



The Master Builders Association is the #1 trusted and respected source for housing.



KAT SIMS
EXECUTIVE DIRECTOR
MBAKS

2018 was another strong year for MBAKS and our nearly 3,000 member companies. We expanded our reach in the homebuilding industry and built upon our reputation as experts in regional growth. Thanks to our 2018 Board of Directors, members, staff, and sponsors for your tireless work making it such a productive year!

Just a few of the 2018 highlights: the MBA Health Trust insured more than 37,000 individuals, GRIP refunded \$12 million to program participants, and Built Green continued to set new standards for sustainable home construction. Our advocacy team helped place housing allies into office and reduced barriers to new home construction, while our philanthropic efforts grew in the communities we serve.

2018 was a great year. But we won't rest on our laurels. We must do even better if we're going to address the growing need of housing for all across the Puget Sound region.

Please enjoy this review of the best of 2018.



ERICH ARMBRUSTER
2018 MBAKS PRESIDENT
ASHWORTH HOMES

2018 RETROSPECT

BUILDING

A SOUND FUTURE



MEMBERSHIP VALUE

MBAKS **successfully defended** against significant threats to the **MBA Heath Trust** which provided **37,000** men, women, and children affordable, comprehensive health insurance.

GRIP, MBAKS' retro program, grew to **\$64.5 million** and L&I refunded just over **\$12 million** to be distributed to 1,100 participant companies.

MBAKS' membership retention rate for 2018 was **85 percent**.



COUNCIL HIGHLIGHTS

MBAKS council events attendance **increased 16 percent** over 2017.

REX/T-REX, our remodelers excellence awards program, saw a **20 percent increase** in entries and increased event attendance.

The Professional Women in Building Council **increased membership by 20 percent.**



COMMUNITY

Rampathon celebrated 25 years this year. A **record 47 ramps** were provided to families and individuals in need in 2018.

Built Green, our green home certification program, certified **1,058 projects** with 2,426 total units in 2018. There are now a total of **2,266 projects** enrolled, comprised of 4,163 units.

Built Green completed operational memorandums of understanding to provide certification to **Kitsap HBA and BIA Whatcom members.**





HOUSING ADVOCACY

MBAKS successfully lobbied the Department of Ecology to adjust evaluation of wetland buffers in many instances to **allow for setbacks of 40 feet versus the prior 150 feet.**

MBAKS worked to ensure that Snohomish County Council **voted to vest school district impact fees**, removing uncertainty growing impact fees were creating for homebuilders.

The Affordable Housing Council helped **26 of 34 endorsed candidates win their races** and launched an independent expenditure to support **Snohomish County PUD commissioner Sid Logan**, who won with 60 percent of the vote.



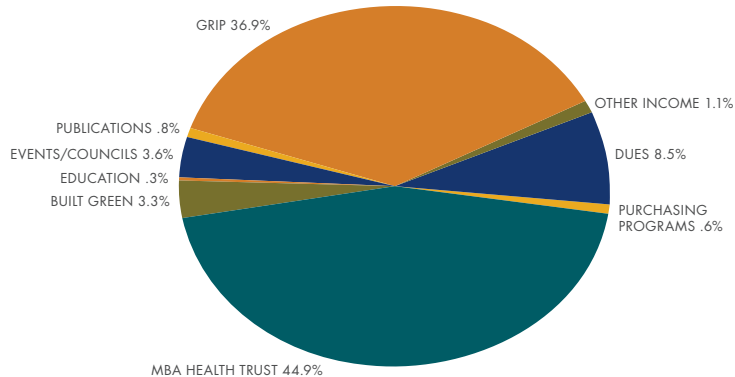
FINANCIAL STEWARDSHIP

2018 revenue exceeded the budget by 10 percent, totaling \$10.6M for the year.
Expenses were **five percent below** budget.

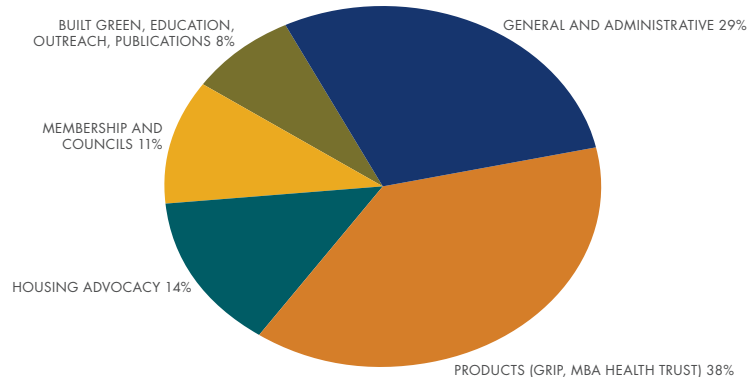
An Unqualified (Clean) Audit Report on 2017 Financial Statements
was delivered **within 45 days** from year end.

The **Affordable Housing Council contribution model** was deployed
across all membership, resulting in more than \$130K in additional
funding for the PAC and tax savings of \$27K.

2018 REVENUE BY SOURCE



2018 EXPENSES BY CATEGORY



2018 OFFICERS

PRESIDENT Erich Armbruster, Ashworth Homes
1ST VICE PRESIDENT Bonnie Geers, Quadrant Homes
2ND VICE PRESIDENT Brian Holtzclaw, Village Life Inc.
SECRETARY Jayson Buechler,
Housing Capital Company, a division of U.S. Bank
IMMEDIATE PAST PRESIDENT Mike Walsh, Terrene Homes

2018 BOARD OF DIRECTORS

ADVOCACY DIRECTOR Todd Levitt,
Murray Franklyn Family of Companies
ASSOCIATE DIRECTOR Luellen Smith,
Rhino Wine Cellars & Cooling Systems
ASSOCIATE DIRECTOR Mark Villwock, LDC Inc.
BUILDER DIRECTOR Aaron Fairchild, Green Canopy Homes
BUILDER DIRECTOR Keith Hammer, NW Investment Builders LLC
BUILDER DIRECTOR Amy King, Square Peg Development
BUILDER-REMODELER DIRECTOR August Bergdahl, Crescent Builds
COMMUNITY STEWARDSHIP DIRECTOR Kelley Moldstad,
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FINANCIAL DIRECTOR Paul Bogel, HomeStreet Bank
MEMBER SERVICES DIRECTOR Steve Cory, Fidelity National Title
MBAKS LEGAL ADVISOR Duana Koloušková,
Johns Monroe Mitsunaga and Kolouskova, PLLC

2018 COUNCILS

AFFORDABLE HOUSING COUNCIL Chair, Mike Walsh,
Terrene Homes
DEVELOPER BUILDER ISSUES COUNCIL Chair, Mark Villwock,
LDC Inc.
HOUSING POLICY COMMITTEE Chair, Bonnie Geers,
Quadrant Homes
MEMBERSHIP COUNCIL Chairs, Luellen Smith, Rhino Wine Cellars
& Cooling Systems, Jennifer Robnett, Insurance Risk Services
PROFESSIONAL WOMEN IN BUILDING COUNCIL
Chair, Luellen Smith, Rhino Wine Cellars & Cooling Systems
REMODELERS COUNCIL Chair, Brandon Bogan,
JM Bogan Remodeling Inc.
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

MBAKS 2018 STAFF

EXECUTIVE OFFICE
EXECUTIVE DIRECTOR Kat Sims
CHIEF OPERATING OFFICER Jerry Hall
EXECUTIVE ASSISTANT Stacy Clay

FINANCE

CONTROLLER Tanya Tsybert
ACCOUNTANT, AP & PAYROLL Ha Tran
STAFF ACCOUNTANT Amber Snellgrove
ACCOUNTING ASSISTANT Teresa Gitner

GOVERNMENT AFFAIRS

DIRECTOR OF GOVERNMENT AFFAIRS Marco Lowe
SENIOR POLICY ANALYST Allison Butcher
EXTERNAL RELATIONS MANAGER Patricia Akiyama
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 Kelli Bush
DIRECTOR OF INFORMATION TECHNOLOGY Russ Vanover
APPLICATIONS MANAGER Janna Parry

MARKETING

DIRECTOR OF MARKETING & EVENTS Nancy Grygorowicz-Davis
BUSINESS DEVELOPMENT MANAGER Maytawee "Ty" Coleman
CONTENT SPECIALIST James Slone
EDUCATION & FACILITIES COORDINATOR Celeste Hall
EVENTS COORDINATOR Eli Kunda
EVENTS MANAGER Gina Tucci
EVENTS SPECIALIST Katrina Peterson
MARKETING COMMUNICATIONS MANAGER Liz Humphrey
MARKETING SPECIALIST Liz VanBemmel
PUBLIC RELATIONS & MEDIA SPECIALIST Caia Caldwell

MEMBERSHIP

MEMBERSHIP SPECIALIST Marilyn Sippy
MEMBERSHIP SUPPORT & RECEPTIONIST Sheldy Fernandez

PROGRAMS

DIRECTOR OF PROGRAMS & PRODUCTS Aaron Adelstein
BUILT GREEN PROGRAM MANAGER Leah Missik
BUILT GREEN COORDINATOR Kelsey Brokaw
COMMUNITY STEWARDSHIP MANAGER Michell Filleau-Maas
PRODUCT MANAGER Kevin McDaniel



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