

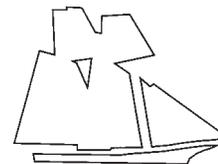
THE LANDINGS ASSOCIATION, INC.
BOARD OF DIRECTORS
2004-2006

Candidate Profiles



The
**Landings
Association, Inc**

600 Landings Way South • Savannah, GA 31411
912.598-2520 • facsimile 912.598-2516 • www.landings.org



DEAN AYERS
JOHN DUREN
JERRY GRADER
BILL HAMMACK
ANN HANLEY
ED KIEL

COMPLETING THE BALLOT

- 1 Mark the ballot, place it in the envelope labeled **BALLOT** and seal the envelope.
- 2 Put the ballot envelope in the envelope addressed to TLA Corporate Secretary, seal it, and **sign and date it** in the space provided on the front. (*Note: If the property is jointly owned, only one owner-of-record must sign.*)
- 3 Place a stamp on and mail the envelope, deposit the envelope in the Association drop box (in the circular drive at the Association), or hand deliver the envelope to the Association reception desk during normal office hours. Ballots must be returned by:

NOVEMBER 13, 2003 at 5 p.m.

Note: If you did not receive a ballot with this voter packet, please call 912-598-2520, weekdays from 8 a.m. to 5 p.m.



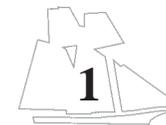
VOTING INSTRUCTIONS

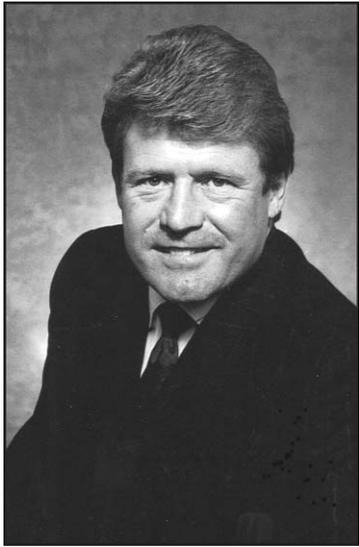
The purpose of this election is to elect new members to the Landings Association Board of Directors for the 2004-2006 term. It is being conducted in accordance with Article V of the Bylaws of the Landings Association, Inc.

The Landings Association Nominating Committee has proposed six candidates for three vacancies on the board.

Each Landings lot, including those with two or more owners-of-record, is permitted three votes - one vote for each of three candidates. Lot owners may name and vote for write-in candidates. The names of write-in candidates should be clearly printed on the ballot. Do not vote for more than three candidates, including any write-in candidates.

Owners of multiple lots may cast votes equal to the number of lots owned. For example, owners of two lots are entitled to a total of six votes. However, the number of votes for any single candidate cannot exceed the number of lots owned.





DEAN AYERS



Dean Ayers and his wife, Doré, moved to The Landings from Los Angeles two years ago. They both have been active in The Landings and Savannah communities since they arrived; Dore serves as the Social Chair for TLYC.

Dean spent his entire business career with Anheuser-Busch, Inc. During his 32 years, he served in

several different positions, primarily national marketing and promotion. Additionally, he co-founded the Entertainment Resources & Marketing Association and served as the President for six years. He was elected and served as President of two homeowners associations.

Dean attended St. Lawrence University and University of South Florida, graduating with Phi Kappa Phi honors.

Since moving to Savannah to retire, he has launched a successful licensing corporation with Lucent Technologies, serves on the Board of Advisors of SCAD's Savannah Film Festival, and serves as a member of The Landings Ambassadors Program. Dean enjoys boating, tennis, computers, and investment portfolio management.

He says his strengths and contributions to TLA are:

- A strong national marketing background
- Formal education and experience in budgets and finance
- Sensitivity to the changing demographics of the residents
- Fair, creative, and open-minded approach to issues
- Support of the broad amenities at The Landings



ED KIEL



Before embarking on his legal career, Ed Kiel served as an Intelligence Corps officer in the U.S. Army. Following graduation with honors from UConn Law School, he spent the next 31 years as a civil trial lawyer in Vermont. Starting as a Deputy States Attorney, he later founded the law firm where he was senior partner

and where he currently serves as Counsel to the firm.

Ed has represented several homeowners associations and boards of directors of nonprofit corporations in a variety of complex litigation and has tried cases ranging from environmental controversies, construction defects, employment disputes, insurance coverage, product liability and the defense of professionals in malpractice actions throughout Vermont, before Federal Courts and numerous state agencies.

Ed was elected president of the Windsor County Bar Association and was appointed to the Professional Responsibility Committee of the Vermont Bar Association. He has lectured before professional associations, published legal articles, has taught litigation skills as an Adjunct Professor of law at Vermont Law School, and has mentored many aspiring litigators in his firm. Before moving to The Landings, Ed served on committees of two homeowners associations. Ed and his wife, Carole, purchased their home in Marshwood in 2001 and are active in several Landings organizations.





ANN HANLEY



The Hanleys moved to The Landings in November 1996 from upstate New York. Ann graduated from Vassar College with a major in Math and a minor in Architecture. She went on to pursue graduate work in theatre at the Yale Drama School, where she met Jerry and they married. After military service and a brief time at

Dartmouth, they moved to Albany, NY, where Ann began a 28-year career in state government with the Department of Mental Hygiene and Office of Mental Retardation. She worked as a statistician, systems analyst and research analyst over this period and was responsible for information systems training throughout the state. During this time she obtained her MBA from SUNY at Albany and raised three daughters. She found time to work for her church as Senior Warden.

Since moving to The Landings, Ann has been active in a variety of volunteer organizations including New Neighbors (Membership Chair and Treasurer), the LWGA (Tournament Chair and Treasurer), the Telfair Academy Guild (Placement Coordinator and Treasurer), and The Landings Association as an Ambassador and gate volunteer. The Hanleys are members of the Skidaway Island United Methodist Church. Ann is an avid golfer and bridge player as well as a doting grandmother.



JOHN DUREN



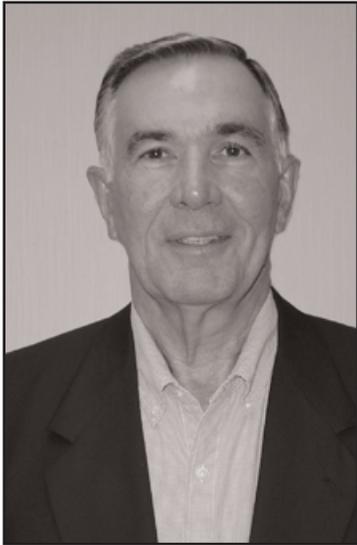
John Duren and his wife, Carol, have lived at The Landings since 1996, when he retired from Dow Chemical as VP/General Manager of a major division. He has a degree in chemistry plus an MBA. Since moving, he has consulted with chemical companies and performed community services on and off Skidaway, including:

Member, TLA Public Works and Environmental Resources Committee, Chairman, last two years; Co-chairman of the Messiah Lutheran Church building committee (President, Church Council for two years); President, Coastal Conservation Association of Georgia with 10 chapters, 2000 members; President, Rotary Club of Savannah, South, 100 members; Chairman, Board of Overseers, Samford University.

Hobbies: fishing, boating, golf.

John says his interest in serving on the Board stems from his wish for improved maintenance of common grounds and facilities plus enhanced water supply. He hopes the beautification program will be adopted with an appropriate implementation schedule. He supports enhanced relations with The Club and the greater Savannah community. He thinks the demographic diversity of residents, their spirit of volunteerism, the many effective organizations, and its natural beauty are The Landings' strengths which he would seek to preserve and extend. John believes that all views are important and that all cost-effective alternatives should be considered as the Board makes decisions.





JERRY GRADER



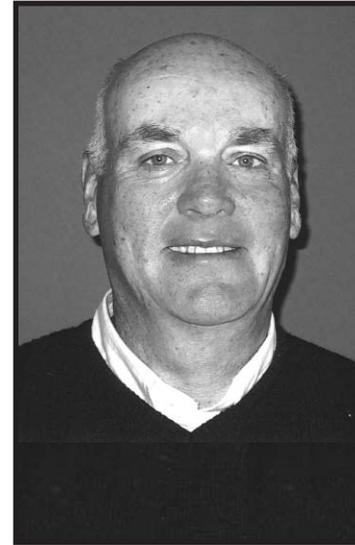
Jerry Grader and his wife, Argie, moved to The Landings in 1995 from West Hartford, Connecticut, where Jerry retired as president of Canberra Nuclear Products. Prior to that, he had several technical and management assignments in engineering, marketing and international operations at Taylor Instrument

Company, ending as vice president of worldwide marketing. He was a vice president and board member of the Instrument Society of America. He has a BS degree in chemical engineering from Purdue University.

Jerry says he would bring to the Board a broad base of experience in general management (with P&L responsibility), strategic planning, personnel management, financial planning, operations management, sales and marketing.

At The Landings, Jerry has been on the nominating committees for both the Association and the Club Boards of Directors. He served for five years on the Government Affairs and Tax Committee, including two years as chairman. During that time, he assisted hundreds of Landings residents in understanding the property tax appeal process and in preparing for their interviews with the Chatham County Board of Equalization.

A member of SCORE (Service Corps of Retired Executives), Jerry is a counselor and mentor to area small businesses. He served as Chairman of the Savannah SCORE Chapter and is presently the District Director for the state of Georgia.



BILL HAMMACK



Bill Hammack's career included responsibilities as General Manager at Dayton Hudson Corporation. He graduated from Purdue University and attended graduate programs at the University of Michigan.

Bill served as President of the Skidaway Island Rotary Club during the past year. While serving as

President, the club was named Club of the Year for its size category. It also received six district awards, including a Presidential Citation.

Bill has extensive volunteer experience serving on various boards such as Goodwill Industries, YMCA, Minnesota Council on Crime and Justice, Chamber of Commerce, to name just a few. He has been both President and Chairman of the United Way, President of the Retail Board in Minneapolis, as well as a member of the strategic planning task force for the City of Minneapolis. He also served as a Board member and Treasurer of the Wayzata Yacht Club.

Bill's self satisfaction is derived from both listening to others' points of view and using his skills and abilities to get things done in a timely manner. Bill says as a team player, ethical leader, a good listener, and a person with a can-do attitude, he is the kind of volunteer who will work hard on the key issues at The Landings, including those individual issues that are important to each resident.

