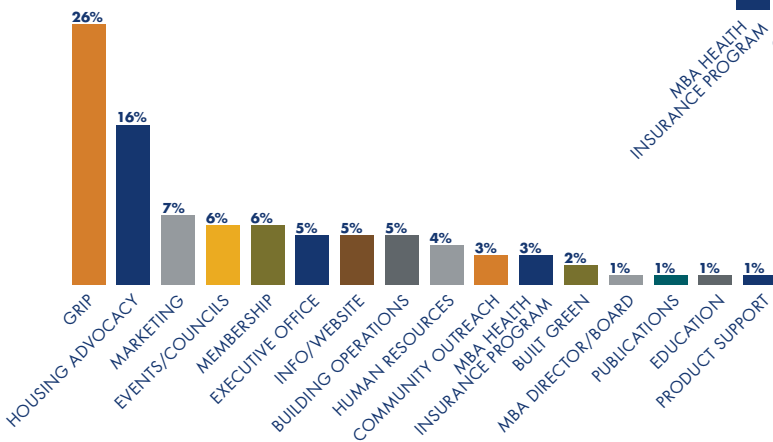


MIKE WALSH
2017 PRESIDENT | MBAKS

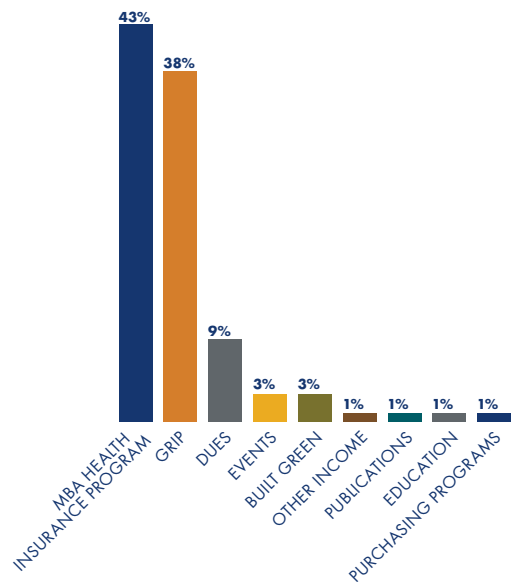


FINANCIAL STEWARDSHIP

2017 Expenses BY CATEGORY



2017 Revenue BY SOURCE



"MBAKS finance department continues to demonstrate exceptional stewardship of the association's resources through application of best practices, cost containment and transparent relevant financial reporting to stakeholders"



6% increase in Health Trust Participants generating
\$4.5M in revenue to the association

\$10.3M in revenue, 4% over budget and
8% higher than 2016

\$12.4M in L&I premium dollars returned to members
through the GRIP program—an **82% increase over 2016**

Received an **unmodified “clean” opinion** from
independent auditors within 60 days of year end

INDUSTRY IMAGE



"The programs and product teams completed an outstanding year featuring a series of high-level accomplishments, including a new high of total stewardship volunteers that amplified the visibility and success of the association."

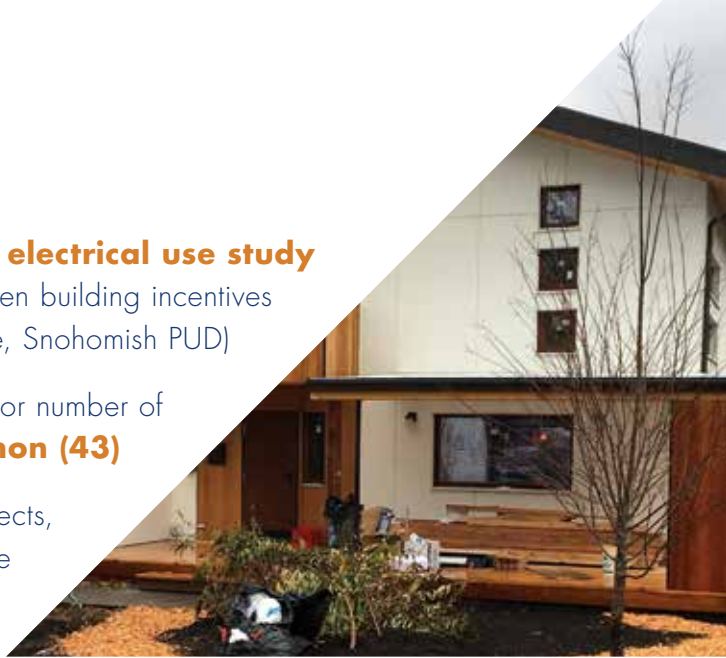
AARON ADELSTEIN DIRECTOR OF PROGRAMS & PRODUCTS | MBAKS



Released a **groundbreaking residential electrical use study** and established four new green building incentives (Bellevue, BPA, Shoreline, Snohomish PUD)

Beat our previous record for number of ramps built during **Rampathon (43)**

Built Green certified a total of 836 projects, including one **Emerald Star home**—the second ever in the city of Seattle



HOUSING ADVOCACY



"MBAKS's advocacy efforts resulted in significant wins that advanced our agenda for housing while continuing to build for the future with the introduction of our 10-Point Plan for Housing Attainability."

MIKE PATTISON SNOHOMISH COUNTY MANAGER | MBAKS

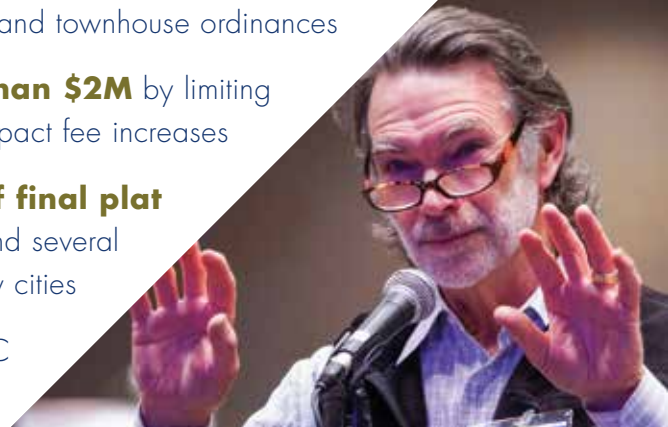
Enacted **new fee simple** unit lot subdivision and townhouse ordinances

Saved members more than \$2M by limiting certain impact fee increases

Enacted administrative **approval of final plat ordinances** in Snohomish County and several King & Snohomish County cities

Initiated Affordable Housing Council PAC Hammer Club, which **raised over \$85K**

Improved permit process timelines in several jurisdictions



MEMBERSHIP VALUE



"A huge thank you to our active Spikes and staff who worked so hard to make 2017 one of the most successful in association history. Their personal outreach and promotion of MBAKS member benefits was the basis for success in recruitment and retention."

PATRICK HAYES DIRECTOR OF MEMBERSHIP & COUNCILS | MBAKS





Membership total of **2,909**—the **highest since 2012**

Retention of 87.5%—the highest in recorded history

Introduced **MBA Finance Hub**, a new member benefit featuring QuickBooks discounts and accounting services

Council event attendance **increased by 11%** over 2016



"We look forward to building a sound future with all of you so that future generations can experience the incredible pride that comes with calling the Puget Sound region home."

ERICH ARMBRUSTER 2018 PRESIDENT | MBAKS

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1ST VICE PRESIDENT Erich Armbruster, Ashworth Homes
2ND VICE PRESIDENT Sunshine Kapus, Gamut360 Holdings LLC
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IMMEDIATE PAST PRESIDENT Joseph Irons, Irons Brothers Construction Inc.

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SEATTLE BUILDERS COUNCIL CHAIR Keith Hammer, NW Investment Builders LLC



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MBAKS 2017 STAFF

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ACCOUNTING ASSISTANT Teresa Gitner

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SNOHOMISH COUNTY MANAGER Angie Sievers

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PRODUCT MANAGER Kevin McDaniel