



WLYH Town Hall

May 30, 2026

Agenda

- Welcome - Kim Robitaille
- Ground Rules - Cathy Powell
- 2026-2027 Budget Overview - Brian Welcker
- Terraport Improvements & Plans - Jena Embry-Loes
- Open Q&A

Welcome

Kim Robitaille

President, WLYH BOD

Ground Rules

Cathy Powell

Second Vice President, WLYH BOD

Town Hall Ground Rules

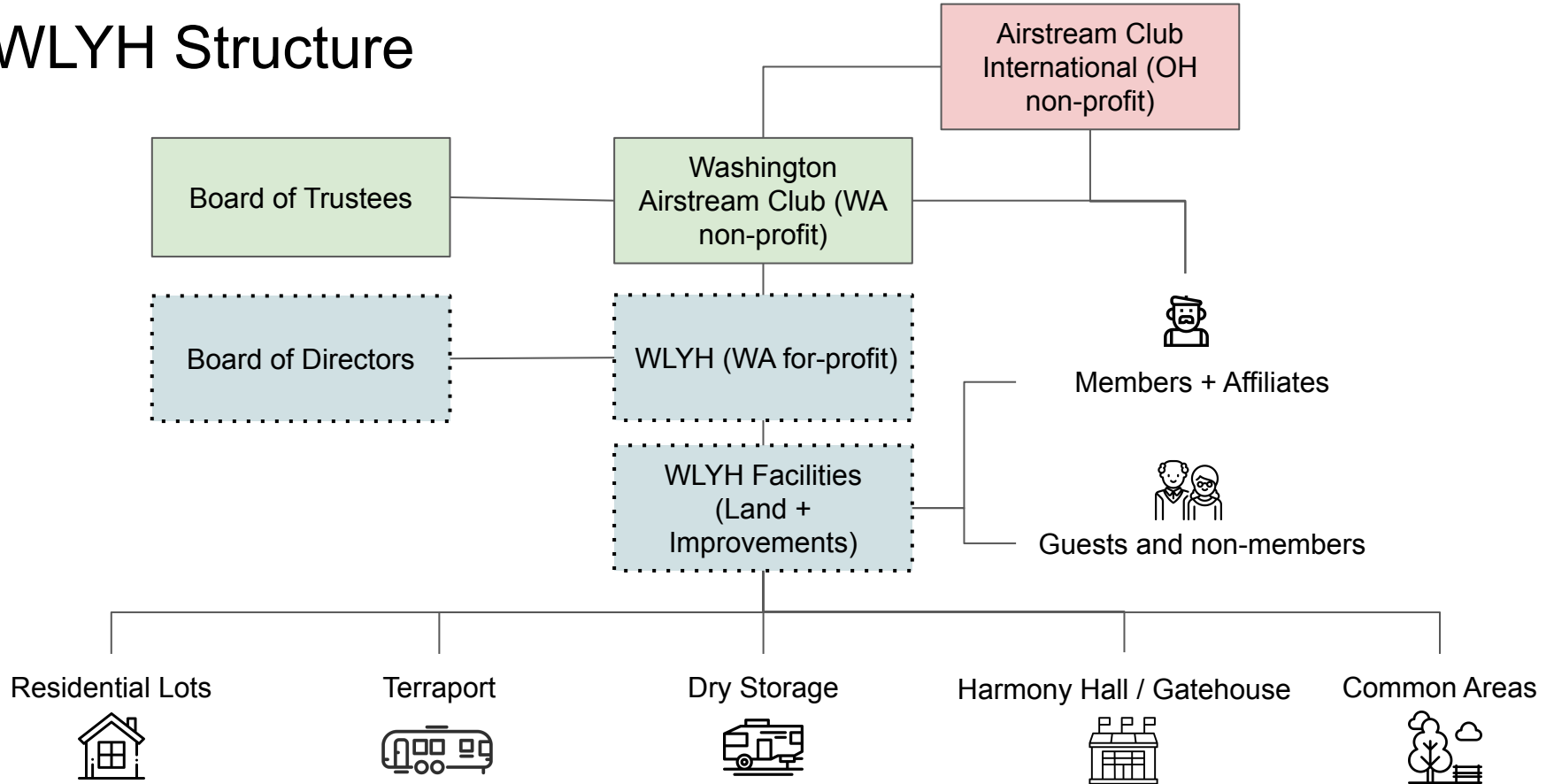
- This is a town hall discussion, not a town hall debate
 - Please hold your questions until the Q&A section
 - Unrelated topics will not be discussed during the Town Hall
 - Off-topic questions need to be emailed to directors@wlyhpark.com
- Make room for other participants to speak
 - Each participant will have 3 minutes to ask their questions
 - Zoom participants will be evenly rotated into the discussion
- State your name before asking a question
- Refrain from side discussions - one speaker at a time
- Listen to and respect other participants

2026-2027 Budget

Brian Welcker

Treasurer, WLYH BOD

WLYH Structure



WLYH Restrictions

As a for-profit subsidiary of a 501(c)(7) social organization, we must adhere to specific restrictions in order to not jeopardize the club's tax-exempt status:

- Unrelated Business Income (UBI) - Income that is regularly carried on and not directly related to the club's social/recreational purpose (i.e. property leasing) is taxable and must be managed separately from the club.
- 35% Rule: The WLYH cannot receive more than 35% of our total gross receipts from non-member sources (including investment income).
- 15% Rule: The WLYH cannot receive more than 15% of gross receipts from the non-member sources for the use of club facilities (e.g. dry storage, RV park).
- No Volunteer Labor: As a for-profit corporation, the WLYH has to pay people who do work for us. We cannot use volunteer labor to perform tasks that we would generally pay an employee or vendor to do.

Arrangement for WLYH Lessees

- Typical cost for a mobile home near WLYH is approximately \$650 - \$995 land lease per month + municipal water / sewer at \$110 - \$150 per month
- Total WLYH monthly cost in FY27 will be \$217 per lease (including capital assessment)
- Net - Lessees receive an effective benefit of \$543 - \$928 per lease per month
- What does the Washington Airstream Club ask of lessees in return?
 - Ongoing membership in ACI & WAC
 - Cover the net operating expenses of the WLYH
 - Airstream ownership and maintenance
 - Ongoing participation in club activities

Why is the WLYH so affordable?

- As the sole shareholder of the WLYH, the WAC does not ask for a profit on the use of its facilities
 - Typical annual rate of return on commercial property is 6% to 12%
 - In 2026, Thurston County valued the WLYH property at \$8.3M
 - Returning expected profit would require approximately \$500K to \$1M in additional revenue (\$219 to \$438 per lease per month)
- Operating expenses are offset by member revenue from Terraport, Storage, and Hall Rentals
 - Non-member revenue goes into reserves, which reduces future capital expenditures
 - Ongoing investment in facilities benefits lessees and club overall
- Management by volunteer Board of Directors keeps operating overhead low

Investing in our Facilities

- Until 2021, the WLYH was generating a significant amount of income from public use of club assets
- By 2024, the WLYH had accumulated a cash balance of over \$1.5M
- In 2025, our reserve study recommended funding our reserve account with an additional \$750K, resulting in over \$750K in savings available for use to invest in our facilities
- Benefits of investing in WLYH facilities
 - Aligns with the goal of the club, our sole shareholder
 - Increases club usage of WLYH facilities
 - Increases revenue, offsetting operating costs and reducing housekeeping fees
 - Increases the number and likelihood of club members who might purchase a property

How FY27 budget was created

1. Estimated FY26 actual income and expenses based on March YTD
2. Removed completed FY26 expenses
3. Added known new / increased FY27 expenses
4. Added CPI* increase (+2.9%) for general expense categories
5. Calculated housekeeping fees + capital expenditure assessment
6. Donations and purchases from donations are not in budget (tracked separately)

Detailed budget categories have been distributed to all lessees

*Consumer Price Index

Capital Improvement Expense

- Capital improvement expenditures depend on the planned capital projects that are not covered by reserves
- In 2025-26, we spent \$149,183 to complete the replacement of the water line on the A/B loop
- This upcoming year, we will spend \$27,479 to replace the cul-de-sac at the end of Perimeter Road
- Other road work is covered by reserves & housekeeping

Reserve Expense

- We are pulling \$30K from our reserves for road resurfacing (outside of the Perimeter cul-de-sac)
- We are pulling \$15K from reserves for submersible well pump replacement
- These amounts were expected and allocated in 2025 Reserve Study

Lessee Invoice Calculation

	FY25	FY26	FY27
Total Housekeeping Expenses	\$531,911	\$595,001	\$644,703
Offsetting Member Income	-\$123,587	-\$188,820	-\$176,713
Housekeeping Fees	\$408,324	\$406,181	\$467,990
Capital Expense	\$50,000	\$86,240	\$27,479
Total Invoiced Amount (all leases)	\$458,324	\$492,421	\$495,469
Number of Leases	190	190	190
Annual cost per lease	\$2,412	\$2,592	\$2,608
Monthly cost per lease	\$201	\$216	\$217
YoY % Increase		8%	1%

Impact on Reserves

	FY25	FY26	FY27
Estimated Starting Reserves	N/A	\$478,954	\$781,430
Expected Changes in Reserves	N/A	+\$292,476	+\$54,880
End of Year Reserves	\$478,954	\$781,430	\$836,310
Fully Funded Reserves	\$1,069,609	\$1,078,002	\$1,200,751
% Fully Funded	45%	70%	70%

WLYH Budget Timeline

- April 2: Budget Workshop for BOD
- April 4: Update Q3 actuals to finalize budget
- April 14: Budget approval by BOD
- April 15: Budget submitted to BOT for review and approval
- April 21: Budget approval by BOT
- May 27: Invoice letter to lessees
- May 30: Town Hall
- June 22: Invoices sent to lessees
- July 1: Lessee invoices due (ACH payments adjusted)
- July 31: Late fees begin

Terraport Improvements

Jena Embry-Loes

1st Vice President, WLYH BOD

Terraport Committee Members

- Chairperson
 - Bob Thigpen
- Members
 - Jim Bevan
 - Jena Embry Loes
 - Cathy Powell
 - Tim Robitaille
 - Richie Stolarik
 - Dale Thiessen
 - Brian Welcker

Background

- Terraport Improvement Committee began in 2023.
- Test site in place during the May Airstream Club Rally at the WLYH with materials donated by BOD members to show members the possibilities for improving the Terraport.
- Member donations provided the seed money for the initial site improvements of planter boxes, landscaping, paver pads, and solar site numbers. To date, 47 members have donated over \$29,000 for Terraport improvements.
- In May 2024, the BOD worked with the BOT to distribute a survey to all WA Club Members to drive the next steps in development and improvements.

Club Amenities Survey Results - Top Asks

1. Large Shade trees
2. Paved, level sites
3. Improved wifi access
4. Pull-through sites
5. 50 amp electrical hook ups
6. Outdoor gathering spaces
7. Laundry facilities
8. Shower facilities
9. Outdoor activities areas (putt putt, playground, sports court)

Phase 1 Work

- North Terraport Infrastructure improvements
- Replacement of aging water lines, septic piping to current standards, and electrical hookups from 30 to 50 amp on new posts
- Leveling Terraport sites, paved back in sites, adding pull through sites
- Additional paver pads and planter boxes
- Irrigation for planters

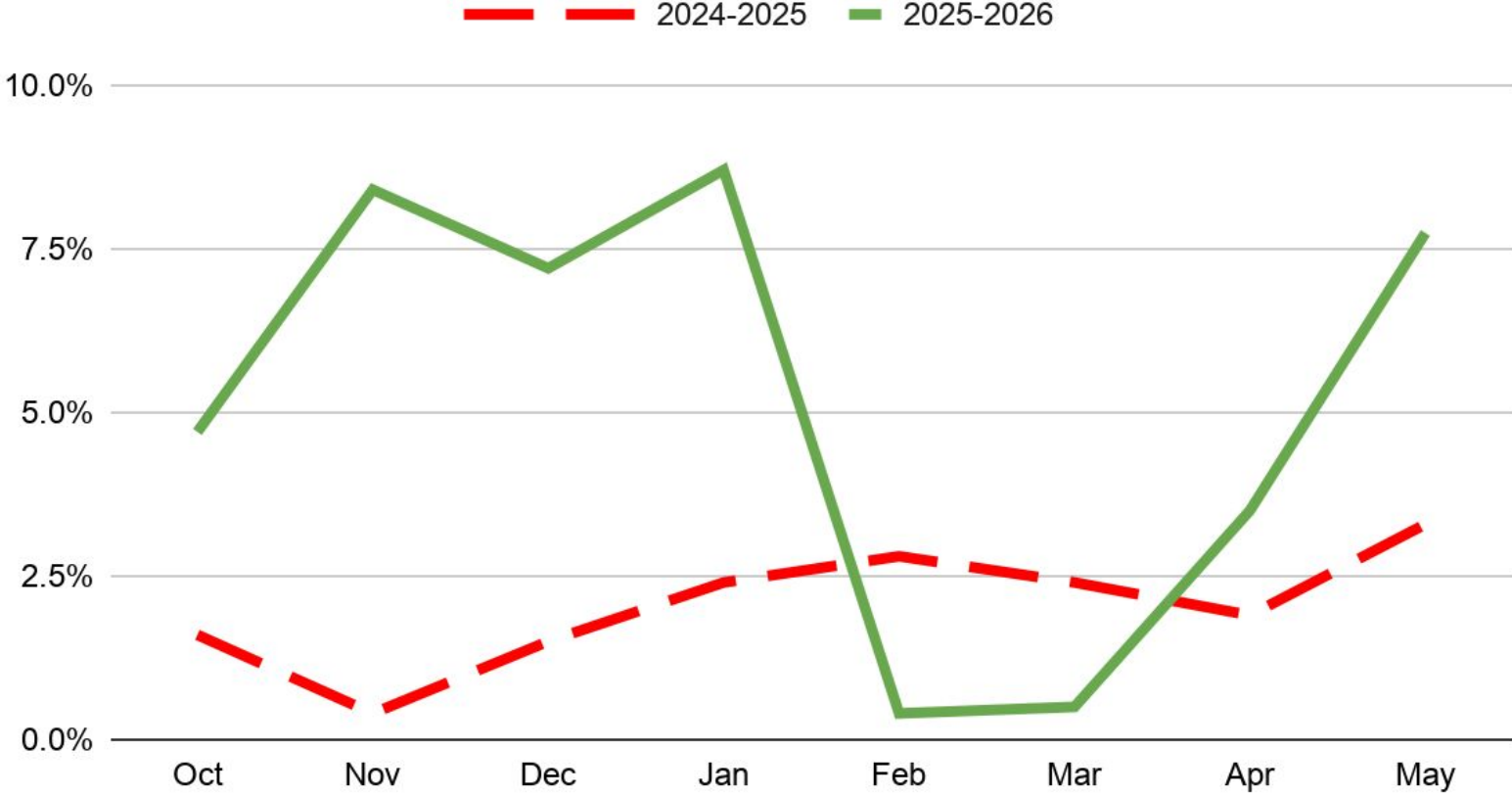
Phase 2 Work

- Large landscaped area, row landscaping, irrigation
- Golf cart path along west side of Terraport
- Signage and solar site numbers
- Picnic tables
- Pavilions, pads, construction, lighting, kitchens
- Park area improvements and hydroseed
- Golf cart path completion and landscaping
- Note: Accessibility will be addressed as project progresses

Potlatch Additions

- Planters, hanging baskets and landscape improvements
- Grove fire circle with adirondack chairs and propane fire table
- South RV park gathering place with umbrella tables, fire table and adirondack chairs
- Wi-fi upgrades

Short Stay Terraport Occupancy Rate (Daily / Weekly)



Next Steps

- Covered Storage Survey
- South Terraport development plans
- Outdoor activities spaces
- Continued marketing efforts in collaboration with WLYH marketing committee

Open Q&A

Appendix: Local Mobile Home Park Lease Pricing

Park Name	Location	Monthly Land Lease*	Amenities
Rainier Vista	8530 Steilacoom RD SE	\$605 plus util.	Playground, Pets 1 small pet 16 lbs and under, close to shopping, all ages, built 1996, 151 lots.
Martin Way MH Park	8103 Martin Way E	\$770 plus util. (3/2026)	55+, no dogs allowed, municipal water.
Laurel Oaks	1800 Marvin RD SE	\$958 plus util. (3/2026)	55+, Small Clubhouse, private park, community garden, gated, cable included in lot fee.
Wildwood MH Park	8510 Martin Way E	\$770 plus util.	All ages, 2 pets, breed and size restricted, no fences or dog park, built 1975, 46 sites, some septic, some sewer, no amenities.
Claudia's Mobile Park Est.	10900 Kuhlman RD SE	\$975 plus util.	All ages, Club house with shower & laundry, 1 pet with deposit, breed restricted, no large vicious dogs. Guests cannot stay longer than 15 days.
Alpine Mobile Estates	7300 32 nd AV NE, Oly	\$742 (3/2026)	55+, pet friendly, RV storage.
DeTray's MH Park	1617 Fones RD SE, Oly	\$585 plus util. (2023)	All ages, 96 lots, no amenities, city sewer.
Edgelake LLC	3928 21 st Ave SE, Lacey	\$725 plus util	Waterfront. Fee includes trash pickup, water & sewer. All ages, pet friendly, 99 sites, RV & Boat Storage, recreational facilities.
Colonial Estates	3700 14 th AV SE, Oly	\$845 (3/2026)	55+, Fee includes water, sewer & garbage. Clubhouse, indoor pool & hot tub, exercise room, meeting rooms with full kitchens, big screen TV, piano, billiards, card games, crafts, water aerobics.

* Costs are approximate as some parks charge based on size of lot