



Washington Airport Management Association

December 21, 2020

Dear WAMA Member,

As we close out 2020 and look forward to brighter days, we would like to share an update on the status of our organization with our membership.

Like many of you, 2020 has brought challenges to WAMA with the loss of our annual conference. The Conference Committee is hard at work planning a 2021 conference to be held in October next year at Alderbrook to give us the best chance of meeting in person.

The loss of the 2020 conference has brought financial challenges as well. WAMA relies in part on conference revenue to help off-set organizational expenses and keep membership dues low. This year will require WAMA to reach into reserves to help mitigate the lost revenues.

The good news is that WAMA is a strong and growing organization. A few of WAMA's key functions are outlined below:

- Our organization maintains an experienced lobbyist to help navigate legislative efforts and has played a key role in supporting new sources of aviation funding at the state level.
- Two years ago, WAMA began offering quarterly airport tours, giving members a chance to network during the off-season and see what our colleagues are doing.
- WAMA also serves to keep our members informed of industry developments through a semi-annual newsletter and a regular WAMA Waypoints bulletin.
- WAMA offers four (4) different scholarships to support professional development in members and students getting started in the industry.
- And finally, the annual WAMA conference has grown to become a key part of professional development and networking for many of us and we all look forward to the chance to see each other in a casual setting away from the demands of our daily work.

On the financial front, the WAMA Board and Executive Director have worked hard to keep expenses for the organization low. We have seen growth over the years in a few areas:

- We have continued to build additional capacity in our Executive Director position and have offered modest increases in hours and cost-of-living based wage increases.

- We have supported modest increases in the costs of our professional services including our lobbyist and web master, although both services continue to be offered at below market fees by our providers.
- We have seen increases in our membership management software costs and in credit card and electronic payment fees.
- We have been very fortunate over the years in having pro bono bookkeeping services courtesy of Harvey Field and while we have not incurred costs here in the past, we continue to evaluate the need for a contract bookkeeping support at some point in WAMA's future.

In an effort to keep WAMA membership accessible to all airports in the state, WAMA has not increased dues in more than 10 years. WAMA has been able to maintain a healthy financial status over the years by watching expenses carefully, dipping into reserves only when necessary to support one-time capital expenditures, and by growing the capacity of the annual conference to help support the organization. The Board feels it is time to increase dues in the coming year to bring our operating revenues in balance with our operating expenses.

We are proposing a 10% increase in management member dues across all categories of airports. This amounts to an average annual increase of \$75 and a median increase of \$25 per year across all member airports. In addition, we are proposing to increase the fee for additional management members from \$50 to \$75 per individual and the fee for associate members will increase from \$100 to \$150 per year. We hope most members will find these increases to be modest and manageable. If you or your organization will have a hard time supporting these increases in 2021 due to budget cycles or other concerns, please reach out to Sara Young at sara@portofskagit.com or (360) 770-7704 (cell) to discuss options.

It is the Board's intention to be in a listening mode on these increases. WAMA is a thriving organization. The last several years have seen great engagement from our membership and new emerging leaders on the Board of Directors stepping up to play a role in sustaining and growing our organization. With good stewardship, it will remain a strong and vital resource for professional and organizational support and growth for many years to come. We appreciate and encourage any feedback from our membership.

Sincerely,



Adam Phelps
WAMA President



Sara Young
WAMA Treasurer