Candidate Profiles

Neil Bader
Brenda Day
Joanne King
Frank Liebgott
Nancy Pavey
Randy Stolt

THE LANDINGS ASSOCIATION, INC.
600 Landings Way South • Savannah, Georgia 31411
912.598.2520 • facsimile 912.598.2516
WWW.LANDINGS.ORG
Completing Your Ballot

Please utilize the secure online voting process at Votenet.com. See the enclosed letter for detailed instructions, as well as your username and password.

-OR-

1. Mark the ballot, place it in the envelope labeled BALLOT, and seal the envelope. (Note: Six different ballot versions have been produced, with a rotating order for the candidates.)

2. Put the ballot envelope in the envelope addressed to TLA Corporate Secretary, seal it, and sign it in the space provided on the front. (Note: If the property is jointly owned, only one owner-of-record must sign.)

3. Deposit the envelope in the Association drop box (located at the circular driveway at the Association, 600 Landings Way South); or hand deliver the envelope to the Association reception desk during normal office hours; or place a stamp on the outer envelope and mail to the Association.

Your vote must be received by The Landings Association or by Votenet.com no later than OCTOBER 31, 2012, at 5 P.M.

Note: If you did not receive a ballot with this voter packet, or if you need help voting online, 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’s Board of Directors for the 2013-2015 term. It is being conducted in accordance with Articles II and 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 up to 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 printed clearly on the ballot or typed into the online ballot. Vote for up to 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 cast for any single candidate cannot exceed the number of lots owned. (The number of lots owned is listed on the outside of the return envelope.) Please refer to page 8 of this brochure for instructions on completing your ballot.

Each candidate was asked to provide a brief bio and responses to the questions below:

1. What issues at The Landings are important to you, and what issues should The Landings Association be addressing?

2. What skills and talents developed in your past experiences would positively contribute to the Board’s deliberations?

3. How have you contributed to the community since moving to The Landings, both inside and outside the gates, and what other major community contributions have you made during your life?
Response to Question 1:
I believe the most important issues facing The Landings are financial stability, marketing our community so as to sustain real estate values, and working with our members to ensure the continuing evolution of our outstanding quality of life, while keeping our dues and other costs as low as possible. We have the benefit of many years of excellent planning and administration by dedicated, qualified professionals on our Boards. Looking ahead, I believe that we need to obtain approval to modify our Covenants. As an advisor to my Homeowners Association Board in Florida, I learned first-hand how important sound, up-to-date, common sense covenants can be in moving the community forward and keeping it relevant.

Response to Question 2:
My extensive business experience included money management, financial planning, budgeting and equipment and plant acquisition management, marketing, and administration. In addition, I spent 10 years as a member, director, and officer of the Corinthian Yacht Club in Lighthouse Point, FL. My experience there gave me valuable insight and experience working in a nonprofit organization where amenities and lifestyle were principal goals, members’ needs were primary concerns, and financial stability was essential. My personal, business, and Club experience has taught me to work well with various groups, listen to what individuals have to say, and build consensus.

Response to Question 3:
I believe strongly in giving back to the community. Soon after moving to The Landings, I joined Kiwanis and New Neighbors. Through Kiwanis, I participate in Junior Achievement at Hesse Elementary, Special Olympics, Second Harvest Food Bank, and onsite Kiwanis fundraisers. Most are social activities and responsibilities, but I’ve also shown myself to be a great pancake flipper at our Annual Pancake Breakfast. For New Neighbors, I chair the Men’s Lunch Group, and am an active participant in many other activities. Outside the gates, I am enrolled to begin training as a certified mediator. I am a member of the Learning Center and Telfair Museum, a long-time member of The Elks Club, and a Life Member of Two Ten Foundation, a footwear industry charitable assistance organization. In Florida, I was a mentor for the Senior Corps of Retired Executives. I was involved with The Florida Humane Society, a no-kill shelter, and, through the Corinthian Yacht Club, worked with children in the court system through the Guardian ad Litem program of Broward County. In addition, I participated in fundraising activities for local and national organizations, such as The Boys and Girls Club of Broward County, Chamber of Commerce, and National Association of Yacht Club Directors.

NEIL BADER

After he sold his Boca Raton, FL-based telecommunications equipment business in 2007, Neil Bader and his wife Nancy spent two years searching for a coastal, gated community that offered more attractive surroundings, friendlier people, superior amenities, and fewer hurricanes than South Florida. The Landings came out on top people, superior amenities, and fewer hurricanes searching for a coastal, gated community that offered more attractive surroundings, friendlier people, superior amenities, and fewer hurricanes than South Florida. The Landings came out on top. My experience there gave me valuable insight and experience working in a nonprofit organization where amenities and lifestyle were principal goals, members’ needs were primary concerns, and financial stability was essential. My personal, business, and Club experience has taught me to work well with various groups, listen to what individuals have to say, and build consensus.

Response to Question 1:
I believe the most important issues facing The Landings are financial stability, marketing our community so as to sustain real estate values, and working with our members to ensure the continuing evolution of our outstanding quality of life, while keeping our dues and other costs as low as possible. We have the benefit of many years of excellent planning and administration by dedicated, qualified professionals on our Boards. Looking ahead, I believe that we need to obtain approval to modify our Covenants. As an advisor to my Homeowners Association Board in Florida, I learned first-hand how important sound, up-to-date, common sense covenants can be in moving the community forward and keeping it relevant.

Response to Question 2:
My extensive business experience included money management, financial planning, budgeting and equipment and plant acquisition management, marketing, and administration. In addition, I spent 10 years as a member, director, and officer of the Corinthian Yacht Club in Lighthouse Point, FL. My experience there gave me valuable insight and experience working in a nonprofit organization where amenities and lifestyle were principal goals, members’ needs were primary concerns, and financial stability was essential. My personal, business, and Club experience has taught me to work well with various groups, listen to what individuals have to say, and build consensus.

Response to Question 3:
I believe strongly in giving back to the community. Soon after moving to The Landings, I joined Kiwanis and New Neighbors. Through Kiwanis, I participate in Junior Achievement at Hesse Elementary, Special Olympics, Second Harvest Food Bank, and onsite Kiwanis fundraisers. Most are social activities and responsibilities, but I’ve also shown myself to be a great pancake flipper at our Annual Pancake Breakfast. For New Neighbors, I chair the Men’s Lunch Group, and am an active participant in many other activities. Outside the gates, I am enrolled to begin training as a certified mediator. I am a member of the Learning Center and Telfair Museum, a long-time member of The Elks Club, and a Life Member of Two Ten Foundation, a footwear industry charitable assistance organization. In Florida, I was a mentor for the Senior Corps of Retired Executives. I was involved with The Florida Humane Society, a no-kill shelter, and, through the Corinthian Yacht Club, worked with children in the court system through the Guardian ad Litem program of Broward County. In addition, I participated in fundraising activities for local and national organizations, such as The Boys and Girls Club of Broward County, Chamber of Commerce, and National Association of Yacht Club Directors.

Randy Stolt

Randy and Valerie Stolt purchased their home in Oakridge in 2006 and moved here permanently in 2008 where Randy retired from Procter and Gamble in 2010 as Director of R&D. They discovered the unique community of The Landings after previously living in Chicago, Kansas City, Cincinnati, Connecticut, and England. Randy graduated from Drake University with a BS in Biology and Chemistry. He has spent his career in leadership positions within Research and Development in the Health and Beauty industry; the last 24 years of which were at P&G. He specialized in the global management of the development of new products, improvement of marketed products, and government relations. He has managed large global organizations and multi-million dollar budgets. Randy is a seasoned senior manager with significant strategic business, scientific, government relations, and international experience.

Response to Question 1:
The natural beauty of The Landings, the sense of community, our security, our Clubs, and sensitivity to the needs of all members of the community (e.g., seniors, kids, families, members and non-members of the Club, etc.) all represent what makes The Landings so special. I think the major responsibilities of The Landings Association’s Board are to protect what is good, nurture improvement of what we have, and usher in worthy change. Oversight of the Landings Association’s Board are to protect what is good, nurture improvement of what we have, and usher in worthy change. Oversight without stifling creativity is an essential role of the Association’s Board. Maintenance of TLA financial health and wellbeing should be a top priority. We are a mature community with an aging infrastructure, the maintenance, repair, and replacement of which must be carefully prioritized. Streets, cart paths, sewers, bridges, bulkheads, Association buildings, and all amenities require ongoing attention. I understand the Property Owners Association Act (POAA) is the first very important vote we as a community must consider, prior to a review of our Covenants. Being fully transparent on all deliberations regarding the Covenants and selecting those that preserve the character of our community and protect our property values should be our primary objective.

Response to Question 2:
I have been intimately involved in strategic development and ongoing management of the international businesses within which I worked at P&G. My working style always has been to gather the facts first, carefully listen to others, consider all positions, and then develop my own perspective. Understanding the strength of collective thinking, including when and where to argue a different point-of-view, is important to ensuring all issues have been vetted. To this end, my past leadership experience, I believe, will bring strength to the Board. Finally, I was the Clerk/Treasurer for the Village of Glendale, Ohio for three years and have hands-on experience in participating and leading in municipal governance.

Response to Question 3:
I have become involved in several organizations that have provided me with a terrific perspective on life in The Landings and the chance to work with some very talented people. Currently, I am an active member on the Finance and Public Works Committees of The Landings Association, which has provided me with a very good understanding and grounding in the operations of the Association in both areas. I also am an active member of The Landings Club House Committee and am on the Board of Directors of the Coastal Conservation Association, which has provided me with insight on Club operations and how our lagoons and fisheries are managed. I also have been involved in numerous New Neighbors and Landlovers activities. I have held various leadership positions with the P&G United Way campaigns and have been a member of the Cincinnati Symphony Board of Directors. I personally believe that volunteerism is extremely important in maintaining the great lifestyle we have in The Landings. Please contact me with any questions (598-1030).
Nancy Pavey

In 2005, one breathtaking trip across the Causeway was all that was necessary to convince Nancy Pavey that she had found her retirement home. A lot was purchased with the intention of engaging in the necessary remodeling, retirement home appeared in Marshwood, already built. After an early retirement was temporarily derailed due to the economic downturn. In early 2011, Nancy was able to move to The Landings. Since then, she has fully retired and now is ready to serve, as she enjoys our community’s delightful lifestyle.

Nancy received a bachelor’s degree from Penn State and an MBA from the University of Virginia. After an early, multi-city career in food service and hotel management, Nancy settled in Atlanta. There, she changed her focus to a career in human resource management. Nancy held senior human resources positions for Trammell Crow, CARE-USA, Ivan Allen Company, and ProAct Technologies. During the last decade, she served as BCD Travel’s Senior Vice President, Human Resources, leading the company’s human resource teams through a successful transition from a regional/US management and the company’s ownership. I was successful in my career because I was able to do this well. I see similarities to the challenges faced by our Directors in balancing the needs of the larger community while advancing the desires of our diverse resident population.

I believe passionately in people and the power they bring to solving their own problems. Early on, I learned that I did not have all of the answers but did have expertise in listening, facilitating discussions, objectively analyzing information, and helping teams develop common sense strategies and solutions. I am an effective communicator, which will be an essential skill as we embark on the important task of obtaining the necessary votes for adoption of the POAA and Covenant changes.

Response to Question 1:

The beauty and tranquility of the natural environment in which we live is a never-ending source of joy to me. I consider it a gift and believe that our collective stewardship is critical to ensuring the continued viability and relevance of our community. I support the Association’s ongoing efforts to:

• Continue to hold itself fiscally responsible while maintaining “best in class” infrastructure, services, and amenities that strengthen real estate values and attract new residents
• Provide governing principles that establish reasonable, enforceable standards and encourage individual accountability
• Maintain a community that nurtures and is respectful of its environment.

Our immediate challenges to support these efforts could not be clearer. We need to ensure a successful vote for the adoption of the Property Owners Association Act (POAA), continued review and revision of our 40-year-old Covenants, diligent pursuit of water conservation initiatives by all community stakeholders, and further analysis of accessibility and use of our water amenities.

Response to Question 2:

Human resource professionals have the challenge of advocating on behalf of the employees while simultaneously providing advocacy to senior management and the company’s ownership. I was successful in my career because I was able to do this well. I see similarities to the challenges faced by our Directors in balancing the needs of the larger community while advancing the desires of our diverse resident population.

I believe passionately in people and the power they bring to solving their own problems. Early on, I learned that I did not have all of the answers but did have expertise in listening, facilitating discussions, objectively analyzing information, and helping teams develop common sense strategies and solutions. I am an effective communicator, which will be an essential skill as we embark on the important task of obtaining the necessary votes for adoption of the POAA and Covenant changes.

Response to Question 3:

Notable recent service efforts include coordinating BCD Travel’s response to the Tsunami, Haiti and Katrina Hurricane Relief efforts, working with the Atlanta Community Food Bank, and leading an initiative to build a house for a deserving Atlanta family. I was a Georgia 100 Mentor and served on the Atlanta Human Resources Leadership Forum Board of Directors (2006-2009). I am a registered mediator and looking forward to volunteering at the local Mediation Center this fall. Now that I am settled in Savannah and have my golf swing somewhat under control, I am ready to turn my attention back to community service. I enthusiastically put my hat in the ring for a Landings Association Board position.

Brenda Day

Brenda and Walter Day returned to Savannah in 2007. Brenda, a Savannah native, began her career in local and regional planning with the Savannah-Chatham County Metropolitan Planning Commission. After a move to Atlanta, she worked for DeKalb County in land use planning and as a transportation planner with the Atlanta Regional Commission. While working fulltime, Brenda received her Masters in Public Administration from the University of Georgia. Brenda then returned to the Savannah area and became the Director of Economic Development for the South Carolina Lowcountry Council of Governments.

In 1980, Brenda began a 26-year corporate government affairs career. She established government relations programs for Dayco Corporation in Dayton and Armetek in New Haven, both Fortune 500 rubber products companies. In 1989, Brenda joined Chrysler Corporation as Director of Environmental Affairs in Washington, D.C. and held various legislative, regulatory, and public affairs management positions at DaimlerChrysler. In 2007, she retired as Director of the Washington Office of DaimlerChrysler.

Response to Question 1:

As our 40-year-old community ages, there will be key challenges to keep The Landings viable and competitive with other coastal communities. The Landings Association is responsible for many of the amenities (151 lagoons, two marinas, the numerous walking/ nature trails, and the beautifully-landscaped common areas) that make The Landings such a desirable place to live. The Association’s Board will be making key decisions to ensure that we remain the quality community we are today. The following issues are important to me:

• Strengthening our Covenants to protect property values and the overall vitality of our community
• Determining the future of our marinas
• Ensuring the longevity of our existing infrastructure and amenities (lagoons, cart paths, storm drain systems)
• Adding enhancements to the Association’s amenities to attract new residents and to meet the needs of current residents.

Recent efforts to add kayaking facilities at the Delegal marina is an example of how we can add value to our Association amenities and broaden the appeal of our community.

All of these challenges and others need to be met in a fiscally responsible way and be responsive to the needs of a broad spectrum of homeowners. This requires education of and outreach to our entire community to communicate how and why we need to move forward on these critical issues.

Response to Question 2:

I bring a blend of public and private sector experiences that range from working at the local levels of government to representing a global corporation at the national level. My planning and economic development background provided me expertise in land use planning and zoning, capital improvements planning and budgeting, environmental compliance, and site selection. I have worked extensively with community groups, issue coalitions, trade associations, and legislative bodies to develop consensus-based solutions to problems. I have held leadership positions in several professional and philanthropic boards and have acted as key staff to corporate committees and the Board of Directors in deciding major initiatives.

Response to Question 3:

I served on the Board of the Telfair Academy Guild as Vice President of Membership. I chaired two major fundraisers for the Telfair Museums, raising more than $100,000. I currently am the Vice President of PEO Chapter AT, a philanthropic educational organization providing educational assistance to women.

I have chaired activities in New Neighbors and Landlovers and volunteered for the Landlovers Flea Market. I chaired and participated in the Oakridge Party with a Purpose.

I was active in fundraising in Washington, D.C. for the American Heart Association, the Cancer Research and Prevention Foundation, Hospice, the March of Dimes, and the National Gallery of Art.
Joanne King and her husband Steele purchased their lot in 2004. They started building their home by the compassion and talent of our residents. Their two daughters wasted no time in becoming part of the Bulldog Nation and soon collected their degrees from UGA...much to Joanne's husband's delight (class of 1969).

Joanne reports The Landings is an incredible community whose natural beauty is surpassed only by the compassion and talent of our residents.

Response to Question 1:
The issues important to me:
• Fiscal Responsibility: We continue to feel the sting of a dismal economy. Identifying cost saving strategies and conservative stewardship of our assets are of utmost importance to me.
• Maintenance and improvement of Association assets. To keep our assets in top condition, it’s imperative that the assumptions for repair and replacement costs outlined in the Capital Asset Management Plan be accurate.
• We have Association assets that are underutilized. At one time, we had a vibrant social program that revolved around the marinas. It would be great to see that happen again. The Kayak Program and Weekend on the Waterfront are excellent examples of programs that boost income and utilize our waterfront facility.
• Strengthen our Covenants: Aligning our Covenants with the Georgia Property Owners Association Act (POAA) will give our Covenants better statutory authority, reduce the expenses associated with covenant enforcement, and protect the fabric of our community into the future.
• Assure that The Landings remains a highly desirable community. Close collaboration among The Landings Association, The Landings Club, and The Landings Company provides cost efficiency and assures we stay abreast of changing demographics and leisure trends.
• Marketing: We need to take a close look at how we currently fund marketing. Will the present model be viable in the future? Are there better ways to fund this without adding to the Assessment?
• Improve communication between the board and the community.

Response to Question 2:
I have been involved in real estate development and renovation for the past 25 years and have been a licensed Real Estate Agent for the last 12 years. My real estate expertise will be helpful to the Board as we move forward with the issues of marketing and revitalizing home prices.

In addition, I served nine years on the Boonton Township School Board in the state of New Jersey. I was elected President before the end of my first term. I also have served as Chair of Negotiations, Finance, Policy, Personnel, and Communications.

I developed a firm foundation in essential governance skills that included formal instruction in Board Operations, Labor Relations, Litigation, Finance, Advanced Boardmanship, and Public Relations. By implementing cost saving strategies such as zero-based budget development, participating in purchasing consortiums, sharing services, and developing revenue-producing educational programs, we achieved one of the lowest costs per pupil in northern New Jersey while maintaining one of the highest achieving school districts in the state. We became a highly desirable community for that reason.

I have a track record of cost effective, successful municipal leadership, and I am thoroughly familiar with all aspects of The Landings' historical and governing documents.

Response to Question 3:
I have served on the Executive Committee of New Neighbors, co-chaired W. Women and Gourmet Club, and served on New Neighbors subcommittees. I am a member of Landleaders, served as co-chair of the Holiday Fashion Show, and volunteered for the Flea Market. I’m a member of The Red Cross, the CCA, and the Tybee Island Power Squadron.

Prior to being elected to the B.T. School Board, I was the founding member of several organizations -- B.T. Town Club, and Support Our Schools (SOS).

I welcome the opportunity to speak to you or your organization.

Frank Liebgott

Frank retired in 2002, and he and his wife Cheryl headed to The Landings to build their dream home. The Liebotts chose The Landings for all the usual reasons...the beauty, the amenities, and solid financials. But they love to tell their friends and family that the real secret at The Landings is the people who live here.

Frank graduated from The University of Michigan with a BBA in Marketing and accepted a position at General Motors with the Cadillac Motor Car Division, where he spent most of his career in the sales division. Other assignments included Director of Dealer Marketing, with responsibility for dealer advertising and events marketing, including the Seniors PGA Tour. Frank's final assignment took him back to Detroit to establish a new process for vehicle order fulfillment and production control. Within two months, he engineered a reorganization of this activity that eliminated an entire department, saving the company millions of dollars.

Frank recently began a second career as a consultant with Maritz Performance Marketing, where he spent five years specializing in process improvement. He currently has an affiliation with the Sandy Corporation, a division of GP Strategies, and consults on financial analysis and profit improvement.

Response to Question 2:
My experience working in the environment of a large corporation will enhance my ability to contribute to the Board's deliberations. I was able, in a very short time, to work through similar processes and implement a major restructuring on my last assignment at GM. As a consultant, I learned that a collaborative, consensus-building style is the most effective way to bring together different perspectives, deal with challenges, and create new opportunities.

Response to Question 3:
My community activities: The Landings Association's Marketing Committee; The Landings Club's Nominating Committee, Golf Committee, Co-chair Mixed Member-Guest Tournament, Women's State Team Tournament volunteer; Kiwanis - VP-Marketing; Junior Achievement - Hesse Mentor; Habitat for Humanity - Volunteer; and Messiah Lutheran Church - Past President and currently VP and Finance Chairman.
Joanne King

Joanne King and her husband Steele purchased their lot in 2004. They started building their home in late 2006 and moved in with great expectations in August 2007. Their only regret...they couldn’t come sooner!

Their two daughters wasted no time in becoming part of the Bulldog Nation and soon collected their degrees from UGA...much to Joanne’s husband’s delight (class of 1969).

Joanne reports The Landings is an incredible community whose natural beauty is surpassed only by the compassion and talent of our residents.

Response to Question 1:
The issues important to me:
• Fiscal Responsibility: We continue to feel the sting of a dismal economy. Identifying cost saving strategies and conservative stewardship of our assets are of utmost importance to me.
• Maintenance and improvement of Association assets. To keep our assets in top condition, it’s imperative that the assumptions for repair and replacement costs outlined in the Capital Asset Management Plan be accurate.
• We have Association assets that are underutilized. At one time, we had a vibrant social program that revolved around the marinas. It would be great to see that happen again. The Kayak Program and Weekend on the Waterfront are excellent examples of programs that boost income and utilize our waterfront facility.
• Strengthen our Covenants: Aligning our Covenants with the Georgia Property Owners Association Act (POAA) will give our Covenants better statutory authority, reduce the expenses associated with covenant enforcement, and protect the fabric of our community into the future.
• Assure that The Landings remains a highly desirable community. Close collaboration among The Landings Association, The Landings Club, and The Landings Company provides cost efficiency and assures we stay abreast of changing demographics and leisure trends.
• Marketing: We need to take a close look at how we currently fund marketing. Will the present model be viable in the future? Are there better ways to fund this without adding to the Assessment?
• Improve communication between the board and the community.

Response to Question 2:
I have been involved in real estate development and renovation for the past 25 years and have been a licensed Real Estate Agent for the last 12 years. My real estate expertise will be helpful to the Board as we move forward with the issues of marketing and revitalizing home prices.

In addition, I served nine years on the Boonton Township School Board in the state of New Jersey. I was elected President before the end of my first term. I also have served as Chair of Negotiations, Finance, Policy, Personnel, and Communications.

I developed a firm foundation in essential governance skills that included formal instruction in Board Operations, Labor Relations, Litigation, Finance, Advanced Boardmanship, and Public Relations. By implementing cost saving strategies such as zero-based budget development, participating in purchasing consortiums, sharing services, and developing revenue-producing educational programs, we achieved one of the lowest costs per pupil in northern New Jersey while maintaining one of the highest achieving school districts in the state. We became a highly desirable community for that reason.

I have a track record of cost effective, successful municipal leadership, and I am thoroughly familiar with all aspects of The Landings’ historical and governing documents.

Response to Question 3:
I have served on the Executive Committee of New Neighbors, co-chaired W. Women and Gourmet Club, and served on New Neighbors subcommittees.

I am a member of Landlovers, served as co-chair of the Holiday Fashion Show, and volunteered for the Flea Market. I’m a member of The Red Cross, the CCA, and the Tybee Island Power Squadron.

Prior to being elected to the B.T. School Board, I was the founding member of several organizations -- B.T. Town Club, and Support Our Schools (SOS).

I welcome the opportunity to speak to you or your organization.

Frank Liebgott

Frank retired in 2002, and he and his wife Cheryl headed to The Landings to build their dream home. The Liebgotts chose The Landings for all the usual reasons...the beauty, the amenities, and solid financials. But they love to tell their friends and family that the real secret at The Landings is the people who live here.

Frank graduated from The University of Michigan with a BBA in Marketing and accepted a position at General Motors with the Cadillac Motor Car Division, where he spent most of his career in the sales division. Other assignments included Director of Dealer Marketing, with responsibility for dealer advertising and events marketing, including the Seniors PGA Tour. Frank’s final assignment took him back to Detroit to establish a new process for vehicle order fulfillment and production control.

Within two months, he engineered a reorganization of this activity that eliminated an entire department, saving the company millions of dollars.

Frank recently began a second career as a consultant with Maritz Performance Marketing, where he spent five years specializing in process improvement. He currently has an affiliation with the Sandy Corporation, a division of GP Strategies, and consults on financial analysis and profit improvement.

Response to Question 1:
There are several issues that are important to me and should continue to be worked on.

• Infrastructure: Some of the visible aspects of our infrastructure, entrance gates, signs, etc., are starting to become dated. The Landings Club has done an excellent job with the Fitness Center, the tennis complex, and the Oakridge dining room, making them more contemporary and alive. We need to make certain that the overall visual image of the Association’s properties complement these upgrades and appeal to future prospects who often are looking at other, newer developments.

• Landings Marketing and Promotion: It is absolutely critical that we increase the number of prospects considering and visiting The Landings. The Landings Company is improving, but opportunities are great. The marketing has improved dramatically, but opportunities exist. Funding is not adequate, and improving the performance of The Landings Company will help generate additional marketing funds.

• Fiscal Discipline: Fiscal discipline needs to continue to be a high priority. Management at large organizations often spends money because they have it and don’t want to lose next year’s budget. The owners of small businesses spend money as if it was theirs...because it is! I am committed to the fiscal discipline necessary to spending your money wisely.

• Covenants: Our Covenants are up for review and will occupy a great deal of the Board’s attention and time. These Covenants are 40-years-old and are in great need of updating. I support this process. But just as important, I am committed to involving the residents in this process every step of the way.

Response to Question 2:
My experience working in the environment of a large corporation will enhance my ability to contribute to the Board’s deliberations. I was able, in a very short time, to work through similar processes and implement a major restructuring on my last assignment at GM. As a consultant, I learned that a collaborative, consensus-building style is the most effective way to bring together different perspectives, deal with challenges, and create new opportunities.

Response to Question 3:
My community activities: The Landings Association’s Marketing Committee; The Landings Club’s Nominating Committee, Golf Committee, Co-chair Mixed Member-Guest Tournament, Women’s State Team Tournament volunteer; Kiwanis - VP-Marketing; Junior Achievement - Hesse Mentor; Habitat for Humanity - Volunteer; and Messiah Lutheran Church - Past President and currently VP and Finance Chairman.
Nancy Pavey

In 2005, one breathtaking trip across the Causeway was all that was necessary to convince Nancy Pavey that she had found her retirement home. A lot was purchased with the intention of building a dream home. However, in 2007 her dream home appeared in Marshwood, already built. After engaging in the necessary remodeling, retirement was next on the agenda. Unfortunately, her plan of building a dream home. However, in 2007 her dream

Response to Question 1:
The beauty and tranquility of the natural environment in which we live is a never-ending source of joy to me. I consider it a gift and believe that our collective stewardship is critical to ensuring the continued viability and relevance of our community. I support the Association’s ongoing efforts to:

- Continue to hold itself fiscally responsible while maintaining “best in class” infrastructure, services, and amenities that strengthen real estate values and attract new residents
- Provide governing principles that establish reasonable, enforceable standards and encourage individual accountability
- Maintain a community that nurtures and is respectful of its environment.

Our immediate challenges to support these efforts could not be clearer. We need to ensure a successful vote for the adoption of the Property Owners Association Act (POAA), continuing review and revision of our 40-year-old Covenants, diligent pursuit of water conservation initiatives by all community stakeholders, and further analysis of accessibility and use of our water amenities.

Response to Question 2:
Human resource professionals have the challenge of advocating on behalf of the employees while simultaneously providing advocacy to senior management and the company’s ownership. I was successful in my career because I was able to do this well. I see similarities to the challenges facing our Directors in balancing the needs of the larger community while advancing the desires of our diverse resident population.

I believe passionately in people and the power they bring to solving their own problems. Early on, I learned that I did not have all of the answers but did have expertise in listening, facilitating discussions, objectively analyzing information, and helping teams develop common sense strategies and solutions. I am an effective communicator, which will be an essential skill as we embark on the important task of obtaining the necessary votes for adoption of the POAA and Covenant changes.

Response to Question 3:
Notable recent service efforts include coordinating BCD Travel’s response to the Tsunami, Haiti and Katrina Hurricane Relief efforts, working with the Atlanta Community Food Bank, and leading an initiative to build a house for a deserving Atlanta family. I was a Georgia 100 Mentor and served on the Atlanta Human Resources Leadership Forum Board of Directors (2006-2009). I am a registered mediator and looking forward to volunteering at the local Mediation Center this fall. Now that I am settled in Savannah and have my golf swing somewhat under control, I am ready to turn my attention back to community service. I enthusiastically put my hat in the ring for a Landings Association Board position.

Brenda Day

Brenda and Walter Day returned to Savannah in 2007. Brenda, a Savannah native, began her career in local and regional planning with the Savannah-Chatham County Metropolitan Planning Commission. After a move to Atlanta, she worked for DeKalb County in land use planning and as a transportation planner with the Atlanta Regional Commission. While working full-time, Brenda received her Masters in Public Administration from the University of Georgia. Brenda then returned to the Savannah area and became the Director of Economic Development for the South Carolina Lowcountry Council of Governments.

In 1980, Brenda began a 26-year corporate government affairs career. She established government relations programs for Dayco Corporation in Dayton and Armetek in New Haven, both Fortune 500 rubber products companies.

In 1989, Brenda joined Chrysler Corporation as Director of Environmental Affairs in Washington, D.C. and held various legislative, regulatory, and public affairs management positions at DaimlerChrysler. In 2007, she retired as Director of the Washington Office of DaimlerChrysler.

Response to Question 1:
As our 40-year-old community ages, there will be key challenges to keep The Landings viable and competitive with other coastal communities. The Landings Association is responsible for many of the amenities (151 lagoons, two marinas, the numerous walking/ nature trails, and the beautifully-landscaped common areas) that make The Landings such a desirable place to live. The Association’s Board will be making key decisions to ensure that we remain the quality community we are today. The following issues are important to me:

- Strengthening our Covenants to protect property values and the overall vitality of our community
- Determining the future of our marinas
- Ensuring the longevity of our existing infrastructure and amenities (lagoons, cart paths, storm drain systems)
- Adding enhancements to the Association’s amenities to attract new residents and to meet the needs of current residents.

Recent efforts to add kayaking facilities at the Delegal marina is an example of how we can add value to our Association amenities and broaden the appeal of our community.

All of these challenges and others need to be met in a fiscally responsible way and be responsive to the needs of a broad spectrum of homeowners. This requires education of and outreach to our entire community to communicate how and why we need to move forward on these critical issues.

Response to Question 2:
I bring a blend of public and private sector experiences that range from working at the local levels of government to representing a global corporation at the national level. My planning and economic development background provided me expertise in land use planning and zoning, capital improvements planning and budgeting, environmental compliance, and site selection. I have worked extensively with community groups, issue coalitions, trade associations, and legislative bodies to develop consensus-based solutions to problems. I have held leadership positions in several professional and philanthropic boards and have acted as key staff to corporate committees and the Board of Directors in deciding major initiatives.

Response to Question 3:
I served on the Board of the Telfair Academy Guild as Vice President of Membership. I chaired two major fundraisers for the Telfair Museums, raising more than $100,000. I currently am the Vice President of PEO Chapter AT, a philanthropic educational organization providing educational assistance to women.

I have chaired activities in New Neighbors and Landlovers and volunteered for the Landlovers Flea Market. I chaired and participated in the Oakridge Party with a Purpose.

I was active in fundraising in Washington, D.C. for the American Heart Association, the Cancer Research and Prevention Foundation, Hospice, the March of Dimes, and the National Gallery of Art.
After he sold his Boca Raton, FL-based telecommunications equipment business in 2007, Neil Bader and his wife Nancy spent two years searching for a coastal, gated community that offered more attractive surroundings, friendlier people, superior amenities, and fewer hurricanes than South Florida. The Landings came out on top in every “wish list” category, and the Baders moved to Oakridge as fulltime residents in 2009. Neil, a Brooklyn NY native, graduated Brooklyn College with a B.S. in Accounting, and later qualified as a CPA. During his professional career, he served in various senior management and financial positions, including with the international divisions of two multi-national Fortune 500 companies, Revlon and U.S. Shoe Corp., where he was chief operating officer.

After he retired, he spent 14 years building a telecommunications equipment manufacturing company that became the largest privately-owned business of its kind in the Southeast. Neil reports that strong people skills and the ability to communicate and listen, developed over many years in business, have given him a unique ability to accomplish goals without conflict. He says this talent will serve him and The Landings well, should you elect him to the Association’s Board.

Response to Question 1:
I believe the most important issues facing The Landings are financial stability, marketing our community so as to sustain real estate values, and working with our members to ensure the continuing evolution of our outstanding quality of life, while keeping our dues and other costs as low as possible. We have the benefit of many years of excellent planning and administration by dedicated, qualified professionals on our Boards. Looking ahead, I believe that we need to obtain approval to modify our Covenants. As an advisor to my Homeowners Association Board in Florida, I learned first-hand how important sound, up-to-date, common sense covenants can be in moving the community forward and keeping it relevant.

Response to Question 2:
My extensive business experience included money management, financial planning, budgeting and equipment and plant acquisition management, marketing, and administration. In addition, I spent 10 years as a member, director, and officer of the Corinthian Yacht Club in Lighthouse Point, FL. My experience there gave me valuable insight and experience working in a nonprofit organization where amenities and lifestyle were principal goals, members’ needs were primary concerns, and financial stability was essential. My personal, business, and Club experience has taught me to work well with various groups, listen to what individuals have to say, and build consensus.

Response to Question 3:
I believe strongly in giving back to the community. Soon after moving to The Landings, I joined Kiwanis and New Neighbors. Through Kiwanis, I participate in Junior Achievement at Hesse Elementary, Special Olympics, Second Harvest Food Bank, and onsite Kiwanis fundraisers. Most are serious activities and responsibilities, but I’ve also shown myself to be a great pancake flipper at our Annual Pancake Breakfast. For New Neighbors, I chair the Men’s Lunch Group, and am an active participant in many other activities. Outside the gates, I am enrolled to begin training as a certified mediator. I am a member of the Learning Center and Telfair Museum, a long-time member of The Elks Club, and a Life Member of Two Ten Foundation, a footwear industry charitable assistance organization.

In Florida, I was a mentor for the Senior Corps of Retired Executives. I was involved with The Florida Humane Society, a no-kill shelter, and, through the Corinthian Yacht Club, worked with children in the court system through the Guardian ad Litem program of Broward County. In addition, I participated in fundraising activities for local and national organizations, such as The Boys and Girls Club of Broward County, Chamber of Commerce, and National Association of Yacht Club Directors.

Randy and Valerie Stolt purchased their home in Oakridge in 2006 and moved here permanently in 2008 where Randy retired from Procter and Gamble in 2010 as Director of R&D. They discovered the unique community of The Landings after previously living in Chicago, Kansas City, Cincinnati, Connecticut, and England. Randy graduated from Drake University with a BS in Biology and Chemistry. He has spent his career in leadership positions within Research and Development in the Health and Beauty industry; the last 24 years of which were at P&G. He specialized in the global management of the development of new products, improvement of marketed products, and government relations. He has managed large global organizations and multi-million dollar budgets. Randy is a seasoned senior manager with significant strategic business, scientific, government relations, and international experience.

Response to Question 1:
The natural beauty of The Landings, the sense of community, our security, our Clubs, and sensitivity to the needs of all members of the community (e.g., seniors, kids, families, members and non-members of the Club, etc.) all represent what makes The Landings so special. I think the major responsibilities of The Landings Association’s Board are to protect what is good, nurture improvement of what we have, and usher in worthy change. Oversight without stifling creativity is an essential role of the Association’s Board. Maintenance of TLA financial health and wellbeing should be a top priority. We are a mature community with an aging infrastructure, the maintenance, repair, and replacement of which must be carefully prioritized. Streets, cart paths, sewers, bridges, bulkheads, Association buildings, and all amenities require ongoing attention. I understand the Property Owners Association Act (POAA) is the first very important vote we as a community must consider, prior to a review of our Covenants. Being fully transparent on all deliberations regarding the Covenants and selecting those that preserve the character of our community and protect our property values should be our primary objective.

Response to Question 2:
I have been intimately involved in strategic development and ongoing management of the international businesses within which I worked at P&G. My working style always has been to gather the facts first, carefully listen to others, consider all positions, and then develop my own perspective. Understanding the strength of collective thinking, including when and where to argue a different point-of-view, is important to ensuring all issues have been vetted. To this end, my past leadership experience, I believe, will bring strength to the Board. Finally, I was the Clerk/Treasurer for the Village of Glendale, Ohio for three years and have hands-on experience in participating and leading in municipal governance.

Response to Question 3:
I have become involved in several organizations that have provided me with a terrific perspective on life in The Landings and the chance to work with some very talented people. Currently, I am an active member on the Finance and Public Works Committees of The Landings Association, which has provided me with a very good understanding and grounding in the operations of the Association in both areas. I also am an active member of The Landings Club House Committee and am on the Board of Directors of the Coastal Conservation Association, which has provided me with insight on Club operations and how our lagoons and fisheries are managed. I also have been involved in numerous New Neighbors and Landlovers activities. I have held various leadership positions with the P&G United Way campaigns and have been a member of the Cincinnati Symphony Board of Directors. I personally believe that volunteerism is extremely important in maintaining the great lifestyle we have in The Landings. Please contact me with any questions (598-1030).
Completing Your Ballot

Please utilize the secure online voting process at Votenet.com. See the enclosed letter for detailed instructions, as well as your username and password.

-OR-

1. Mark the ballot, place it in the envelope labeled BALLOT, and seal the envelope. (Note: Six different ballot versions have been produced, with a rotating order for the candidates.)

2. Put the ballot envelope in the envelope addressed to TLA Corporate Secretary, seal it, and sign it in the space provided on the front. (Note: If the property is jointly owned, only one owner-of-record must sign.)

3. Deposit the envelope in the Association drop box (located at the circular driveway at the Association, 600 Landings Way South); or hand deliver the envelope to the Association reception desk during normal office hours; or place a stamp on the outer envelope and mail to the Association.

Your vote must be received by The Landings Association or by Votenet.com no later than October 31, 2012, at 5 P.M.

Note: If you did not receive a ballot with this voter packet, or if you need help voting online, 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’s Board of Directors for the 2013-2015 term. It is being conducted in accordance with Articles II and 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 up to 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 printed clearly on the ballot or typed into the online ballot. Vote for up to 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 cast for any single candidate cannot exceed the number of lots owned. (The number of lots owned is listed on the outside of the return envelope.) Please refer to page 8 of this brochure for instructions on completing your ballot.

Each candidate was asked to provide a brief bio and responses to the questions below:

1. What issues at The Landings are important to you, and what issues should The Landings Association be addressing?

2. What skills and talents developed in your past experiences would positively contribute to the Board’s deliberations?

3. How have you contributed to the community since moving to The Landings, both inside and outside the gates, and what other major community contributions have you made during your life?
Candidate Profiles

Neil Bader
Brenda Day
Joanne King
Frank Liebgott
Nancy Pavey
Randy Stolt