



Thurston County Hotel & Motel Commission Meeting Agenda

Monday, December 9, 2024, 3:30 pm

Thurston County Atrium Building Room 206

AGENDA

1. Welcome & Call to Order
2. Consent Calendar
 - a. Minutes: August 2024
 - b. Financials: September 2024
3. Board Administration
 - a. Director Update: Nancy Moore, Comfort Inn and Andres Dominguez, Hilton Garden Inn
4. Review and approve 2025 meeting calendar
5. CEO Report
 - a. CEO resignation
 - b. Legislative Update
 - c. Organizational and marketing highlights
 - d. Scorecard review – September 2024
6. Recap of Events
 - a. Annual Meeting
 - b. Sports Awards
7. Items from the Floor
8. Adjournment

Next Meeting: February 24, 2025, at 3:30 pm



Thurston County Hotel & Motel Commission Meeting
Monday, August 26, 2024, at 3:30 pm
VCB Conference Room

MINUTES

1. WELCOME & CALL TO ORDER

TPA Directors in Attendance: Angie Evans, Kasee Palmer, Janine Phillips, Christy LeGeer

Absent: Michelle Hudson*, Rose Ponzoha, and Jennica Machado

VCB Staff in Attendance: Annette Pitts and Kelly Campbell

*Michelle Hudson is no longer with Hilton Garden Inn and her Board position is open.

**Meeting location was moved from the Hampton Inn & Suites to the VCB Conference Room.

This was communicated to all TPA Directors upon receiving notice from Janine at the Hampton Inn on Thursday, 8.22.24

A quorum was established, and Angie Evans called the meeting to order at 3:44 p.m.

2. CONSENT CALENDAR

a./b. Approval of Consent Calendar: Angie asked the Directors if they had a chance to review the Consent Calendar with the May 2024 meeting minutes and the June 2024 financials as presented. Annette reviewed the financials as presented and reviewed the TPA revenue forecast. Discussion ensued. There were no additional questions or discussion. **Janine Phillips motioned to approve the consent calendar as presented and Kasee Palmer seconded. All present voted and the motion passed unanimously.**

3. BOARD ADMINISTRATION

a./b. The group discussed recruiting new Directors to serve in open positions and Janine agreed to reach out to Nancy at the Comfort Inn, Andreas at the Hilton Garden Inn and will follow up with Annie or Susana at Candlewood. Annette reviewed the updates to EOB Bylaws and shared that in the event a hotelier is not able to attend a future EOB Board Meeting, the TPA Board Chair will be asked to attend.

4. BUDGET

Annette presented the mid-year 2024 Budget and answered questions throughout. **Janine motioned to approve the 2024 mid-year budget as presented and Christy seconded. There was no additional discussion. All members present voted in favor.** Next, the 2025 Budget was presented for approval. **Angie motioned to approve the 2025 Budget as presented and Janine seconded. There being no further discussion, all members present voted in favor. The motion passed.**



5. CEO REPORT

- a. DMP Update: A hard copy of the Destination Master Plan and a four-page summary document of the Plan were distributed to all Directors. Annette solicited interest for anyone leading or supporting one of the priorities in the DMP to serve on the DMP Taskforce that will convene in January 2025.
- b. Annual Report: A hard copy of EOB's Annual Report was distributed for individual review.
- c. Legislative update: EOB will host a Legislative Reception in the Columbia Room on December 10th. This will be an opportunity to welcome new Representatives, Senators and their staff to share about Thurston County. EOB will distribute updated Meeting Facility and Sports Facility guides to those that attend. State of WA Tourism may partner with EOB as co-hosts. Their plan will be to share about the upcoming opportunity in the 2025 Legislative Session to support enabling legislation that will support tourism throughout the state.
- d. Organizational and marketing highlights: A revised STR platform is upcoming and Annette shared highlights and changes. Several new hotel locations were shared and discussed. These projects are in various stages of planning throughout Thurston County as well as one in Mason County near the racetrack. EOB will share any additional information as learned/confirmed.
- e. The June 2024 Scorecard was presented and will be reviewed independently.

6. UPCOMING EVENTS

- a. The EOB 2024 Annual Meeting will take place Thursday, September 19, 2024. Attendees were asked to save the date and attend the event at the Kodiak Room in Tenino.
- b. Olympia & Beyond Sports Commission Sports Awards will be held at SPCCC on Thursday, November 7th. Directors were invited to attend.

7. ITEMS FROM THE FLOOR

Christy shared that Michelle is no longer GM at the Hilton Garden Inn. Directors discussed if TPA assessment and other taxes are being collected at their properties for no shows and cancellations. Annette shared EOB is establishing new sales best practices for reporting and creating an updated Sales SOP.

8. ADJOURNMENT: There being no additional business Angie adjourned the meeting at 5:16 p.m.

NEXT MEETING: Monday, December 9, 2024, at 3:30 pm

Visitor and Convention Bureau of Thurston County
Profit & Loss Budget Performance

Accrual Basis

September 2024

	Sep 24	Budget	Jan - Sep 24	YTD Budget	Annual Budget
Ordinary Income/Expense					
Income					
40000 · LTAC					
40110 · LTAC-Lacey	25,000.00	25,000.00	75,000.00	75,000.00	100,000.00
40120 · LTAC-Olympia	54,681.65	55,000.00	124,833.18	126,000.00	158,096.00
40130 · LTAC-Tumwater	0.00	0.00	37,632.00	37,632.00	37,632.00
40140 · LTAC-Yelm	0.00	0.00	7,000.00	7,000.00	7,000.00
40150 · LTAC- Thurston County	0.00	7,375.00	7,375.00	7,375.00	7,375.00
Total 40000 · LTAC	79,681.65	87,375.00	251,840.18	253,007.00	310,103.00
40300 · Private Funds					
40310 · Advertising	0.00	0.00	90,834.70	90,000.00	90,000.00
40320 · Event Income	5,100.00	5,140.00	14,260.00	13,310.00	18,910.00
40330 · In Kind Income	7,399.00	6,350.00	12,399.00	6,350.00	6,350.00
40350 · Sponsorship Tourism	0.00	0.00	45,000.00	50,000.00	65,000.00
Total 40300 · Private Funds	12,499.00	11,490.00	162,493.70	159,660.00	180,260.00
40390 · Grant Income	0.00	0.00	100,000.00	100,000.00	100,000.00
40400 · TPA Income	78,465.59	86,000.00	600,521.47	631,000.00	875,000.00
Total Income	170,646.24	184,865.00	1,114,855.35	1,143,667.00	1,465,363.00
Gross Profit	170,646.24	184,865.00	1,114,855.35	1,143,667.00	1,465,363.00
Expense					
50100 · Marketing					
50110 · Advertising	8,308.83	16,700.00	84,031.42	117,300.00	139,525.00
50115 · Promotions	0.00	250.00	224.44	2,100.00	4,750.00
50120 · External Public Relations	689.02	1,715.00	18,067.35	23,650.00	27,775.00
51000 · Community Public Relations	10,363.43	19,125.00	33,717.16	38,081.75	52,931.75
51800 · Products					
51805 · Scenic Byway	0.00	0.00	0.00	3,500.00	3,500.00
51850 · Community & Facility	0.00	0.00	1,251.67	2,500.00	2,500.00
51860 · Other Collateral	838.75	0.00	4,905.46	1,000.00	8,500.00
51870 · Visitor Guide	186.00	765.00	57,295.11	56,625.00	59,005.00
51880 · Website	18,461.25	19,950.00	92,859.37	97,260.00	117,110.00
Total 51800 · Products	19,486.00	20,715.00	156,311.61	160,885.00	190,615.00
51900 · Memberships & Affiliations	0.00	210.00	15,004.00	14,875.00	15,500.00
51925 · Research	7,015.21	6,800.00	53,210.11	52,600.00	85,916.00
Total 50100 · Marketing	45,862.49	65,515.00	360,566.09	409,491.75	517,012.75
52000 · Sales					
52050 · Ad Sales Commission Expense	180.06	250.00	12,775.18	12,300.00	12,600.00
52100 · Tradeshows & Sales Missions	0.00	0.00	8,810.92	8,390.00	8,390.00
52200 · Event Sponsorship & Bid Fees	0.00	0.00	17,763.46	17,500.00	19,500.00
52300 · FAM Tours	1,467.02	2,500.00	1,859.30	2,500.00	4,000.00
52400 · Client Entertainment	0.00	0.00	0.00	1,250.00	1,500.00
Total 52000 · Sales	1,647.08	2,750.00	41,208.86	41,940.00	45,990.00
60000 · Operations					
60100 · Personnel Expense	56,151.96	58,600.00	527,371.04	508,050.00	694,085.36
60200 · Internet and Technology	1,702.44	1,834.20	21,636.50	20,105.30	27,390.00

Visitor and Convention Bureau of Thurston County
Profit & Loss Budget Performance

Accrual Basis

September 2024

	Sep 24	Budget	Jan - Sep 24	YTD Budget	Annual Budget
60310 · Rent & Facility Charges	6,233.38	3,250.00	32,241.81	29,010.00	38,760.00
60320 · Equipment	131.71	0.00	2,184.69	1,500.00	2,500.00
60340 · Insurance	0.00	0.00	3,115.59	3,250.00	3,250.00
60360 · Licenses & Fees	70.00	350.00	335.12	350.00	350.00
60380 · Postage and Shipping	0.00	200.00	1,090.37	1,550.00	2,200.00
60400 · Professional Development	300.00	0.00	22,284.67	23,095.00	23,095.00
60410 · Printing	186.58	300.00	2,274.51	2,800.00	3,775.00
60500 · Professional Fees	5,084.33	3,510.00	90,367.42	88,511.09	92,631.09
60570 · Supplies	157.43	200.00	2,775.62	2,650.00	3,500.00
60580 · Travel Expenses	840.45	500.00	8,669.26	11,230.00	15,730.00
60600 · Bank Charges	269.28	295.00	1,099.91	1,007.50	1,125.00
60700 · Bad Debt/Write Off	0.00		-25.48		
Total 60000 · Operations	71,127.56	69,039.20	715,421.03	693,108.89	908,391.45
61000 · TPA Administration					
61105 · Marketing & Operations	0.00	125.00	4,232.41	4,300.00	4,300.00
61200 · Professional Fees	0.00	504.50	7,602.90	8,117.50	9,631.00
Total 61000 · TPA Administration	0.00	629.50	11,835.31	12,417.50	13,931.00
Total Expense	118,637.13	137,933.70	1,129,031.29	1,156,958.14	1,485,325.20
Net Ordinary Income	52,009.11	46,931.30	-14,175.94	-13,291.14	-19,962.20
Other Income/Expense					
Other Income	3,467.25	1,750.00	27,008.98	14,750.00	20,000.00
Net Other Income	3,467.25	1,750.00	27,008.98	14,750.00	20,000.00
Net Income	55,476.36	48,681.30	12,833.04	1,458.86	37.80

Visitor and Convention Bureau of Thurston County

Balance Sheet

As of September 30, 2024

Accrual Basis

	Sep 30, 24
ASSETS	
Current Assets	
Checking/Savings	
VCB Accounts	
10100 · Heritage Checking	40,596.81
10300 · TwinStar Checking	467.00
10350 · TwinStar - HRA	2,635.41
10400 · TwinStar Money Market	203,852.91 1
10500 · TwinStar Savings	30.00
10600 · Petty Cash	75.00
	<hr/>
Total VCB Accounts	247,657.13
10700 · WSECU - MM - Operating	100,642.71 2
10725 · WSECU - Checking	5.00
10750 · WESCU - Savings	5.00
	<hr/>
Total Checking/Savings	348,309.84
Accounts Receivable	
11100 · Accounts Receivable	<hr/>
	58,031.65
Total Accounts Receivable	58,031.65
Other Current Assets	
12075 · Prepaid Income Tax	6,245.45
13000 · Prepaid Expenses	28,860.12
14000 · Inventory	343.02
	<hr/>
Total Other Current Assets	35,448.59
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Total Current Assets	441,790.08
Fixed Assets	
15000 · Furniture and Equipment	16,837.99
17100 · Accum Depr - Furn and Equip	-9,780.56
	<hr/>
Total Fixed Assets	7,057.43
	<hr/>
Other Assets	
16000 · LPL Financial	
16010 · Accrued Interest	13,210.11
16000 · LPL Financial - Other	<hr/>
	630,494.85
	<hr/>
Total 16000 · LPL Financial	643,704.96 3
	<hr/>
16100 · Right of use under lease	94,921.00
	<hr/>
Total Other Assets	738,625.96
	<hr/>
TOTAL ASSETS	1,187,473.47
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
20100 · Accounts Payable	<hr/>
	-21,018.84
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Total Accounts Payable	-21,018.84

Visitor and Convention Bureau of Thurston County

Balance Sheet

As of September 30, 2024

Accrual Basis

	Sep 30, 24
Credit Cards	
20200 · MC Control Account	
20205 · Heidi Mastercard	19,465.67
20220 · Jeff Mastercard	3,747.66
20225 · Annette Mastercard	5,406.89
20231 · Braeden Mastercard	58.24
20240 · Kelly Mastercard	25,471.32
20245 · Emily Mastercard	9,022.07
20275 · Melissa Mastercard	3,002.59
20200 · MC Control Account - Other	-66,014.25
	<hr/>
Total 20200 · MC Control Account	160.19
	<hr/>
Total Credit Cards	160.19
Other Current Liabilities	
20310 · Accrued Liabilities	31,529.08
20400 · Lease obligation	94,921.00
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Total Other Current Liabilities	126,450.08
	<hr/>
Total Current Liabilities	105,591.43
	<hr/>
Total Liabilities	105,591.43
Equity	
32000 · Reserve from prior years	1,069,049.00
Net Income	12,833.04
	<hr/>
Total Equity	1,081,882.04
	<hr/>
TOTAL LIABILITIES & EQUITY	1,187,473.47
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Visitor and Convention Bureau of Thurston County
Balance Sheet

As of September 30, 2024

Accrual Basis
1. TwinStar Money Market is earning 1.76%

2. WSECU Money Market is earning 1.25%

3. Woori is \$102k @4.7%; \$117k with CFG @4.0%; \$107k with Morgan Stanley @3.99%; \$104k Bank of America @4.9%; \$100k with Sallie Mae @3.47% and \$100k Fortis Bank @5.25%

Visitor and Convention Bureau of Thurston County

A/R Aging Summary

As of September 30, 2024

	Current	1 - 30	31 - 60	61 - 90	> 90	TOTAL
City of Lacey	0.00	60.00	0.00	0.00	0.00	60.00
City of Yelm	0.00	60.00	0.00	0.00	0.00	60.00
Destination Signals by Tempest	0.00	0.00	0.00	0.00	0.00	0.00
Great Wolf Lodge	0.00	0.00	500.00	0.00	0.00	500.00
Intercity Transit	0.00	0.00	500.00	0.00	0.00	500.00
Legends Arcade	0.00	60.00	0.00	0.00	0.00	60.00
LTAC Olympia	0.00	54,681.65	0.00	0.00	0.00	54,681.65
Olympia Downtown Alliance	0.00	60.00	0.00	0.00	0.00	60.00
Pizzeria La Gitana	0.00	0.00	0.00	0.00	276.00	276.00
Rutledge Corn Maze LLC	0.00	0.00	0.00	0.00	1,154.00	1,154.00
Thurston County Chamber*	0.00	60.00	0.00	0.00	0.00	60.00
Twin Star Credit Union	0.00	0.00	500.00	0.00	0.00	500.00
Website Properties	0.00	120.00	0.00	0.00	0.00	120.00
TOTAL	0.00	55,101.65	1,500.00	0.00	1,430.00	58,031.65



SCORE CARD

September 2024

September YTD travel industry key performance indicators continue to see positive increases over last year.



THURSTON COUNTY ACCOMMODATIONS

HOTELS/MOTELS

Available Rooms	September/YTD Actual	
2024 ¹	2,639	
2023	2,860	
2024/2023 % Change		-7.7%

Occupancy (%)	September Actual	YTD Actual
2024	71.8%	73.2%
2023	67.3%	68.7%
2024/2023 % Change (Measurement towards goal)	6.6%	6.5%

2024 YTD Performance to Goal: September YTD Performance: 73.2%
Annual Goal: 68.2% (107% to Goal)

Average Daily Rate (\$)	September Actual	YTD Actual
2024	\$139.27	\$153.57
2023	\$140.47	\$157.03
2024/2023 % Change	-0.9%	-2.2%

Revenue per Available Room (\$)	September Actual	YTD Actual
2024	\$100.55	\$113.64
2023	\$95.43	\$109.00
2024/2023 % Change	5.4%	4.3%

¹ Inventory change due to the following openings: Courtyard by Marriott Olympia in May 2023, WoodSpring Suites in August 2023, Colony Inn in November 2023, and the closures of the Days Inn by Wyndham Lacey in February 2023 and of Olympia Hotel by Capitol Lake in January 2024.

HIGHLIGHTS

September 2024 monthly and YTD hotel occupancy rate continues to trend above 2023 figures.

SCORE CARD

MARKETING

September 2024

Unique Web Visits	September Actual	YTD Actual
2024 ²	35,322	303,831
2023	31,362	272,839
2024/2023 % Change (Measurement towards goal)	12.6%	11.4%

2024 YTD Performance to Goal: September YTD Performance: 303,831
Annual Goal: 413,507 (74% to Goal)

Consumer E-Newsletter Subscribers ⁴	September/ YTD Actual
2024	12,728
2023	13,054
2024/2023 % Change (Measurement towards goal)	-2.5%

2024 YTD Performance to Goal: September YTD Performance: 12,728
Annual Goal: 15,681 (81% to Goal)

Earned Media Placements ⁵	September Actual	YTD Actual
2024	11	224
2023	21	132
2024/2023 % Change (Measurement towards goal)	-47.6%	69.7%

2024 YTD Performance to Goal: September YTD Performance: 224
Annual Goal: 160 (140% to Goal)

Social Media Audience ³	September/YTD Actual
2024	30,527
2023	28,625

2024/2023 % Change
(Measurement towards goal)

2024 YTD Performance to Goal: September YTD Performance: 30,527
Annual Goal: 34,605 (88% to Goal)

Visitor Guides Mailed	September Actual	YTD Actual
2024	42	815
2023	49	750
2024/2023 % Change (Measurement towards goal)	-14.3%	8.7%

2024 YTD Performance to Goal: September YTD Performance: 815
Annual Goal: 1,021 (80% to Goal)

PR Circulation/Viewership ⁵	September Actual	YTD Actual
2024	426,855,952	1,957,708,618
2023	369,074	11,104,940
2024/2023 % Change (Measurement towards goal)	115,555.9%	17,529.2%

2024 YTD Performance to Goal: September YTD Performance: 1,957,708,618
Annual Goal: 12,779,077 (15,320% to Goal)

²As of October 2023, Universal Analytics has been replaced by Google Analytics 4, a modeled/cookieless method of tracking visitation to the website. Due to Google's recent update on search algorithms, we have seen slight implications to website traffic. This update focused on the quality of search engine results (SERPs) and traffic decreases were seen across the majority of websites. To better align with Google's guidelines and algorithms, we are reviewing our current content and keeping them top of mind for content moving forward.

³As of January 31, 2024, Experience Olympia & Beyond's Twitter Account is no longer active and no longer reflected in the Social Media Audience.

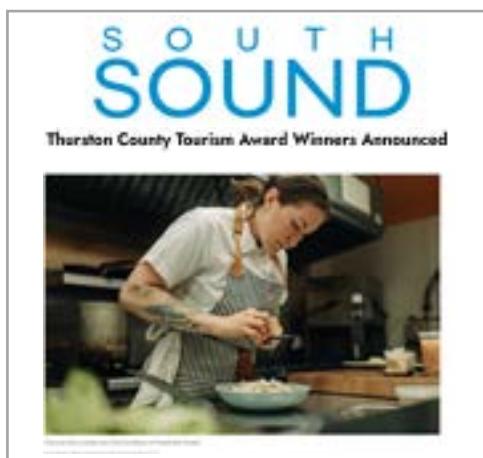
⁴As of July 2024, the Consumer E-Newsletter subscribers list was updated to remove email addresses that were dropped due to being bounced or those who unsubscribed to Experience Olympia & Beyond emails.

⁵Earned Media Placements & PR Circulation/Viewership not directly comparable to previous years due to new methodology being used.

HIGHLIGHTS

- Most YTD marketing metrics were up compared to 2023. This includes unique web visits, social media audience, visitor guides mailed, earned media placements and PR circulation/ viewership.
- YTD consumer e-newsletter subscribers were down compared to 2023.

KEY ARTICLES PUBLISHED/INFLUENCER POSTS



South Sound – September 23, 2024
[Thurston County Tourism Award Winners Announced](#)



NW Travel & Life – Sep/Oct, 2024
[The Northwest's Best Pumpkin Patches & Corn Mazes](#)



Tahoma Vista Fiber Mill - Yelm

SCORE CARD

SALES

September 2024

MEETINGS/TOUR & TRAVEL

Lead Room Nights	September Actual	YTD Actual
2024	47	3,064
2023	1,655	3,073
2024/2023 % Change (Measurement towards goal)	-97.2%	-0.3%

2024 YTD Performance to Goal: September YTD: 3,064
Annual: 5,164 (59% to Goal)

Booked Room Nights	September Actual	YTD Actual
2024	20	867
2023	0	1,547
2024/2023 % Change (Measurement towards goal)	100.0%	-44.0%

2024 YTD Performance to Goal: September YTD: 867
Annual: 1,850 (47% to Goal)

Leads	September Actual	YTD Actual
2024	2	32
2023	3	34
2024/2023 % Change (Measurement towards goal)	-33.3%	-5.9%

2024 YTD Performance to Goal: September YTD: 32
Annual: 64 (50% to Goal)

Leads Booked	September Actual	YTD Actual
2024	1	21
2023	0	21
2024/2023 % Change (Measurement towards goal)	100.0%	0.0%

2024 YTD Performance to Goal: September YTD: 21
Annual: 25 (84% to Goal)

SPORTS

Lead Room Nights	September Actual	YTD Actual
2024	0	3,650
2023	365	5,556
2024/2023 % Change (Measurement towards goal)	-100.0%	-34.3%

2024 YTD Performance to Goal: September YTD: 3,650
Annual: 7,881 (46% to Goal)

Booked Room Nights	September Actual	YTD Actual
2024	0	1,220
2023	40	925
2024/2023 % Change (Measurement towards goal)	-100.0%	31.9%

2024 YTD Performance to Goal: September YTD: 1,220
Annual: 3,050 (40% to Goal)

Leads	September Actual	YTD Actual
2024	1	21
2023	3	28
2024/2023 % Change (Measurement towards goal)	-66.7%	-25.0%

2024 YTD Performance to Goal: September YTD: 21
Annual: 33 (64% to Goal)

Leads Booked	September Actual	YTD Actual
2024	0	5
2023	1	7
2024/2023 % Change (Measurement towards goal)	-100.0%	-28.6%

2024 YTD Performance to Goal: September YTD: 5
Annual: 9 (56% to Goal)

HIGHLIGHTS

- YTD booked meeting leads were on par with 2023.

BOOKINGS

- 2024 Miss Washington Fall Forum (Doubletree Olympia)

CANCELLED BUSINESS

N/A

LOST BUSINESS

- 2025 Doberman Extravaganza (selected another venue in Oregon)
- 2025 State Farm Insurance Legislative Day (booked in house)
- 2025 WIAA Baseball State Tournament (lost due to insufficient bleacher seats required from WIAA)



Definitions: Key Performance Indicators

Available Rooms/Rentals (room/rental supply) – The number of rooms/rentals multiplied by the number of days in a specific time period.

Average Daily Rate (ADR) – A measure of the average rate paid for rooms sold, calculated by dividing room revenue by rooms sold. Indicates average price that guests are willing to pay for their lodging, and overall value perception.

Booked Room Nights – Confirmed Hotel Room Nights from a sales booking at a Thurston County hotel.

Certified Tourism Ambassador (CTA) – The number of individuals who attended the training session and received the industry-recognized certification.

Consumer E-Newsletter Subscribers – Individuals who signed up to receive Experience Olympia's monthly e-newsletter.

Earned Media Placements – Publicity or exposure gained from methods other than paid advertising.

Lead Room Nights – Estimated Hotel Room Nights for Thurston County hotels from a sales lead.

Leads Booked – A future event that is contracted by planner with a venue, hotel or service provider.

Leads – An inquiry for space (either sports or meetings) by a meeting planner or event organizer that the DMO has qualified to meet the planner's criteria and that requires at least 10 hotel guest rooms. Leads can also include conference services, such as catering or transportation.

Occupancy – Percentage of available rooms sold during a specified time period. Occupancy is calculated by dividing the number of rooms sold by rooms available. Indicates demand for lodging.

PR Circulation/Viewership – Interactions with Public Relations content for digital, print, and broadcast placements.

Revenue Per Available Room/Rental (RevPAR) – Total room/rental revenue divided by the total number of available rooms/rentals. Indicates ability to fill rooms/rentals at an average rate, and overall health of lodging.

Social Media Audiences – Individuals who follow/like Experience Olympia & Beyond related pages on Facebook, Instagram and/or Twitter.

Unique Web Visits – A person who has visited experienceolympia.com at least once and is counted only once in the reporting time period.

Visitor Guides Mailed – The number of visitor guides distributed directly to consumers via the mail.



Brewery Falls at Tumwater Park

2025 TPA Board Calendar

JANUARY							MAY							SEPTEMBER							
S	M	T	W	T	F	S	S	M	T	W	T	F	S	S	M	T	W	T	F	S	
			1	2	3	4				1	2	3				1	2	3	4	5	6
5	6	7	8	9	10	11	4	5	6	7	8	9	10	7	8	9	10	11	12	13	
12	13	14	15	16	17	18	11	12	13	14	15	16	17	14	15	16	17	18	19	20	
19	20	21	22	23	24	25	18	19	20	21	22	23	24	21	22	23	24	25	26	27	
26	27	28	29	30	31		25	26	27	28	29	30	31	28	29	30					

FEBRUARY							JUNE							OCTOBER						
S	M	T	W	T	F	S	S	M	T	W	T	F	S	S	M	T	W	T	F	S
						1		1	2	3	4	5	6	7						1
2	3	4	5	6	7	8	8	9	10	11	12	13	14		5	6	7	8	9	10
9	10	11	12	13	14	15	15	16	17	18	19	20	21		12	13	14	15	16	17
16	17	18	19	20	21	22	22	23	24	25	26	27	28		19	20	21	22	23	24
23	24	25	26	27	28		29	30							26	27	28	29	30	31

MARCH							JULY							NOVEMBER						
S	M	T	W	T	F	S	S	M	T	W	T	F	S	S	M	T	W	T	F	S
2	3	4	5	6	7	8	6	7	8	9	10	11	12	2	3	4	5	6	7	8
9	10	11	12	13	14	15	13	14	15	16	17	18	19	9	10	11	12	13	14	15
16	17	18	19	20	21	22	20	21	22	23	24	25	26	16	17	18	19	20	21	22
23	24	25	26	27	28	29	27	28	29	30	31			23	24	25	26	27	28	29
30	31													30						

APRIL							AUGUST							DECEMBER							
S	M	T	W	T	F	S	S	M	T	W	T	F	S	S	M	T	W	T	F	S	
		1	2	3	4	5			3	4	5	6	7	8	9		1	2	3	4	
6	7	8	9	10	11	12			10	11	12	13	14	15	16		7	8	9	10	11
13	14	15	16	17	18	19			17	18	19	20	21	22	23		14	15	16	17	18
20	21	22	23	24	25	26			24	25	26	27	28	29	30		21	22	23	24	25
27	28	29	30						24	25	26	27	28	29	30		28	29	30	31	



Thurston County Hotel & Motel Commission

Name	Position	Status	Business	Address	CSZ	Business Phone	Cell	Email	Term
Vacnt	1	Member							
Kasee Palmer	3	Member	DoubleTree by Hilton	415 Capitol Way N	Olympia, WA 98501	360-570-0555	360-908-5040	Kasee.palmer@hilton.com	Jan 2023 to Jan 2026
Janine Phillips	6	Member	Hampton Inn & Suites Oly/Lacey	4301 Martin Way E.	Olympia, WA 98501	360-459-5000 ext 508	415-298-8283	janine.phillips@hilton.com	October 2022 to Oct 2025
Angie Evans	5	Current Chair	Prairie Hotel	700 Prairie Park Lane	Yelm, WA 98597	360-458-8300	360-701-1193	angiee@prairiehotel.com	Jan 2022 to Jan 2025
Rose Ponzoha	2	Member	Best Western-Tumwater	5188 Capitol Blvd. SE	Tumwater, WA 98501	360-956-1235	360-561-5083	rose@bwtumwater.com	Oct 2022 to Oct 2025
Christy LeGeer	4	Member	Courtyard by Marriott - Olympia	2301 Henderson Park Lane SE	Olympia, WA 98501	253-365-4543	360-943-8448	clegeer@bmihospitality.com	June 2023 – June 2026
Vacant	7	Member	Hilton Garden Inn	2101 Henderson Park Lane SE	Olympia, WA 98501	360-236-9934		mhudson@bmihospitality.com	September 2023-March 2026
Jennica Machado	--	Ex-Officio	Thurston County Economic	3000 Pacific Avenue S.E.	Olympia, WA 98501	360-709-3005	360-522-6137	jennica.machado@co.thurston.wa.us	January 2022 to

Annette Pitts – CEO, Experience Olympia-annette@experienceolympia.com C- 509-881-8587

Kelly Campbell – VP Finance & Administration, Experience Olympia- info@TPACCommission.org / kelly@experienceolympia.com C- 360-280-0830