

# 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

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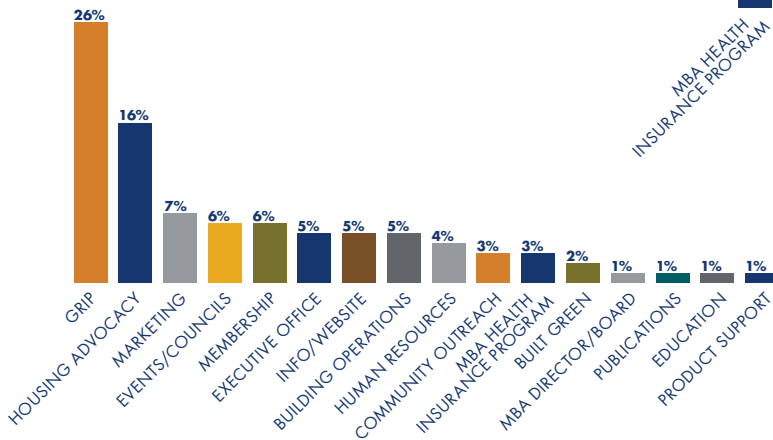
**MIKE WALSH**  
2017 PRESIDENT | MBAKS

A handwritten signature in blue ink that reads "Mike Walsh".

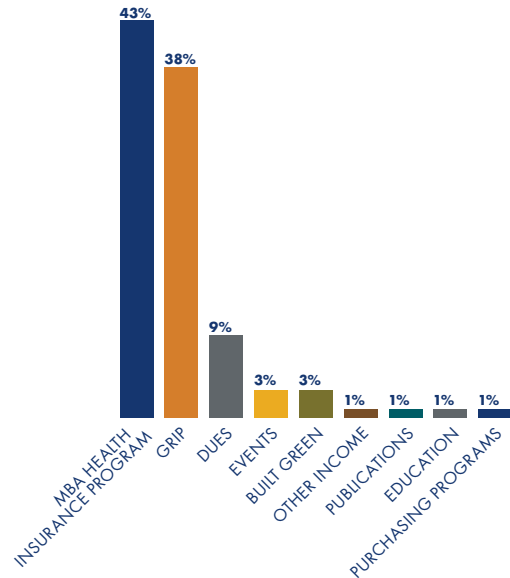


# FINANCIAL STEWARDSHIP

## 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

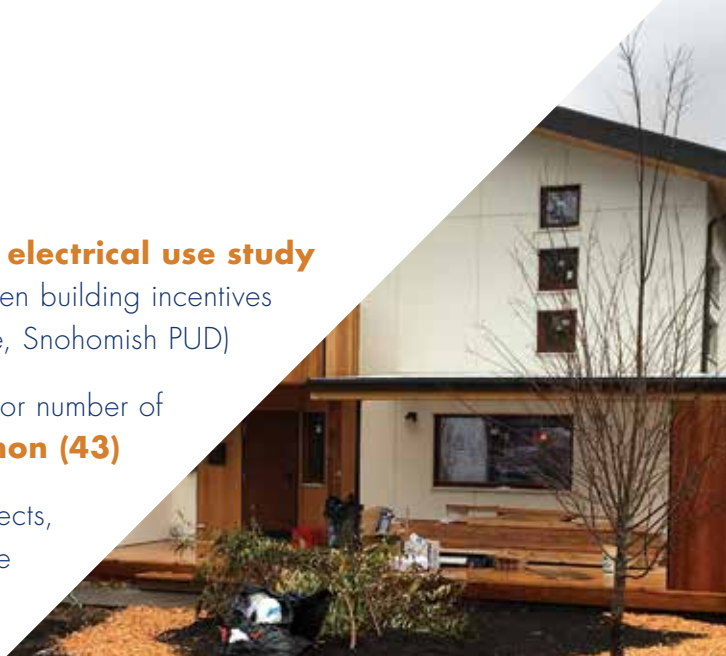




Released a **groundbreaking residential electrical use study**  
and established four new green building incentives  
(Bellevue, BPA, Shoreline, Snohomish PUD)

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 | MBACKS

#### 2017 OFFICERS

PRESIDENT Mike Walsh, Terrene Homes  
1ST VICE PRESIDENT Erich Armbruster, Ashworth Homes  
2ND VICE PRESIDENT Sunshine Kapus, Gamut360 Holdings LLC  
SECRETARY Jayson Buechler, Housing Capital Company, a division of U.S. Bank  
IMMEDIATE PAST PRESIDENT Joseph Irons, Irons Brothers Construction Inc.

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ASSOCIATE DIRECTOR Mark Villwock, LDC Inc.  
BUILDER DIRECTOR Kevin Ballard, Village Life Inc.  
BUILDER DIRECTOR Aaron Fairchild, Green Canopy Homes  
BUILDER DIRECTOR Keith Hammer, NW Investment Builders LLC  
BUILDER—REMODELER DIRECTOR August Bergdahl, Crescent Builds  
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DEVELOPER BUILDER ISSUES COUNCIL CHAIR Darin Huseby, Huseby Homes  
HOUSING POLICY COMMITTEE CHAIR Erich Armbruster, Ashworth Homes  
MEMBERSHIP COUNCIL CHAIR Luellen Smith, Rhino Wine Cellars & Cooling Systems  
PROFESSIONAL WOMEN IN BUILDING COUNCIL CHAIR Terri Kartak, AAA KARTAK Glass & Closet Inc.  
REMODELERS COUNCIL CHAIR Traci Tenhulzen, Tenhulzen Construcion  
RESIDENTIAL BUILDERS COUNCIL CHAIR Aaron Hollingbery, Toll Brothers  
SALES & MARKETING COUNCIL CHAIR Phil Frisk, PWF Architecture  
SEATTLE BUILDERS COUNCIL CHAIR Keith Hammer, NW Investment Builders LLC



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#### MBACKS 2017 STAFF

##### EXECUTIVE OFFICE

EXECUTIVE DIRECTOR Shannon Affholter  
CHIEF OPERATING OFFICER Jim Langus  
EXECUTIVE ADMINISTRATOR Jacqui Webster

##### FINANCE

CHIEF FINANCIAL OFFICER Riene Simpson  
CONTROLLER Tanya Tsybert  
ACCOUNTANT, AP & PAYROLL Ha Tran  
STAFF ACCOUNTANT Amber Snellgrove  
ACCOUNTING ASSISTANT Teresa Gitner

##### GOVERNMENT AFFAIRS

DIRECTOR OF STRATEGY & POLICY Nick Harper  
SENIOR POLICY ANALYST Allison Butcher  
EXTERNAL RELATIONS MANAGER Patricia Akiyama  
POLITICAL AFFAIRS MANAGER Holly M. Davis  
KING COUNTY MANAGER Jennifer Anderson  
KING COUNTY MANAGER Gina Clark  
SNOHOMISH COUNTY MANAGER Mike Pattison  
SNOHOMISH COUNTY MANAGER Angie Sievers

##### HUMAN RESOURCES / INFORMATION TECHNOLOGY

DIRECTOR OF HUMAN RESOURCES Ricardo Cruz  
DIRECTOR OF INFORMATION TECHNOLOGY Russ Vanover  
APPLICATIONS MANAGER Janna Parry

##### MARKETING

DIRECTOR OF MARKETING & EVENTS Nancy Grygorowicz-Davis  
BUSINESS DEVELOPMENT MANAGER Levi Thomas  
CONTENT SPECIALIST Cameron Poague  
EVENTS COORDINATOR Kari Sandell  
EVENTS MANAGER Gina Tucci  
EVENTS SPECIALIST Katrina Peterson  
MARKETING COMMUNICATIONS MANAGER Liz Humphrey  
MARKETING COORDINATOR Liz VanBommel  
PUBLIC RELATIONS MANAGER Sharon Couts

##### MEMBERSHIP

DIRECTOR OF MEMBERSHIP & COUNCILS Patrick Hayes  
MEMBERSHIP COUNCILS MANAGER Kory Sauve  
MEMBERSHIP SENIOR COORDINATOR Marilyn Sippy  
MEMBERSHIP SUPPORT & RECEPTIONIST Yvonne Seah

##### PROGRAMS

DIRECTOR OF PROGRAMS & PRODUCTS Aaron Adelstein  
BUILT GREEN PROGRAM MANAGER Leah Missik  
BUILT GREEN COORDINATOR Tessie LaMourea  
COMMUNITY STEWARDSHIP MANAGER Michell Filleau-Maas  
EDUCATION MANAGER Eileen Calabro  
PRODUCT MANAGER Kevin McDaniel