Annual Meeting 2018

The Landings Association, Inc.
February 28, 2019
2019 Landings Association
President

LeeAnn Williams
Agenda

- Call to Order
- Approve Minutes of 2018 Annual Meeting
- 2019 and 2018 Boards of Directors
- Volunteers of the Year
- 2018 Review
- 2018 Financial Report
- Questions and Answers
Approval of the Minutes of the 2018 Annual Meeting
<table>
<thead>
<tr>
<th>Position</th>
<th>Name</th>
<th>Image</th>
</tr>
</thead>
<tbody>
<tr>
<td>President</td>
<td>LeeAnn Williams</td>
<td><img src="image" alt="LeeAnn Williams" /></td>
</tr>
<tr>
<td>Vice President</td>
<td>Hank Policinski</td>
<td><img src="image" alt="Hank Policinski" /></td>
</tr>
<tr>
<td>Treasurer</td>
<td>Diane Thompson</td>
<td><img src="image" alt="Diane Thompson" /></td>
</tr>
<tr>
<td>Secretary</td>
<td>Kathleen Field</td>
<td><img src="image" alt="Kathleen Field" /></td>
</tr>
<tr>
<td>Director</td>
<td>Blake Caldwell</td>
<td><img src="image" alt="Blake Caldwell" /></td>
</tr>
<tr>
<td>Director</td>
<td>John Holmquist</td>
<td><img src="image" alt="John Holmquist" /></td>
</tr>
<tr>
<td>Director</td>
<td>Jim Morgan</td>
<td><img src="image" alt="Jim Morgan" /></td>
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<tr>
<td>Director</td>
<td>Jim Rich</td>
<td><img src="image" alt="Jim Rich" /></td>
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<tr>
<td>Director</td>
<td>Jim Van Epps</td>
<td><img src="image" alt="Jim Van Epps" /></td>
</tr>
<tr>
<td>Ex-Officio</td>
<td>Rick Cunningham</td>
<td><img src="image" alt="Rick Cunningham" /></td>
</tr>
</tbody>
</table>
2018 Landings Association
President

Rick Cunningham
2018
Board of Directors

Rick Cunningham
President

Hank Policinski
Vice President

Joyce Marble
Treasurer

LeeAnn Williams
Secretary

Blake Caldwell
Director

T.J. Hollis
Director

Jim Rich
Director

Diane Thompson
Director

Jim Van Epps
Director
Retiring Board Directors

T.J. Hollis

Joyce Marble
2018 Volunteer of the Year

- Adaptive Golf Clinic for Challenged Veterans
- Habitat for Humanity
- Kiwanis Club of Skidaway
- Military Break Night
- Landings Military Family Relief Fund
- Landings Security Gate Volunteer
- The Savannah Marine Corps League
- St. Patrick’s Day Parade
- Veteran’s Day Parade
2018
Volunteer of the Year

Bob Longueira
2018
Volunteer Group of the Year

SUSTAINABLE SKIDAWAY
A Community Certification Program
2018
Volunteer Group of the Year
Sustainable Skidaway

Nancy Groebe leads The Leadings Canoe Cline monthly canoe trip on Savannah Canals, helping to keep our cost effective.

Diane Caldwell has orchestrated archaeological digs at our historic sites with the assistance of AGU professor Laura Satter. Her students and resident volunteers. Following research, interpretive signage will be installed at these sites.

Steve Miller captures 100 gallons of water per week for irrigation from the natural rainwater harvesting system at Savannah Water Project.

Alex Feueremmerich is an intern at the National Wildlife Refuge for 13 years as part of the recovery effort under the Endangered Species Act. This active member of Ogeechee Audubon also conducts shorebird and migrant bird surveys.

Bob Trexler’s has trained more than 10,000 people in Chatham County’s new field of vet compression CPR. The thinning of this method has been recognized by The American Journal of Emergency Medicine.

CCoF Tom Ronald promotes science-based forestry management practices that make each and every tree in our property unique for the next generation.

Fitz Clarke documents the growth of salmon at the Savannah Field Vizcaya Sanctuary, creating a beautiful and permanent photographic record of one of our natural habitats.

Carolyne Mckinney rescues the repurposing of firewood from our forest sources to the safety of nearby communities. Working with Georgia DNR and volunteers, it is now the largest rescue program for this species of concern on the East Coast.

Don McCulloch manages a chair of volunteers, the Tallow Thieves, as part of a project that has rid the island of 68,000 invasive Chinese tallow trees.

Carolyn Fieldman takes on the leadership of the Lendings Canoe club and promotes the development of the annual potluck dinner.

David Green has over 10,000 members in the birding club, Savannah Audubon.

Bob Trexler has trained more than 10,000 people in Chatham County’s new field of veterinary compression CPR. The thinning of this method has been recognized by The American Journal of Emergency Medicine.
2018 Volunteer Group of the Year
Sustainable Skidaway

Interpretive Signage at Delegal Creek Marina
Cemetery Signage

Pollinator Berm Signage
Main Gate Imagined Signage
2018 Volunteer Group of the Year

- Sustainable Skidaway is an initiative with multiple partners, including The Landings Association, The Landings Club, and Volunteers from UGA Marex and the Skidaway Island State Park.

- One initiative of this group is to highlight the Natural and Historic Sites at The Landings.

- Signage for those sites is in process, with the first installed at Delegal Marina Tower in mid-February 2015.
2018 Volunteer Group of the Year

- Work of Georgia Southern University’s Armstrong Campus Professor Laura Siefert, along with students and community volunteers, highly appreciated.

- The Landings community named first sustainable community in Georgia in 2018 thanks to the efforts of Sustainable Skidaway.
2018 Volunteer Group of the Year
Sustainable Skidaway
2018 Review

- Sustainable Community
- Renovation and Renewal Initiatives
- Prepare for 5G
- Storm Restoration Completed
- Assessment Vote
- Incorporation Status
Storm Restoration Completed

- Tropical Storm Hermine - September 2016
- Hurricane Matthew - October 2016
- Hurricane Irma - September 2017
Hurricane Matthew

Center Island Damage
Hurricane Matthew
Hurricane Irma
Storm Restoration Completed

- Reestablished common property
- Removed trees, including stump grinding (purchased stump grinder)
- Regraded areas
- Delineated beds and applied pine straw
- Replanted trees and shrubbery
- Hydroseeded

Costs above Special Assessment = ~$700,000
Restoration
Restoration
Restoration
2018 Assessment Vote

- 66% Approved - required 66.7%
- Deferred some capital projects and new proposals, including:
  - Landings Harbor Dry Stack Refurbishment
  - Playground Replacement and Upgrade
  - Athletic Field Lighting and Track Replacement
  - Street Sign Lighting
  - Disaster and Flood Mitigation
  - Increased Perimeter Security
Incorporation Process Review

Feb. 2014 - Feb. 2015
TLA Strategic Plan Updated to include “Explore Incorporation”

Feb. 2015
Strategic Plan refined and reviewed in town halls and other communications

Sep.-Nov. 2016
GA State Incorporation Feasibility Study found a City of Skidaway Island would be financially feasible
Community Involvement

Jan – Feb 2017
Feasibility Study shared at Town Halls; clear support to continue

Feb 2017
Five Study Committees formed, of 46 volunteers with subject matter expertise; confirmed more/better services could be provided for less cost

Feb - Mar 2017
In Parallel House and Senate legislation introduced

Nov - Dec 2017
Study committee reported at 5 town hall meetings, attendees provided legislators their enthusiastic support for getting the opportunity to vote

Dec 2017
TLA, Modena, South Harbor boards passed resolutions requesting legislation to allow a vote
Community Involvement

Feb.–May 2018
Legislation passed State House and Senate, signed into law by the governor for November 2018 vote

May 2018
Survey to all TLA residents - 66% inclined to vote YES at that time

Aug. 2018
Incorporation Steering Committee discovered a drafting error, causing vote postponement
Current Status

Feb. 2019
Legislature corrected errors, governor signed, Vote scheduled for March 19 to determine whether Skidaway Island will become its own city

Feb. 2019
As promised, TLA Board issues resolution supporting incorporation

19 Mar. 2019
Registered voters of Skidaway Island determine whether Skidaway Island will become a city
Financial Report

Joyce Marble
2018 Treasurer
## 2018 Budget and Assessment Allocation

<table>
<thead>
<tr>
<th></th>
<th>Operations</th>
<th>Capital Reserves</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>2018 Budget</strong></td>
<td>$1,545</td>
<td>$305</td>
<td>$1,850</td>
</tr>
<tr>
<td><strong>2018 Year End Actual</strong></td>
<td>$1,390</td>
<td>$460</td>
<td>$1,850</td>
</tr>
<tr>
<td><strong>Special Assessment received in 2018</strong></td>
<td></td>
<td>$148</td>
<td>$148</td>
</tr>
<tr>
<td><strong>2019 Budget</strong></td>
<td>$1,386</td>
<td>$464</td>
<td>$1,850</td>
</tr>
</tbody>
</table>
### Association Operating Fund
(in thousands)

<table>
<thead>
<tr>
<th></th>
<th>2018</th>
<th>2017</th>
<th>% Change</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Revenues</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Assessment</td>
<td>$6,144</td>
<td>$6,782</td>
<td>-9.4%</td>
</tr>
<tr>
<td>Vehicle Registration &amp; Service Agreements</td>
<td>1,050</td>
<td>1,022</td>
<td>2.7%</td>
</tr>
<tr>
<td>Marina</td>
<td>1,663</td>
<td>1,419</td>
<td>17.2%</td>
</tr>
<tr>
<td>Other income</td>
<td>814</td>
<td>788</td>
<td>3.3%</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td>$9,671</td>
<td>$10,011</td>
<td>-3.4%</td>
</tr>
<tr>
<td><strong>Expenses</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Operations</td>
<td>$7,985</td>
<td>$8,312</td>
<td>3.9%</td>
</tr>
<tr>
<td>Depreciation</td>
<td>689</td>
<td>671</td>
<td>-2.7%</td>
</tr>
<tr>
<td>Marina</td>
<td>1,467</td>
<td>1,354</td>
<td>-8.3%</td>
</tr>
<tr>
<td>Income taxes</td>
<td>5</td>
<td>3</td>
<td>-66.7%</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td>$10,146</td>
<td>$10,340</td>
<td>-1.9%</td>
</tr>
<tr>
<td><strong>Net gain/loss</strong></td>
<td>($475)</td>
<td>($329)</td>
<td>-44.4%</td>
</tr>
</tbody>
</table>
## Association Reserve Fund  
**(in thousands)**

<table>
<thead>
<tr>
<th>Expenditures</th>
<th>2018</th>
<th>2017</th>
<th>% Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Capital Repairs (roads, community paths, lagoons, storm drains)</td>
<td>$585</td>
<td>$1,051</td>
<td>-44.3%</td>
</tr>
<tr>
<td>All Other Capital Items</td>
<td>1,026</td>
<td>2,277</td>
<td>-54.9%</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>$1,611</strong></td>
<td><strong>$3,328</strong></td>
<td><strong>-51.6%</strong></td>
</tr>
</tbody>
</table>

### Current Reserve Balance:

<table>
<thead>
<tr>
<th></th>
<th>2018</th>
<th>2017</th>
<th>% Change</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Current Reserve Balance</strong></td>
<td>$6,357</td>
<td>$5,984</td>
<td>6.2%</td>
</tr>
</tbody>
</table>
# The Landings Company
(in thousands)

<table>
<thead>
<tr>
<th></th>
<th>2018</th>
<th>2017</th>
<th>% Change</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Total assets</strong></td>
<td>$1,676</td>
<td>$1,534</td>
<td>9.3%</td>
</tr>
<tr>
<td><strong>Revenues</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Brokerage commissions</td>
<td>$5,581</td>
<td>$4,482</td>
<td>24.5%</td>
</tr>
<tr>
<td>Other</td>
<td>1,645</td>
<td>1,857</td>
<td>-11.4%</td>
</tr>
<tr>
<td><strong>Total revenues</strong></td>
<td>7,226</td>
<td>6,339</td>
<td>14.0%</td>
</tr>
<tr>
<td><strong>Expenses</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Direct costs</td>
<td>4,959</td>
<td>4,461</td>
<td>11.2%</td>
</tr>
<tr>
<td>Marketing expense</td>
<td>1,362</td>
<td>1,264</td>
<td>7.8%</td>
</tr>
<tr>
<td>General and admin.</td>
<td>888</td>
<td>828</td>
<td>7.2%</td>
</tr>
<tr>
<td>Depreciation</td>
<td>37</td>
<td>38</td>
<td>-2.6%</td>
</tr>
<tr>
<td>Income tax benefit</td>
<td>(3)</td>
<td>(72)</td>
<td>-95.8%</td>
</tr>
<tr>
<td><strong>Total expenses</strong></td>
<td>7,243</td>
<td>6,519</td>
<td>11.1%</td>
</tr>
<tr>
<td><strong>Net gain/loss</strong></td>
<td>$ (17)</td>
<td>$ (180)</td>
<td>-90.6%</td>
</tr>
</tbody>
</table>
## Consolidating Statements of Revenues and Expenses

*(in thousands)*

<table>
<thead>
<tr>
<th></th>
<th>2018</th>
<th>2017</th>
<th>% Change</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Revenues</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Association Operating</td>
<td>$8,043</td>
<td>$8,571</td>
<td>-6.2%</td>
</tr>
<tr>
<td>Association Reserves</td>
<td>2,030</td>
<td>3,779</td>
<td>-46.3%</td>
</tr>
<tr>
<td>Marinas</td>
<td>1,663</td>
<td>1,419</td>
<td>17.2%</td>
</tr>
<tr>
<td>Landings Company</td>
<td>7,226</td>
<td>6,339</td>
<td>14.0%</td>
</tr>
<tr>
<td><strong>Total Revenues</strong></td>
<td>18,962</td>
<td>20,108</td>
<td>-5.7%</td>
</tr>
<tr>
<td><strong>Expenses</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Association Operating</td>
<td>7,975</td>
<td>8,315</td>
<td>-4.1%</td>
</tr>
<tr>
<td>Association Reserves</td>
<td>585</td>
<td>1,051</td>
<td>-44.3%</td>
</tr>
<tr>
<td>Marinas</td>
<td>1,467</td>
<td>1,353</td>
<td>8.4%</td>
</tr>
<tr>
<td>Landings Company</td>
<td>7,205</td>
<td>6,459</td>
<td>11.5%</td>
</tr>
<tr>
<td>Depreciation</td>
<td>726</td>
<td>710</td>
<td>2.3%</td>
</tr>
<tr>
<td><strong>Total Expenses</strong></td>
<td>17,958</td>
<td>17,888</td>
<td>0.4%</td>
</tr>
<tr>
<td><strong>Net gain/loss</strong></td>
<td>$1,004</td>
<td>$2,220</td>
<td>-54.8%</td>
</tr>
</tbody>
</table>
## Consolidating Balance Sheets

**December 31, 2018**  
*(in thousands)*

<table>
<thead>
<tr>
<th></th>
<th>2018</th>
<th>2017</th>
<th>% Change</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Assets</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Cash &amp; investments</td>
<td>$10,310</td>
<td>$9,318</td>
<td>10.6%</td>
</tr>
<tr>
<td>Property, plant &amp; equipment</td>
<td>9,354</td>
<td>8,944</td>
<td>4.6%</td>
</tr>
<tr>
<td>Other assets</td>
<td>427</td>
<td>695</td>
<td>-38.6%</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td>$20,091</td>
<td>$18,957</td>
<td>6.0%</td>
</tr>
<tr>
<td><strong>Liabilities &amp; Equity</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Other liabilities</td>
<td>$1,153</td>
<td>$1,023</td>
<td>12.7%</td>
</tr>
<tr>
<td>Equity</td>
<td>18,938</td>
<td>17,934</td>
<td>5.6%</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td>$20,091</td>
<td>$18,957</td>
<td>6.0%</td>
</tr>
</tbody>
</table>
2018 Annual Report

www.landings.org/resources
2019 Landings Association
President
LeeAnn Williams
The Landings Association Dept. Directors

Shari Haldeman
General Manager/COO

Karl Stephens
Asst. General Manager/CAO

Sean Burgess
Interim Public Works Director

Karim Condame
Human Resources/ Organizational Effectiveness

Rory Jose
Marinas Director

Tim Cook
Security Director

Dianne Talcott
Finance Director/Controller

Read complete staff bios online (https://landings.org/staff-bios).
Questions and Answers

- Go to the microphone in the back.
- Please state your name.
- Be brief, so everyone gets a turn.
- Let everyone ask a question before you ask another one.
- Details will be recorded and shared with the community.
- Board Directors will stay at the end for individual questions.