



WA Land Yacht Harbor, Inc.

Annual Shareholder's Report

Fiscal Year July 1, 2025 to June 30, 2026

September 2026



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President's Report

During the 2025-2026 fiscal year, the Washington Land Yacht Harbor, Inc. (WLYH) focus centered on full transition to VIS for property management services, completion of north Terraport improvements, and continued upgrading of Harbor maintenance. Those are detailed below.

Financial Performance

WLYH met its financial obligations with housekeeping fees, Terraport income, storage fees, and a capital improvement assessment of all leaseholders. We remain in compliance with 501(c)(7) requirements for our generated income, which requires that 85% of our income comes from club members.

The capital improvement assessment for FY 25-26 funded \$86,240 for the second of half of the estimated cost to replace the A/B loop water line. The final cost of the water line replacement was \$152,000.

A non-site visit reserve study was completed in early 2026. This was the second year in our 3-year period. Another non-site visit study will be conducted in FY 26-27. The Harbor's reserves continue to be at 70% of the fully funded balance, which is in line with a "strong" funding position.

Harbor Accomplishments

In addition to the financial accomplishments described above, the WLYH has completed several other goals during FY 25-26. These accomplishments include:

- Terraport Improvements

The major focus for the Board of Directors (BOD) was a complete renovation of the north Terraport. These improvements were completed just before the Washington Airstream Club's Potlatch Reunion National Event Rally. As these improvements were funded from excess savings, they were completed with no impact to housekeeping fees or reserves.

The improvements included:

- Infrastructure replacement of water, electric, and septic lines
- Paved sites with planter boxes and patio areas
- Conversion of some back-in sites to being pull-thru sites

- Addition of landscaping to beautify and soften campground
 - Trimming of existing trees and shrubbery to blend in with new landscaping
 - Addition of path to facilitate people and golf cart movement between the Gatehouse and Harmony Hall
 - Addition of Terraport Pavilions with electricity and water for larger gatherings/rallies
 - Renovation of the Tveten Grove to install a propane firepit and seating area
 - Installation of a laundry room in Harmony Hall for Terraport guest use
- Staff Hiring
During FY 25-26, the WLYH continued to employ a full-time maintenance staff and operations manager. Given the level of maintenance and work to be completed, the decision was made to hire a part-time seasonal maintenance person and a part-time seasonal office person to help during the summer season. The part-time seasonal maintenance position was filled in June 2026 with the position scheduled to end in October 2026. Hiring was not completed for the part-time seasonal office staff during this fiscal year. Also, interviews at the beginning of FY 26-27 were unsuccessful so this position was not filled.
- Property Management Services
Transition to VIS Group of Lacey, WA for property management services began July 2025, just after the FY 24-25 ended. VIS Group services include lessee billing, accounts payable, payroll, and lot compliance. The transition was completed in October 2025.
- Harmony Hall and Gatehouse
In January 2026, Harmony Hall was closed for a complete refinishing of the floors in the main room. The cracks were filled, two shuffleboard courts were repainted, several coats of sealant were laid and the floors polished. The BOD has ensured that maintenance of all kitchen equipment is current and all safety monitoring equipment. New sliding doors were installed between the exercise room and card room. In addition, through donations, new furnishings were added to Harmony Hall for resident and Terraport guest use.

The Gatehouse office saw improvements in a newly renovated space to provide a more welcoming atmosphere and for our Terraport guests and office manager. This was accomplished by our maintenance staff resulting in a cost savings to the WLYH.



Residential Area Accomplishments

During FY 25-26, the WLYH Water Committee, under the direction of the Board of Directors, replaced the main water line for supplying the homes on the interior of the A and B Street loop. The work was completed successfully in August 2025.

In 2025, the Septic Committee completed all required septic inspections and some of the septic inspections for 2026. The committee continues to focus on the required septic inspections for 2026.

Future

The WA Land Yacht Harbor Board of Directors are targeting several areas of focus for FY 26-27:

- Road resurfacing and replacement of the Perimeter Rd. Cul de sac pavement
- Possible south Terraport renovation

In summary, the WA Land Yacht Harbor Board of Directors has continued numerous improvements to the Terraport and residential area to strengthen our infrastructure and business. The Harbor continues to experience financial stability making it a strong Washington Airstream Club benefit for its members. I want to extend a heartfelt thanks to the Board of Directors and committee members for their tireless efforts in achieving all this progress, especially the minor things that keeps the business running smoothly. It's a heavy lift but one we continue to do with passion for the place we live and enjoy being Airstreamers.



Water Committee

WA Land Yacht Harbor Board of Directors Annual Report

July 1, 2025 to June 30, 2026

The water system for the Washington Land Yacht Harbor (WLYH) continues to supply high-quality water to the residents and users of the Harbor and perform as expected. Yearly tests attest to this quality, and reports have been supplied to Harbor residents. Regular bacterial testing also supports this with no contamination having been found for the past several years.

In addition to the completion of the replacement of A-B water line, the WLYH water system required some maintenance during the FY 25-26. The first occurred in early 2026 when a contact failed in the well pump 3 control circuit board. Due to a change in personnel, The issue was not reported by Northwest Water Systems until late June 2026. Once discovered, the control board assembly was replaced, and the pump began performing as expected. The well pump 3 was also tested and determined to be working properly.

Another water system issue was a minor elevation in PFAS/PFOS levels (otherwise known as forever chemicals) that occurred in early 2026. The WLYH water supply PFAS/PFOS levels are below the action limit at this time and reporting has been made to the Thurston County Department of Health as required.

Chair: Jim Blanchard

Members: Mike Plympton, Neil Mertz, David O'Brien, John Brown, Dan Hockaday, JeanPierre Charette, and Clay Westby



Lease Review Committee WA Land Yacht Harbor Board of Directors Annual Report

July 1, 2025 to June 30, 2026

During the fiscal year 2025-2026, the WA Land Yacht Harbor (WLYH) conducted:

- 9 lease reviews
- 7 lease application approvals

The following is a summary of the committee's achievements:

- Effective July 1st, the minimum gross income requirements were adjusted to match federal inflation rates based on the Consumer Price Index (CPI).
- The 1st and 2nd lease rules and regulations were significantly changed to more closely align to the WLYH mission of providing active Washington Airstream Club (WAC) members with the benefit of living in the Harbor.
- Lease qualification changes included
 - clarification of qualification requirements in membership and transfer of membership to the WA Airstream Club
 - New WAC membership requirements were adjusted from 3-month to 6-month duration
- Published a lease application checklist to assist candidates in completing the required tasks before applying for a lease
- Expanded the Lease Review Committee member roster and established a rotation system to diversify the scope of residents who screen lease candidates
- Lease co-chairs utilized project management tools to establish a trackable timeline
- Submitted changes to the Board of Directors for Lease Rules and Regulations 5.1 and subsections along with 5.2.6 to clarify first and second lease qualifications
- Members from other Airstream clubs would be considered for qualification provided they were active members of those organizations for at least two calendar years, moved their "home club" to WAC, and met rally participation requirements
- Rally participation requirements for 1st lease applicants was set to two WAC rallies and one "any club" rally attended, and 2nd lease applicants to two WAC



rallies. For 1st Lease applicants, only one rally could be a “home rally” at the WLYH. For 2nd Lease applicants, both rallies had to be “away rallies”.

- Road-worthiness and camp-worthiness of lease applicants’ Airstream and tow vehicle (where applicable) inspections were increased to ensure both road and camping safety requirements were met. These inspections are now a requirement for both 1st and 2nd lease applications.

Chairs: Lance Zeilinski, Jim Bevan

Members: Don Champagne, Tim Robitaille, Carol Ortiz, Gwen Huffman,
Kim Fortney, Candi Schreyer, Sandy Sams, Donna Bryson, Kim Robitaille, John
Schmitt, Linda Schmitt, Lynn Westby



Governing Documents Committee WA Land Yacht Harbor Board of Directors Annual Report

July 1, 2025 to June 30, 2026

For FY 25-26, the Governing Documents Committee focused on standardizing WLYH foundational documents and aligning internal processes with our new VIS Group management partnership.

The committee completed a comprehensive document inventory, establishing a clear governance hierarchy across four core documents—Articles of Incorporation, Bylaws, Policies, and Rules & Regulations—supported by a structured set of Appendices. Furthermore, the committee completed the digitization of historical paper records, which now allows for better visibility into how the documents have evolved over time.

Operational efficiency was improved through the introduction of the Payment Collection Policy and several critical appendices: Appendix G (Release of Interest in Lease), Appendix V (Calculation of Budget and Lessee Payments), and Appendix Z (Lessee Airstream Registration Form). These updates modernize financial standards and leaseholder registration processes.

Significant updates were made to community standards and corporate governance. The committee approved over 10 rule and policy updates, which included clarifying community standards, modernizing governance, and ensuring legal compliance. Additionally, a draft of the first major overhaul of the Policies document since 2021 was completed, refining director roles and financial procedures to ensure transparent, compliant operations. The Policies revision will be presented to the BOD during FY 26-27.

The committee updated the WLYH Rules & Regulations on the member portal as changes were made.

Chair: Brian Welcker

Members: Roger Morse, Charles Phillips



Residential Area Committee WA Land Yacht Harbor Board of Directors Annual Report

July 1, 2025 to June 30, 2026

During the FY25-26, the Residential Area Committee (RAC) experienced three committee chair changes, two requested for personal needs. The final committee chair appointment continues into FY 26-27. During FY 25-26, and with the full implementation of VIS Property Management Services, we are conducting monthly compliance inspections for lots. VIS sends letters to residents found to not comply with the WLYH Rules and Regulations.

During the FY25-26 the RAC has:

- Conducted 6 presale inspections
- Sent 77 compliance letters
- Sent 49 responses for residents' complaints, fence requests, lot measurements, structural construction, and non-airstream parking
- Organized the yearly garage sale event

Chair: Michael Maynard

Members: Tim Robitaille, Jim Bevan, Bob Thigpen



Septic Committee

WA Land Yacht Harbor Board of Directors Annual Report

July 1, 2025 to June 30, 2026

Since the Washington Land Yacht Harbor (WLYH) is in the Henderson and Nisqually Reach Marine Recovery area, the Thurston County Public Health Department requires that the operational certificate for our septic systems is renewed every three years. Because of this requirement, the WLYH negotiated with Thurston County so that one-third of the Harbor septic systems need to be examined in any one calendar year. This results in three cycles for inspections: Cycle A includes lots 1-97; Cycle B includes lots 98-165; and Cycle C lots 166-195. Cycle C lot inspections were completed during the calendar year 2025 and included the Gatehouse, Harmony Hall, entire Terraport, and the RV dump site. All required septic inspections were completed for 2025. Three Terraport tanks required repairs and the repairs were completed successfully in 2025. Cycle A lots started their inspection during 2026.

The WLYH is fortunate to have three volunteer inspectors on the Septic Committee who are trained to do the county inspections. The septic chairperson and an assistant maintain the inspection records and enters the inspection data into the Thurston County system. All these efforts keep us from the expense of converting to a Thurston County sewer system.

Chair: Carol Ortiz

Members: Christina Oster, Larry Koser, David O'Brien, Paul Perryman



Outreach Committee

WA Land Yacht Harbor Board of Directors Annual Report

July 1, 2025 to June 30, 2026

The Outreach Committee's focus has continued to be on creating a connection between the WA Land Yacht Harbor (WLYH) Board of Directors, Harbor residents, and the WA Airstream Club by disseminating information using electronic, social media, and written communication methods. The Outreach Committee was refocused to include the WLYH marketing efforts.

Outreach Achievements:

- Disseminating the Lighthouse newsletter
- Supporting official and immediate WLYH communication via the Harbor's official Facebook page
- Provided external job posting support, internal WA Land Yacht Harbor (WLYH) communication and distribution, yard sale planning and coordination (1 in 2024, 1 in 2025).
- Supported immediate WLYH communications as needed

Marketing Achievements:

- Focus on influential websites to increase positive feedback based on WLYH improvements:
- Facebook activity:
 - 158,000 impression this year
 - 162 followers
 - 422% gain
- Yelp:
 - 3.8 of 5 for ratings
 - 2.2 of 5 from last year
 - More positive ratings eliminate the poor ratings from years ago
- TripAdvisor
 - 3.8 of 5 for ratings
 - 2.7 of 5 from last year
- Google
 - 3.9 of 5 for ratings (unchanged from last year)
- Campendium
 - 3.0 of 5 for ratings (unchanged from last year)



While marketing efforts are starting to make a difference, more effort is needed to increase our ratings. We are planning marketing efforts in Minot at the Airstream International Rally in Minot.

Co-Chairs: Kelli Zielinski and Dru Jordan

Members: Roger Morse, Bruce Leonard, Kim Fortney, and Lance Zielinski



Technology Committee

WA Land Yacht Harbor Board of Directors Annual Report

July 1, 2025 to June 30, 2026

Over the last year, the Technology Committee was dedicated to modernizing the Harbor's security and streamlining campground management.

Security Improvements

This year we began to strengthen the security of the Harbor's facilities. We improved our monitoring and access control by installing additional video cameras to provide coverage across key areas and adding electronic door locks to allow for more controlled and audited access to facilities like Harmony Hall and the Gatehouse. This replaced traditional mechanical keys. The improvements include:

- Camera upgrades for Harmony Hall
- Updating keypad lock access for Harmony Hall and the Gatehouse
- Setting up customized Google group accounts for committees and working groups

Campground Management

To better serve members and improve staff efficiency, the committee successfully oversaw the transition away from Campground Master to Campspot to facilitate online reservations. This transition has been well received. To date, the system has successfully facilitated over 350 reservations, significantly reducing the administrative workload associated with scheduling and billing.

Chair: Jim Bevan

Members: Lance Zielinski, Brian Welcker, and Todd Gathany



Terraport Improvement Committee WA Land Yacht Harbor Board of Directors Annual Report

July 1, 2025 to June 30, 2026

The Terraport Improvement Committee has focused its efforts on revamping the north Terraport with newly leveled, paved sites featuring 50-amp power. These efforts have taken the entirety of FY 25-26, leading up to the WAC Potlatch Reunion National Event Rally.

Many of these improvements were highlighted in the President's summary report. However, In addition to those improvements, the committee achieved the following:

- The grass of Terraport Park was newly leveled and re-planted
- Fencing was installed along a new concrete retaining wall to stabilize Terraport Park and increase safety

Chair: Bob Thigpen

Committee: Jena Embry Loes, Brian Welcker, Tim Robitaille, Richie Stolarik, Dale Theissen

Balance Sheet

as of June 30, 2026

	Total
Assets	
Current Assets	
Bank Accounts	
1000 Checking	\$0.00
1048 KeyBank Checking 3539	29,530.63
1049 Columbia Bank Checking	169,299.14
1050 KeyBank Checking 1319	63,515.35
1052 PayPal Bank	0.00
Total for 1000 Checking	\$262,345.12
1055 Savings	
1056 KeyBank MM Savings 9576	373,977.14
Total for 1055 Savings	\$373,977.14
1061 Reserve Plan	\$0.00
1062 Olympia Federal - CD9541	781,563.74
Total for 1061 Reserve Plan	\$781,563.74
1065 Capital Improvements	
1066 Olympia Federal - MM0160	11,198.69
Total for 1065 Capital Improvements	\$11,198.69
1070 Petty Cash	0.00
Total for Bank Accounts	\$1,429,084.69
Accounts Receivable	
1101 Accounts Receivable	-\$375.53
1103 Accounts Receivable Daily Rent	-2,284.26
1107 Housekeeping Fee	2,283.56
1109 Residents	10,658.04
Total for 1101 Accounts Receivable	\$10,281.81
1120 Federal Income Tax Receivable	0.00
1620 Other Receivable	0.00
Total for Accounts Receivable	\$10,281.81
Other Current Assets	
1200 Undeposited Funds	-8,430.24
1600 Leases Held for Sale	7,000.00
1610 Prepaid Expense	0.00
1900 Deferred Federal Income Taxes	0.00
QuickBooks Tax Holding Account	0.00
Total for Other Current Assets	-\$1,430.24
Total for Current Assets	\$1,437,936.26



**WA. LAND YACHT
HARBOR**

	Total
Fixed Assets	
1400 Land	172,856.00
1500 Fixed Assets	\$0.00
1505 Buildings	1,073,682.84
1506 Construction in Progress	0.00
1510 Equipment	169,175.77
1515 Furniture & Fixtures	107,447.33
1520 Land Improvements	1,070,794.07
1525 Software	15,720.00
Total for 1500 Fixed Assets	\$2,436,820.01
1550 Accumulated Depreciation	\$0.00
1555 Buildings Acc Depr	-269,100.36
1560 Equipment Acc Depr	-122,230.19
1565 Furniture & Fixtures Acc Depr	-105,391.36
1570 Land Improvements Acc Depr	-585,903.73
1575 Software Acc Depr	-15,719.50
Total for 1550 Accumulated Depreciation	-\$1,098,345.14
1580 Accumulated Amortization	0.00
Total for Fixed Assets	\$1,511,330.87
Total for Assets	\$2,949,267.13
Liabilities and Equity	
Liabilities	
Current Liabilities	
Accounts Payable	
1700 Accounts Payable	0.00
1750 Accrued Payables	0.00
Total for Accounts Payable	\$0.00
Credit Cards	
1780 Key2Business Card	\$1,874.42
1781 Key2Business - Ken Scrivner	4,947.68
1782 Key2Business - Andrew Erwin	3,295.67
1783 Key2Business - Brian Welcker	24,344.54
1784 Key2Business - Amazon	13,496.68
1785 Key2Business - Online Services	2,793.56
1786 Key2Business - Kim Robitaille	524.58
1787 Key2Business - Payments	-40,996.50
1788 Key2Business - General	986.80
Total for 1780 Key2Business Card	\$11,267.43



Profit and Loss Statement

July 2025 – June 2026

Income	
4100 Member Rental Income	\$120.00
4105 WBCCI Lease	5,431.92
4110 Daily Rental Member	11,811.00
4113 Weekly Rental Member	7,501.45
4115 Monthly Rental Member	58,239.54
4125 RV/Boat Storage Member	29,367.01
4130 RV/Boat Storage Electricity Member	13,824.65
4140 Hall Rentals Member	2,782.06
Total for 4100 Member Rental Income	\$129,077.63
4200 Non-member Rental Income	
4210 Daily Rental Non-Member	10,093.42
4217 RV/Boat Storage Non-Member	52,357.21
4220 Dump / Wash Fee	324.46
Total for 4200 Non-member Rental Income	\$62,775.09
4305 Housekeeping Fees	376,437.23
4306 Capital Improvement Fee	107,076.50
4314 Equipment Rental Fee	1,161.15
4320 Gate Remote Control	444.95
4323 Laundry Room Income	344.54
4324 Lease Service Fee	19,200.00
4325 Lease Transfer Fee	3,800.00
4326 Terminated Lease Storage Fee	5,666.36
4331 Tenant Screening Fee (deleted)	0.00
4350 Miscellaneous Income	279.49
4990 Uncategorized Income	25.66
Total for Income	\$706,288.60
Gross Profit	\$706,288.60
Expenses	
5105 Wages	137,176.84
5110 Payroll Taxes	5,068.97
5120 Association Management Fees	52,734.24
5205 Legal Services	3,080.00
5207 Bookkeeping Service	40,088.47
5210 Financial Services	2,650.00
5214 Reserve Study Expense	1,440.00
5215 Marketing / Outreach	726.39
5220 Advertising	1,271.40
5225 Water System Services	7,599.70
5300 Gate Remote Control Expense	449.26
5305 Office Supplies	1,620.29
5310 Postage and Delivery	109.95
5315 Kitchen Supplies	941.51



**WA. LAND YACHT
HARBOR**

	Total
5320 Small Tools and Equipment	532.29
5330 Janitorial Supplies	1,351.97
5405 Subscriptions & Dues	10.94
5415 Technology Expenses	9,245.33
5420 Communications	14,609.92
5505 Garbage	9,672.94
5510 Electricity	37,412.79
5515 Natural Gas	4,613.43
5605 R&M Water System	2,428.63
5610 R&M Roads	5,546.36
5615 R&M Gate	21,011.14
5620 R&M Equipment & Furnishing	8,549.80
5625 R&M Buildings	6,560.09
5631 R&M Septic	4,530.69
5632 R&M Electric	103.43
5635 Landscaping and Groundskeeping	10,668.65
5650 Harmony Hall Purchases	54,409.37
5705 Printing & Reproduction	1,806.04
5720 Security Services	1,220.50
5905 Fuel	399.87
6005 Insurance Expense	43,859.64
6010 Licenses, Fees & Permits	882.32
6105 Fire Control	1,642.17
6205 Non-Cap Equipment & Furnishings	154.35
6310 Capital Improvement Expense	149,182.80
6315 Terraport Improvements	437,335.12
6405 B&O Sales Tax	14,137.20
6410 Personal Property Taxes	405.95
6415 Real Property Taxes	93,038.79
6420 IRS Income Taxes	55,750.00
6500 Miscellaneous Expense	720.28
6510 Bank Service Charges	782.41
6511 Merchant Fees	7,602.90
6512 QuickBooks Payments Fees	502.48
6514 PayPal Fees	84.68
Total for Expenses	\$1,255,722.29
Net Operating Income	-\$549,433.69
Other Income	
4400 Member Donations	\$300.00
4425 Donations for HH - Improvements	2,040.00
4430 Donations for HH - Plank Wall	1,715.38
4455 Donations for Terraport Beautification	3,000.00
Total for 4400 Member Donations	\$7,055.38



**WA. LAND YACHT
HARBOR**

	Total
4915 CD/Money Market Interest	37,922.96
Total for Other Income	\$44,978.34
Other Expenses	
5073 Cash over/Short	-3,292.54
6654 Member Donations Expense	\$21.96
6655 HH Donations Improvement Expense	1,264.68
6656 HH Donations Plank Wall Expenses	1,383.21
6657 Terraport Donations Beautification Expense	570.96
Total for 6654 Member Donations Expense	\$3,240.81
Total for Other Expenses	-\$51.73
Net Other Income	\$45,030.07
Net Income	-\$504,403.62