THE LANDINGS ASSOCIATION, INC.

Annual Meeting
of
Property Owners

Tuesday, January 23, 1990

AGENDA

Call to Order
President's Opening Remarks
General Manager's Comments
Branigar's Report
Conclusion of 1989 Activities
Installation of 1990 Board of Directors, Officers and Committees
Adjournment

Bob Duryea
Bob Duryea
Paul Sousa
Ron Stephens
Bob Duryea
Win Firman
Association Officers, Directors, Committee Chairpersons - 1990
(Term of Office January 23, 1990 to January 22, 1991)

President
Win Firman
598-0405
2 Goose Quill Lane

Vice-President
Marshall Edwards
598-0442
50 Cotton Crossing (W)

Treasurer
Bill Hemphill (Ex. Of.)
598-1720
15 Hemingway Drive

Secretary
John Appeldoorn (Ex. Of.)
598-1704
6 Turtle Lane

Directors
Lynn Alford
598-1825
5 Captain Dunbar Lane
Bill Dipman
598-1997
6 Mackay Lane
Charles Haynsworth
598-1327
5 Parsons Lane
Bill Hemphill
598-1720
15 Hemingway Drive
Howard Kaufmann
598-0229
12 Water Witch Crossing
Ron Stephens
598-0500
Branigar Liaison,
Sales Office
Don Wandersee
598-1202
49 Delegal Road

General Counsel
Thomas J. Mahoney, Jr.
598-0932
354-1132
5 Noble Jones Lane
PO Box 13711
Savannah, GA 31416

General Manager
Paul E. Sousa
598-1468
Association Office
897-1026
118 Lagoon View Crossing
Savannah, GA 31410

Accounting/Data Systems Manager
Deborah L. Friend
598-1468
Association Office

Arch./Dev. Manager
Joseph T. Vail
598-1468
Association Office

Architecture Adm.
Angel Draughn
598-1468
Association Office

Maintenance Mgr.
Bob Fallis
598-1468
Association Office

Office Manager
Joan Dougherty
598-1468
Association Office

Personnel Adm.
Carol Johnson
598-1468
Association Office

Security Chief
Charles Scobee
598-1468
Association Office

Committee Chairpersons

Architectural
Ben Wright
598-1096
2 River Birch Lane
Clark Fuller
598-0422
6 Monastery Road

Audit
Communications
Community &
Public Relations

Covenant Compliance
Robert M. Dudley
598-1246
22 Sweetgum Crossing
Elections

Finance
Roger Cushman
598-0372
2 Hibernia Road

Maintenance
Simon Cols
598-1425
3 Margrave Lane

Nominating
Don Wandersee
598-1202
49 Delegal Road

Personnel Policy &
Benefits
Jerrene Edmonson
598-1161
22 Hemingway Circle

Planning &
Evaluation
Bill Rawson
598-0764
4 Sandsfield Way

Public Health
Robert Levitt, M.D.
598-0834
4 Little Lane

Security
Martin Otto
598-1401
193 Yam Gandy Road

Tax
Ed Garrison
598-0631
6 Hobcaw Lane

Utilities
Branigar Liaison
Ron Stephens
598-0500
PO Box 13727
Savannah, GA 31416
V.P./Project Director

WP3642A
01/19/90
THE ASSOCIATION STAFF

It has been only three years since the Board of Directors decided for self-management. From six full-time equivalent employees in 1986 to the 52 in 1990, your Association has assumed more and more responsibilities from the Developer.

We now own and maintain all common property and streets in Phases I and II, Midpoint, and about 30% of Phase III. This year, most of the balance of Phase III will be deeded to us, plus all the lagoons in Phase I.

We thought you would like to know what kind of people we have running the daily operation ... activities which have become increasingly costly and complex. What follows are brief biographies of our key personnel and a few charts depicting the scope of their responsibilities.

GENERAL MANAGER: Paul E. Sousa, BS, Business Management, Providence College 1964; Master of Public Administration, University of South Carolina, 1987.

Mr. Sousa served 21 years in the United States Air Force and retired as a lieutenant colonel in 1985. During the last few years of his military career, he served as Personnel Director, Public Works Director, and Base Commander. During his graduate program, Mr. Sousa served a full-time internship as assistant to the City Manager of Camden, SC where he prepared a major annexation plan for the City Council. This was followed by employment as Richland County Government’s first Contract Administrator in Columbia, SC. Paul came to his current position in November 1987. He and his wife Marion (an Assistant Professor of English at Savannah State College) reside on Wilmington Island with two of their five daughters.


Ms. Friend has recently moved from New Jersey area where she was employed as a comptroller and system analyst for a social service for the last five years. In her spare time she did private consulting in the area of design and implementation of office automation systems. Debbi joined the Association in September 1989 and resides in Savannah.


Mr. Vail began his career with the South Carolina Department of Highways and Transportation, later leaving to work with various architecture and engineering firms. He has extensive experience in project management focusing on surveying, construction, municipal utilities, and private consulting for property development and mapping. Joe and his wife, Dolly, reside in Savannah with their two daughters since coming to The Landings in June 1988.


Ms. Draughn has a varied background as a real estate paralegal and as Project Manager for the construction and management of Savannah Festival Outlet Center. Her professional activities have focussed in city planning and urban development (with the Metropolitan Planning Commission), real estate appraisal, and project management and mapping. She and her husband, Cliff, are Landings residents.

A veteran of 24 years as a commissioned officer in the United States Navy, his final tour of duty included oversight of installation security. Charles and his wife, Rebecca, are both natives of Kentucky and reside in Savannah. Charles joined the staff in March 1989.

ASSISTANT CHIEF OF SECURITY: Harry (Hank) W. Oliver attended St. Leo's College and is a graduate of Groves High School in Savannah.

A veteran of 21 years service in the United States Marine Corps, Hank and his wife, Linda, currently reside in Faulkville. Linda works at the Marshwood Tennis Shop. Hank has been with the Security Staff since 1986.

ASSISTANT MAINTENANCE MANAGER: Robert Fallis, Industrial Engineering, University of Washington; BS Economics - Business Administration, State University of New York, 1980; Certified Applicator (Pesticides, Herbicides, Fertilizer), New York, Georgia.

Mr. Fallis' varied experience includes superintendent of Material and Equipment and Manager of Logistics for two international oil companies, working partner in an asphalt company, Director of Facilities/Superintendent of Buildings and Grounds for a New York school district, and owner/operator of a large apple orchard and warehouse company. This "jack of all trades - master of many" became The Landings Association's first Maintenance Supervisor in April 1988. Bob and his wife, Jo, reside on the Isle of Hope.

OFFICE MANAGER: Joan L. Dougherty, BA, Voice Performance, University of Arkansas at Monticello, Monticello, AR, 1983 (graduated summa cum laude). Post-graduate work done in music therapy and data processing, Florida State University, Tallahassee, FL.

Ms. Dougherty has five years of office management experience. She moved to Savannah in July 1987, joining the Association staff in January of 1989.

PERSONNEL ADMINISTRATOR: Carol Johnson attended Washington State University majoring in psychology and sociology.

Ms. Johnson was employed by the University of Oregon and United Learning Corporation, an educational research and development firm from 1966 through 1974, serving in various administrative positions. After moving to Savannah in 1976 she served as office manager for a local physician's office until her employment with The Landings Association in 1982. While the Association grew, Carol has literally worked in all areas of the Association, including corporate secretary. She resides on The Landings with her two daughters.
The Landings Association, Inc.

Organizational Chart 1990

Board of Directors

- Volunteer Advisory Committee
  - Executive Director
  - General Manager: Paul E. Stone
  - Secretary: Bev King
  - Treasurer: J. William Hembell
  - Board Secretary: John Appelboim
  - General Counsel: Thomas Mahoney

- Office Manager: June L. Dougherty
- Accounting & Data Systems Mgr.: Deborah L. Friend
- Chief of Security: Charles R. Scowen
- Personnel Administrator: Carol Johnson
- Architecture/Development Mgr.: Joseph T. Yull
- Maintenance Manager: Vacant

- Assistant Chief of Security: Frank Oliver
- Administrative Assistant: Pamela Barrie
- Architectural Administrator: Angel M. Dragna
- Site Inspector: Dean Wedin
- Systems Operations: Robert E. Faith
- Landscaping: Louis D. Hamilton
- Mowing & Clearing: George Sandifer

Revised 1/1/90
The Landings Association, Inc.
Total Lots

Number (Thousands)

<table>
<thead>
<tr>
<th>Years</th>
<th>Total Lots</th>
<th>Improved</th>
<th>Unimproved</th>
<th>New Platting</th>
<th>New Construction</th>
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<tr>
<td>89</td>
<td>3</td>
<td></td>
<td></td>
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<tr>
<td>90</td>
<td>4</td>
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<td>91</td>
<td>5</td>
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<tr>
<td>92</td>
<td>4</td>
<td></td>
<td></td>
<td>1</td>
<td></td>
</tr>
</tbody>
</table>

Types of Lots

- Total Lots
- Improved
- Unimproved
- New Platting
- New Construction
The Landings Association, Inc.
Resident Population (2.4/Home)

Years

Population

0 1000 2000 3000 4000 5000 6000 7000

5136 5536 5897 6257

89 90 91 92

Years
The Landings Association, Inc.
Property Mile Maintenance

Years

Miles

Maintenance Category
- Street Miles
- Curb Miles
- Cart Path Miles
The Landings Association, Inc.
Property Acre Maintenance

<table>
<thead>
<tr>
<th>Years</th>
<th>Lagoon Acres</th>
<th>Common Property</th>
<th>Mowing Acres</th>
</tr>
</thead>
<tbody>
<tr>
<td>89</td>
<td>525</td>
<td>450</td>
<td>375</td>
</tr>
<tr>
<td>90</td>
<td>425</td>
<td>375</td>
<td>300</td>
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<tr>
<td>91</td>
<td>425</td>
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<td>300</td>
</tr>
<tr>
<td>92</td>
<td>425</td>
<td>375</td>
<td>300</td>
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</table>
### Departmental Budgeted Expenditures

#### FY 89

<table>
<thead>
<tr>
<th>Category</th>
<th>Amount</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Maintenance</td>
<td>$363.7</td>
<td>29%</td>
</tr>
<tr>
<td>Accounting</td>
<td>$50.2</td>
<td>4%</td>
</tr>
<tr>
<td>Arch &amp; Devel</td>
<td>$73.7</td>
<td>6%</td>
</tr>
<tr>
<td>Administration</td>
<td>$200.7</td>
<td>15%</td>
</tr>
<tr>
<td>General</td>
<td>$112.6</td>
<td>8%</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>$750.4</strong></td>
<td><strong>62%</strong></td>
</tr>
</tbody>
</table>

#### FY 90

<table>
<thead>
<tr>
<th>Category</th>
<th>Amount</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Maintenance</td>
<td>$538.7</td>
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</tr>
<tr>
<td>Security</td>
<td>$676.5</td>
<td>32%</td>
</tr>
<tr>
<td>Accounting</td>
<td>$65.9</td>
<td>4%</td>
</tr>
<tr>
<td>Arch &amp; Devel</td>
<td>$179.4</td>
<td>10%</td>
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<tr>
<td>Administration</td>
<td>$253.3</td>
<td>14%</td>
</tr>
<tr>
<td>General</td>
<td>$160</td>
<td>10%</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>$1,695.5</strong></td>
<td><strong>82%</strong></td>
</tr>
</tbody>
</table>

#### FY 91

<table>
<thead>
<tr>
<th>Category</th>
<th>Amount</th>
<th>Percentage</th>
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<tr>
<td>Maintenance</td>
<td>$681.6</td>
<td>34%</td>
</tr>
<tr>
<td>Security</td>
<td>$596</td>
<td>30%</td>
</tr>
<tr>
<td>Accounting</td>
<td>$70.8</td>
<td>4%</td>
</tr>
<tr>
<td>Arch &amp; Devel</td>
<td>$177.9</td>
<td>9%</td>
</tr>
<tr>
<td>Administration</td>
<td>$264.6</td>
<td>13%</td>
</tr>
<tr>
<td>General</td>
<td>$191</td>
<td>10%</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>$1,450.6</strong></td>
<td><strong>67%</strong></td>
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</table>

#### FY 92

<table>
<thead>
<tr>
<th>Category</th>
<th>Amount</th>
<th>Percentage</th>
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</thead>
<tbody>
<tr>
<td>Maintenance</td>
<td>$794.3</td>
<td>36%</td>
</tr>
<tr>
<td>Security</td>
<td>$646.5</td>
<td>30%</td>
</tr>
<tr>
<td>Accounting</td>
<td>$73.8</td>
<td>3%</td>
</tr>
<tr>
<td>Arch &amp; Devel</td>
<td>$164.7</td>
<td>6%</td>
</tr>
<tr>
<td>Administration</td>
<td>$275.7</td>
<td>13%</td>
</tr>
<tr>
<td>General</td>
<td>$203.9</td>
<td>9%</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>$2,291.4</strong></td>
<td><strong>83%</strong></td>
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</tbody>
</table>
The Landings Association, Inc.
Association Personnel

Departments
- Administration
- Architect/ Develop
- Accounting/Payroll
- Maintenance
- Security
- Total Paid Employees

Number

Years


Total Paid Employees
The Landings Association, Inc.
Personnel Costs (as % of Total Dept Exp)

[Chart showing personnel costs for different years and departments (Administration, Accounting, Arch & Develop, Maintenance, Security)]
ARCHITECTURAL COMMITTEE
(Ben Wright)

Early in 1989, all responsibilities for Architectural Control were transferred from Branigar to the Association. Along with shouldering the new accountabilities associated with the architectural review process, the committee also conducted an extensive review and rewriting of the Architectural Guidelines. This revised document will be presented to the Board immediately after the Annual Meeting.

After some five years as a member and Chairperson of the Committee, Peggy Kipp tendered her resignation at mid-year. Peggy's hard work and devotion to committee activities has contributed greatly to the continued quality of life enjoyed by all Landings residents.

1989 saw a decided decrease in home-building activity at The Landings. During the year, 153 new applications were received for architectural review, 133 building permits were issued and 147 homes were completed. This compares with 259 applications, 214 building permits and 263 completions in 1988. Currently, there are 2,188 completed homes on the island. Activity in the coming year is anticipated to continue at approximately the same pace as in 1989.

Even with the dearth of new home construction, more builders have migrated to Skidaway. There currently are some 37 builders actively working on the island. Of these, approximately one-half are involved only with construction of a single home. The committee's corps of volunteer inspectors is maintaining oversight on all builders to ensure continued adherence to our Declaration of Covenants and Restrictions and the Architectural Guidelines.

Ben Wright         Peggy Kipp
Nevill Smythe      Joan Benjamin
Bob Hess           Bob Scheuermann
Fred Smith         Paul Stuhlreyer
Jack Sweers        Lee Tutskey
Dick West
AUDIT COMMITTEE
(Clark Fuller)

During the year 1989, the Audit Committee met on four occasions. It met with the independent accountants and reviewed the audited financial statements for 1988 prior to the Annual Meeting. The Committee received the auditor's assurances that no significant internal control deficiencies were discovered during the examination. The Committee also met with the auditor to discuss the 1989 examination and their procedures prior to beginning their examination. The auditor presented their report on the 1989 examination on January 19, 1990 (a summary of the 1989 results is presented in the Treasurer’s report elsewhere in this document) to the Committee and again disclosed no significant weaknesses in internal control. However, several suggestions were made to enhance present controls and systems. Association management will evaluate the recommendations and report actions to be taken to the Committee.

Internal audits were performed during the year on the fees received from the Cablevision franchise agreement and we are currently awaiting U.S. Cable Company's response to our findings. A review was also made of the Commercial Registration fee procedures and found to be without significant deficiencies. It is expected that such internal examinations will continue to be performed in 1990 to assure the members of the Association's management and Board of the creditability of their financial information.

Clark Fuller          William Dipman
Win Firman            Roger Cushman
William Hemphill, Ex. Of.
COVENANT COMPLIANCE COMMITTEE
(Robert M. Dudley)

The Covenants of The Landings were established by the Developer, clarified and interpreted by the Board of Directors of The Landings Association and serve as general guidelines for our living here.

Our Covenants serve all residents to maintain and enhance the beauty of our island. It is necessary to remind certain individuals of the Covenants and ask them to conform. This activity is, collectively, known as Covenant enforcement and was actively pursued, year round, by a Committee of men and women volunteers in 1989.

Frankly, enforcement is a thankless job. Fortunately we estimate that something over 95% of our residents live here in harmony with and in total compliance with the Covenants. A small group of residents and non-residents, roughly 5% of the total do ignore these simple restrictions on our lifestyle.

During 1989 we investigated and revised the Covenants on deer fence construction as well as home businesses to make them more realistic. The major continuing problems are: parking boats and recreational vehicles at home, poor or no landscaping particularly on some spec homes, poor yard maintenance and general debris on empty lots.

During 1990 we will continue to follow-up on problems as they are spotted or reported to The Landings Association. All residents can help in this task. First, we need seven to nine new members on the Committee. Anyone interested should contact the Committee Chairman. Second, we need the help of all residents to report problems to us. Simply call The Landings Association, identify yourself and the problem. We will follow-up and try to correct the problem. Your name will not be used.

In 1990 we are going to improve our follow-up on complaints and improve our communications with the residents. Above all we are going to enforce the Covenants.

Robert M. Dudley
Doris Brinton
Sally Jones
Mike Neds
Dick Roberts
Lee Tutskey

Walter Boaef
Art Hansen
Arnlie Kemp
Betty Richards
Bill Seymour
The budget procedure for The Landings Association covering the three-year period 1990-1992 commenced in May 1989 and culminated in November with the submission of the budget to the Board of Directors for its approval prior to year-end. The initial compilation of budget data is performed by staff department heads under the supervision and guidance of the General Manager. The growth of all the Association's operating functions, attributable to the dedication of additional properties and facilities (sewers, roads, gates) to us by Branigar, must first be forecast as accurately as possible. All departments then base their future activities on the commonly-accepted assumptions. The steady growth which we have been experiencing inevitably requires additional staffing in maintenance, security and administration, and it also requires a planned expansion of our physical facilities and the mechanical equipment to do in-house those jobs which can be better done by our staff than contracted out, such as grass mowing. One responsibility of the Finance Committee is to review in detail the budgets prepared by the General Manager to assure that planning is thorough and that anticipated expenditures are justified.

As a basis for understanding the anticipated increases in expenditures of the Association in 1990, the following comparisons are presented:

- Street miles to be maintained: +14%
- Cart path miles to be maintained: +12%
- Common property acreage to be mowed: +26%
- Total Association employees: +14%

The major source of revenues of the Association continues to be assessments upon property owners at The Landings, constituting 85% of the total. The assessment rates for 1990 will remain the same as they were in 1989, $475 for each improved lot and $380 for each unimproved lot. Rates are also expected to remain at that level in 1991. Vehicle registration fees (for admission to The Landings) in excess of $100,000 head the list of other revenues shown in the accompanying report.

It is planned, as in prior years to produce an excess of revenues over expenses so that funds may be set aside in dedicated reserves to be used to defray future major expense of road resurfacing and storm drain and lagoon maintenance. Landings residents saw evidence of reserve funds put to use in 1989 in a successful, major road resurfacing program.

The Finance Committee believes that the 1990 budget provides adequate funds for the effective conduct of our mission in keeping The Landings an attractive, secure place to reside, through the efforts of capable, well-trained specialists and hourly-employees, and we believe that adequate reserves are being established for road resurfacing needs, storm drain and lagoon maintenance and working capital requirements.

Any Association member who has an interest in reviewing the 1990 budget in detail is invited to visit the Association Office to obtain a copy and make appropriate inquiries to the General Manager or the President.

Roger Cushman
Charles LaMotte
Talbot Smith
David Tausche

Pete Peterson
Cliff Hepper
Ken Biersack
Bill Hemphill
Summary of 1990 Budget
Compared to 1989 Actual Expense
The Landings Association, Inc.
(Operating Fund)

<table>
<thead>
<tr>
<th></th>
<th>1989 Actual</th>
<th>1990 Budget</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Revenue</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>General Assessments</td>
<td>$1,551,877</td>
<td>$1,648,700</td>
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<tr>
<td>Vehicle Registration Fees</td>
<td>93,723</td>
<td>117,000</td>
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<tr>
<td>Architectural Review Fees</td>
<td>30,200</td>
<td>76,000</td>
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<tr>
<td>Interest Earned</td>
<td>91,036</td>
<td>55,000</td>
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<tr>
<td>Cable Franchise Fees</td>
<td>17,987</td>
<td>17,000</td>
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<tr>
<td>Other</td>
<td>10,768</td>
<td>10,500</td>
</tr>
<tr>
<td><strong>Total Revenue</strong></td>
<td>$1,795,591</td>
<td>$1,924,200</td>
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<tr>
<td><strong>Expense</strong></td>
<td></td>
<td></td>
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<tr>
<td>Administration</td>
<td>195,080</td>
<td>253,300</td>
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<tr>
<td>Accounting</td>
<td>57,295</td>
<td>65,900</td>
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<td>Architecture / Development</td>
<td>59,672</td>
<td>179,400</td>
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<tr>
<td>Security</td>
<td>472,974</td>
<td>538,700</td>
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<tr>
<td>Maintenance</td>
<td>372,880</td>
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<tr>
<td>General</td>
<td>107,196</td>
<td>180,000</td>
</tr>
<tr>
<td><strong>Total Expense</strong></td>
<td>$1,265,097</td>
<td>$1,784,800</td>
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<tr>
<td><strong>Excess Revenue over Expense Before Taxes</strong></td>
<td>$530,494</td>
<td>$139,400</td>
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<tr>
<td><strong>Income Taxes</strong></td>
<td>32,000</td>
<td>31,000</td>
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<td><strong>Excess Revenue over Expense</strong></td>
<td>$498,494</td>
<td>$108,400</td>
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<tr>
<td><strong>Transfers to Reserve Funds</strong></td>
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<tr>
<td>Road Resurfacing</td>
<td>150,000</td>
<td>150,000</td>
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<tr>
<td>Storm Drain and Lagoon Maintenance</td>
<td>50,000</td>
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</tr>
<tr>
<td><strong>Total Transfers</strong></td>
<td>$200,000</td>
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<tr>
<td><strong>Excess Revenue over Expense and Transfers</strong></td>
<td>$298,493</td>
<td>$(91,600)</td>
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<tr>
<td><strong>Depreciation included above</strong></td>
<td>$89,316</td>
<td>$114,100</td>
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<tr>
<td><strong>Capital Improvements</strong></td>
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<td>$23,848</td>
<td>$900</td>
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<td>21,233</td>
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<td>19,233</td>
<td>13,000</td>
</tr>
<tr>
<td><strong>Total Capital Improvements</strong></td>
<td>$213,371</td>
<td>$145,400</td>
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This past year was another year for the Maintenance Committee to adjust from hands-on type of activities to a committee which develops maintenance policies, sets standards and audits performances and finally takes on specific assignments to assist the Maintenance Department, thus keeping its administrative personnel to a minimum.

In 1989, mowing and edging of common properties were done 100% by our own people. The Committee assisted in the selection of new equipment, and in setting up maintenance schedules. After the season the mowing crew is used for other maintenance projects and a monthly analysis of man-hours used is being monitored by the committee.

Dedication 11, comprising the balance of Phases I and II and one-third of Phase III, will be finalized this month. A member of the Maintenance Committee has been on the inspection task force and has walked every yard of road and property to be dedicated, helping to ensure that the area transferred is in A-1 condition.

The Committee also assisted in the 1989 Road Paving Project and when called upon furnished many man-hours of traffic control.

The Committee together with Engineering originated a new project to update and computerize road survey data. This project will require many volunteers and hard work but the availability of this data on computer will save countless hours of on-site inspection later. Incidentally, existing computer facilities will handle the data.

The Committee helped the maintenance staff in developing records of all street sweeping to provide uniform coverage. The records also show days of the week, time spent and reasons for down-time. This data will help the committee evaluate the overall performance and decide on improvements if needed.

Lagoon Management will undoubtedly be a complicated issue and a high cost item in future years. There are 165 lagoons. The management of the banks of these lagoons is progressively being dedicated to the Association. The water management will be retained by Branigar until later. The committee believes however, that an immediate effort should be made to study the problem in a joint effort with Branigar and The Landings Club.

Clearing of Marsh Outflows has not started yet but it would appear that necessary authorizations are on their way. All outflows (and how free they are) have been properly identified by the Committee who will continue to monitor the need for repair and maintenance.

For 1990 the Committee intends to continue to assist the Maintenance staff in the areas described above and also to develop programs in new areas such as technical training of maintenance staff, cost effectiveness of street lighting and Association buildings' energy use, consolidation of all pertinent information regarding regulatory agencies' requirements such as, pesticide, handling of hazardous material, trash and oil removal, burning pit operations, etc.

The Committee has obtained the cooperation of Branigar who agreed to delegate one of their engineers to attend the committee meetings. With Bob Baer on both the Maintenance Committee and The Landings Club Board of Governors, maintenance at The Landings should become a well coordinated project.
I am very proud of all the members of the Committee who have not only spent countless hours for the Association, but also have given the Association the benefit of their expertise and talent earnestly, seriously but with a smile and a lot of humor. Unanimously, they have expressed the wish to stay on in 1990.

Simon Cols
Bob Schade
Serge Poyo
Walt Christmas

Bob Baer
Dick Watters
Tom Moore
Jack Fisher
PERSONNEL AND BENEFITS COMMITTEE
(Jerrene Edmonson)

A major project for this Committee in 1989 was the development of a job and salary evaluation program. This involved developing job descriptions for all positions, determining their relative importance and assigning appropriate and competitive salary ranges. Included also were recommendations for consistent and descriptive titles for the management and supervisory staff. This program was approved by the Board of Directors and is being implemented by the General Manager and his staff.

Policies were researched, developed, and approved by the Board of Directors for "Witness Pay" and "Drivers Insurability".

The Personnel Policy Manual and the Employee Handbook were revised to clarify certain policies and to include policy changes.

The chairperson also chaired an Ad Hoc Committee to research the local market regarding policies and costs in the health care field and to make recommendations to the Board of Directors regarding Association policies in this area. Serving on this Committee were Ken Biersak, Bob Miles, Dave Tausche, and Helen Selesky.

After considerable research this Committee made the following observations and recommendations to the Board of Directors:

- Because of the small size of our group and limited claim experience we are not in a strong position to get favorable treatment from insurance carriers.

- Our policy and coverage is modest by community standards and, despite the cost, must be available to Association employees in order to be competitive in attracting and retaining employees.

- That we remain with our present carrier for the remainder of this policy which ends April 1, 1990, and keep a careful record of our claims.

- That beginning early in 1990, we shop around for better coverage for less money or decrease costs for the same coverage.

In 1990 this Committee plans to do the following:

- Update job descriptions and rate ranges as job responsibilities change.

- Monitor the implementation and administration of Association personnel policies and benefits.

- Continue to make recommendations to the Board of Directors regarding changes in personnel policies or benefits when needed for competitiveness in today's labor market or to maintain good relations with employees.

Jerrene Edmonson          Don Brown
O.G. "Hap" Davis          Jack Elgin
Joe Heimbach             Helen Selesky
PLANNING AND EVALUATION COMMITTEE  
(William Rawson)

This Committee was reorganized in December of 1989 and a new Chairman and committee members were appointed. Personnel are listed below.

The Committee has, as its charter over a long term period, the task of defining problems, developing the history and facts relevant to the problems, proposing and testing possible solutions and making recommendations to the Board of Directors, where appropriate.

The following subcommittees have been formed and will work in the areas described.

The Organization Subcommittee will work on the issue of Covenant expiration/extension as part of the matrix of governance for the community's future. This will include evaluation of annexation, incorporation, remaining unincorporated, consolidating with other communities, and other possibilities that study may provoke.

The Community Services Subcommittee will work on the issues of a community center, library, playing fields and a possible primary/secondary school. The subcommittee will also explore the future of The Village upon Branigar's departure. The previously established Library Committee will become part of this committee.

The Utilities Subcommittee will consider longer range concerns with electricity, gas, sewer, water, cable TV, and the marinas coordinating as appropriate with the Utilities Committee of the Board. It will also study waste disposal and recycling.

The Association Issues Subcommittee will concern itself with liaison/coordination with The Landings Club, revenue generation, and constituent representation (tied in with the Organization Subcommittee) and access to Skidaway Island from the mainland. It will also study communications between the Board and the residents, between the community and the staff, and within the staff.

The committee of the whole will meet monthly and communicate to the Board by submission of its minutes and subcommittee reports.

William Rawson  Hazel Brown
George Connor  Vic Kruger
Bob Miles  Fred Parsons
Bill Seaman  Roger Seymour
Bob Smith  Ed Vertovec
Joe Wyant

-20-
Although the Public Health Committee met irregularly in 1989, it did conduct blood pressure evaluations on a regular basis. This activity expanded from Marshwood to Plantation to accommodate the influx of new residents in Phase II. Both Marshwood and Plantation were used each month except August.

The total screenings in 1989 were 648 persons. This is in contrast to 436 in 1988 and 334 in 1987.

Other activities included:

1. Publication of articles pertinent to public health, and ranged from salmonella infections and Lyme Disease to tennis and golf elbow problems. These articles appeared in The Landings Journal and TWATL.

2. Monitoring the swimming pools for chlorine levels as well as cleanliness.

3. Continuing pressure for the use of a sneeze guard at the Plantation buffets.

Future plans:

1. Continuing blood pressure screening at Marshwood and Plantation on the second Wednesday of each month from 2 - 4 p.m. Any physician or nurse who wishes to volunteer to participate in this activity will be most welcome, as will volunteers for clerical duties at the above noted times only.

2. Evaluation of the effect of locally-used pesticides on fish in the lagoons.

3. Contact with the Cancer Society to obtain slides for determination of gastrointestinal bleeding.

4. Continued cooperation with First Responders in making Vial of Life tubes available.

5. Assistance in organizing C.P.R. classes.

The latest word on Lyme Disease is that there has been a ten-fold increase in cases in Georgia. Previous recommendations include avoiding brush, using repellents containing DEET, daily body inspection for adherent ticks, and wearing proper clothing. The disease poses no threat to The Landings, but this does not excuse one from using precautions.

Robert Levitt, M.D.  Betty Black
Annette Coyle  Bill Davin, M.D.
Betty DeMunbrun, M.D.  Marge Giaccheto
Arthur Haskins, M.D.  Joyce Hofto, Dietician
David Laury, M.D.  Kathy Levitt, R.N.
SECURITY COMMITTEE

(Martin Otto)

COMMITTEE ACTIVITY

The Committee met monthly throughout the year and at various times undertook studies such as bus routes, incoming traffic, etc. Bill Carlson chaired the committee through September 30. On October 1, Martin Otto was appointed as Chairman.

During the last three months of the year the Committee spent most of its time in defining its changing responsibilities. The Committee had verbally been informed about October 1 that it was now an advisory committee reporting to the Board of Directors with respect to policy and procedure. Consequently, much time was spent developing the specific items for which the Committee now bore responsibility.

The Committee, through the efforts of Margaret Heimbach and Paul Stuhlreyer, provided 140 trained volunteers at the Main Gate. During 1989, these volunteers handled 29,687 telephone calls and completed 2,720 hours of volunteer service. This has resulted in a savings to the Association of approximately $25,000.

SECURITY STAFF ACTIVITY

Background

The Department employs 23 employees who staff all three gates, maintain safety patrols on the streets, conduct vacant house checks for vacationers, and operate the guest registration and commercial vehicle programs. They also respond to alarms, requests for assistance and animal complaints. They provide locator assistance for EMS, Police and Fire Officials in their emergency responses on a 24-hour, 7 days a week basis.

1989 Highlights

January

A reorganization of the department into a military style chain of command was accomplished. Intermediate supervisory positions were established below the department head or Chief’s level to provide on-site management representation on 24-hour, 7 days a week basis.

May

Under Chief Scobee’s leadership a Standard Procedures Manual for Security Personnel was published.

July

Two new vehicles were purchased. The current fleet consists of four vehicles. An Emergency Preparedness Plan for Hazardous Weather was published. This plan became the basis for action when Hugo approached in September.

September

Hurricane Hugo threatened the area. Work was stopped and voluntary evacuation commenced. Security Patrols were reduced to a minimum. The Main gate remained open throughout the entire period.
Statistics

During 1989 over 2,100 incident reports were generated. These were spread over 21 categories ranging from EMS response to Covenant violations. Some of the individual categories and their score are:

<table>
<thead>
<tr>
<th>Category</th>
<th>Score</th>
</tr>
</thead>
<tbody>
<tr>
<td>Insecure Property</td>
<td>382</td>
</tr>
<tr>
<td>Burglar Alarm Response</td>
<td>201</td>
</tr>
<tr>
<td>Traffic Violation</td>
<td>124</td>
</tr>
<tr>
<td>Vandalism</td>
<td>103</td>
</tr>
<tr>
<td>EMS Calls</td>
<td>91</td>
</tr>
<tr>
<td>Suspicious Persons</td>
<td>114</td>
</tr>
</tbody>
</table>

Each one of these represents at least one phone call and investigation by an employee. Each month there are approximately 180 incident reports generated, over 4,800 guest passes issued and over 10,000 miles driven.

During 1989 difficulty was experienced in recruiting the right people to fill all 23 positions. Currently there is one vacancy. Thirteen people were hired in 1989, nine of whom remain in the department.

Jim Couturier          Margaret Heimbach  
Ed Mongold             Jack O'Connor     
Clyde Smith            Gene Stewart     
Paul Stuhrreyer
TAX COMMITTEE
(Ed Garrison)

At the November 14, 1989 Board meeting the proposal to create a Tax Committee was approved. The Board also approved appointment of the Committee members listed below.

As of December, the Committee had prepared or acquired the following information which was made available to all property owners.

1. Copies of "Facts Every Taxpayer Should Know" prepared by the Board of Assessors of Chatham County.

2. A marked copy of Branigar's map of The Landings showing the areas covered by each of the County tax maps.

3. A copy of the 60 county tax maps which cover the Landings.

4. Two specially prepared computer print-outs showing the 1989 appraised value (land and building) of all residential properties at The Landings. One print-out is in sequence by property identification number (pin number). The other print-out is in sequence by Landings lot number.

5. Copies of Chatham County Assessor's sale analysis for all Landings properties sold from 1986 to date.

6. A computer print-out showing all Landings lot sales for 1987 and 1988. This shows lot number, street address, sale price, date of sale and amenities.

7. A write-up by the Tax Committee describing: the basis for reappraisals, notice of property reappraisals, how to find the appraised value of any property, how to find details of appraised values, and appeal methods.

On December 13, 1989 Bob Duryea, Paul Sousa and the Committee had a "get acquainted" meeting with Mr. Bill Parsons, Chatham County's Chief Assessor, and Mr. Hal Copeland, who handles the appraisals of all Landings properties. Mr. Copeland described their operation and answered many general questions. The Committee reviewed briefly what they planned to do, most importantly, lines of communication and a better understanding between the Assessor's office and the Committee developed.

The Committee has made a number of computer sales analysis of property sales similar to those made by the assessors. This has provided the committee with a better understanding of the basis for reappraisals.

For 1990 the Committee plans to:

1. Make a survey of all those who have appealed their appraisals to determine if there is some pattern in making a successful appeal.

2. Sponsor a seminar on January 31, 1990 covering all facets of property appraisals, appeal methods, etc. Sam Simowitz, one of Savannah's outstanding Real Estate Appraisers, will conduct this seminar. There will be a $10.00 fee, payable to Sam Simowitz.
3. Make available at The Landings Association office a fische microfilm viewer and microfilms which show details for each property. Details include: owners name; sales history; land value; building value; in addition to a breakdown which includes, number of stories, square feet of floor space, grade of construction, number of plumbing fixtures, fireplaces, etc. This information is currently available only at the courthouse.

4. Make available at The Landings Association office a copy of the appropriate Georgia Tax Laws.

5. Determine the most economical method of obtaining the assessor's computer data base information to be used for making computer analysis.

6. Obtain a copy of the Chatham County Tax Digest broken down by tax neighborhoods. The Committee will review the Tax Digest, tax appraisals and reappraisals to determine if The Landings valuations are reasonable. If possible, we will compare the overall changes to other tax neighborhoods of Chatham County. Any questionable practices will be reviewed with the Assessor's office. If further action as a group is indicated, the Tax Committee will so recommend to the Association Board.

7. Look into other tax matters that may come up.

   Ed Garrison  Randall Bart
   Truman Dodson  Joost Gompels
   Charlie Haynsworth  Dave Price
   Al Swanson
Although The Landings was south of the landfall for the eye of Hurricane Hugo, the heavy rainfall (over 6") and high winds we experienced demonstrated the effectiveness of the underground utility systems. All of the utilities had plans and personnel prepared in the event the center of Hugo had come ashore at Savannah. The most serious service interruption during 1989 occurred last summer when lightning damaged the TV cable system and approximately a mile of main line cable had to be replaced.

The elevated water tower which was built by Skidaway Utilities in 1988 has been in full service since early 1989. Inclusion of the tower in the water supply system has resulted in a more even 65-70 psi pressure over the entire water supply system. The equipment monitoring and controlling the water supply utilizes the latest technology and provides a state-of-the-art system. The sewage disposal system is monitored at various points by the Georgia Department of Natural Resources, Branigar and Skidaway Utilities; we have a very effective and efficient system utilizing the settling lagoon and spray fields.

U.S. Cable and Skidaway Island Utilities are the only unregulated utilities serving The Landings. Changes in the basic programming offered and charges for premium channels, additional outlets, and converter rentals resulted in an increase in cable TV monthly rates effective May 1, 1989, thirteen months after the 1988 increase. There has been no increase in water and sewage rates charged by Skidaway Utilities since 1985. Additional development and change in the system required by this development might result in rate increases. The utility has assured your Association that they will discuss and justify any such increases before they are implemented.

There was little change in rates by the regulated utilities serving Skidaway, with a fuel maintenance adjustment; Savannah Electric and Power rates were slightly less. Southern Bell charges for long distance access were increased 30 cents/month effective March 1, 1989. AT&T long distance rates decreased slightly in 1989. Effective October 1, 1989, Savannah Gas Company rates were increased slightly, little over a dollar/month for the average residence.

Joe Bottler
Cale Hodsdon
Ward Black
Ron Kolat
TREASURER'S REPORT  
(J.W. Hemphill)

Condensed financial information of the Association for the years 1989 and 1988 is as follows:

<table>
<thead>
<tr>
<th>All Funds</th>
<th>December 31, 1989</th>
<th>December 31, 1988</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Current Assets</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Cash and Investments</td>
<td>$1,047,105</td>
<td>$985,427</td>
</tr>
<tr>
<td>Assessments Receivable net of allowance of $21,500 and $12,500</td>
<td>35,151</td>
<td>25,140</td>
</tr>
<tr>
<td>Other</td>
<td>60,217</td>
<td>45,869</td>
</tr>
<tr>
<td><strong>Total Current Assets</strong></td>
<td>$1,142,473</td>
<td>$1,058,436</td>
</tr>
<tr>
<td><strong>Other Assets</strong></td>
<td>$125,931</td>
<td>$202,190</td>
</tr>
<tr>
<td><strong>Property, Plant and Equipment</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Land, Buildings, and Equipment</td>
<td>$1,095,847</td>
<td>$886,153</td>
</tr>
<tr>
<td>Accumulated Depreciation</td>
<td>(183,104)</td>
<td>(104,513)</td>
</tr>
<tr>
<td><strong>Total Assets</strong></td>
<td>$2,055,216</td>
<td>$1,848,986</td>
</tr>
<tr>
<td><strong>Current Liabilities</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Accounts Payable, Wages, Accruals and Payroll Taxes</td>
<td>$125,931</td>
<td>$202,190</td>
</tr>
<tr>
<td>Income Taxes Payable</td>
<td>31,239</td>
<td>14,537</td>
</tr>
<tr>
<td><strong>Total Current Liabilities</strong></td>
<td>$157,170</td>
<td>$216,727</td>
</tr>
<tr>
<td><strong>Other Liabilities</strong></td>
<td>-0-</td>
<td>10,898</td>
</tr>
<tr>
<td><strong>Members' Equity</strong></td>
<td>1,898,046</td>
<td>1,621,361</td>
</tr>
<tr>
<td><strong>Total Liabilities and Members' Equity</strong></td>
<td>$2,055,216</td>
<td>$1,848,986</td>
</tr>
</tbody>
</table>
TREASURER'S REPORT  
(J.W. Hemphill)

Condensed Statements of Revenue and Expenses and Changes in Members' Equity

<table>
<thead>
<tr>
<th></th>
<th>December 31, 1989</th>
<th>December 31, 1988</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Revenues</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Assessments</td>
<td>$1,575,077</td>
<td>$1,199,524</td>
</tr>
<tr>
<td>Other</td>
<td>271,056</td>
<td>181,554</td>
</tr>
<tr>
<td><strong>Total Revenues</strong></td>
<td>1,846,133</td>
<td>1,381,078</td>
</tr>
<tr>
<td><strong>Expenses</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Security</td>
<td>472,974</td>
<td>381,039</td>
</tr>
<tr>
<td>Maintenance</td>
<td>644,035</td>
<td>389,246</td>
</tr>
<tr>
<td>Architectural Review</td>
<td>59,672</td>
<td>-0-</td>
</tr>
<tr>
<td>Administrative and General</td>
<td>360,767</td>
<td>362,698</td>
</tr>
<tr>
<td>Income Taxes</td>
<td>32,000</td>
<td>17,000</td>
</tr>
<tr>
<td><strong>Total Expenses</strong></td>
<td>1,569,448</td>
<td>1,149,983</td>
</tr>
<tr>
<td><strong>Excess of Revenues over Expenses</strong></td>
<td>276,685</td>
<td>231,095</td>
</tr>
<tr>
<td><strong>Members' Equity, January 1</strong></td>
<td>$1,621,361</td>
<td>$1,390,266</td>
</tr>
<tr>
<td><strong>Members' Equity, December 31</strong></td>
<td>$1,898,046</td>
<td>$1,621,361</td>
</tr>
</tbody>
</table>

Statements of Cash Flows

Cash Flows from Operating Activities
Assessments received from members | $1,555,131 | $1,261,224 |
Cash paid to suppliers and employees | (1,524,925) | (1,109,156) |
Other cash receipts and payments | 251,887 | 222,907 |
**Net Cash Provided by Operations** | 282,093 | 374,975 |

Cash Flows from Investing Activity
Capital Expenditures | 220,415 | 267,069 |

Net Increase in Cash and Cash Equivalents | 61,678 | 107,906 |
Cash and Cash Equivalents, January 1 | 985,427 | 877,521 |
Cash and Cash Equivalents, December 31 | $1,047,105 | $985,427 |
TREASURER’S REPORT
(J. W. Hemphill)

The audited financial statements, together with the unqualified opinion of Watson and
Associates, Certified Public Accountants, is available for inspection at the Association office.

During 1989, operating revenues exceeded budget by $31,891 and operating expenses were
less than budget by $63,702. Operating Fund cash and investments of $511,947 in excess of current
liabilities are available to meet operating needs of the Association until collections of the 1990
general purpose assessment.

The accounting operations of your Association are currently entering the new year with
highly qualified personnel. Building on recent system improvements, a modified and updated
purchasing system is in process; pension accounting, program accounting, property accounting, and
budgetary control systems are being improved and computerized, and an accounting manual will be
formalized to assist in training and reference work.

J. W. Hemphill
Treasurer