

The Landings Association

**2003 - 2005**

Board of Directors

*Candidate*  
P R O F I L E S

**G. SHELDON BARQUIST**

**CAROL BOWEN**

**BILL FARMER**

**JOHN KILCULLEN**

**DAVID LESLIE**

**MARY VERNICK**



# Voting Instructions

The purpose of this election is to elect new members to The Landings Association Board of Directors for the 2003-2005 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.

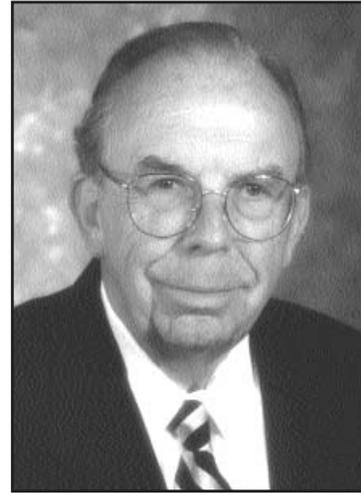
Owners of multiple lots may cast votes equal to the number of lots owned. For example, owners of two lots are entitled to a total of six votes. However, the number of votes for any single candidate cannot exceed the number of lots owned.



## G. SHELDON BARQUIST

*“My vision for The Landings is that the community - the Association, the Club, the Yacht Club and The Landings Company - work effectively and harmoniously together to accomplish these things:*

- *Preserve and maintain all of our facilities in such a manner that The Landings continues to be a premier residential community, with outstanding amenities*
- *Recognizing that we are nearly a fully-developed community, develop aggressive, innovative marketing programs that assure a strong demand for our residential properties and a high level of Club membership*
- *Build on our strategic planning process which leads to a sound, conservative financial base.”*



His assignments included field operations, marketing, advertising, dealer management, corporate development and acquisitions.

The Barquists moved to The Landings in 1993, from Bloomfield Hills, Michigan. After service in the Army Air Force, Shelly graduated from the University of Minnesota with a BBA in Finance. He received an MBA, WD, from Pace University Graduate School in New York. He also did work at Wharton, Columbia and the University of Michigan. He spent his entire business career with the General Motors Acceptance Corporation Financial Services Group.

Shelly served on the Board of The Landings Club, as Chairman of the Finance, Green, and Nominating Committees. He also was on the Board of the Lucas Theater for the Arts, as Treasurer. Other activities include the Board of the Skidaway Island Republican Club and the Landings Auto Society. He is a member of the Skidaway Island Presbyterian Church and serves on its Session.

## CAROL BOWEN

*“My vision for The Landings is that it continues to be a beautiful, safe, stable community where we will find ways to creatively work together on those issues that affect us all.*

*We are now at a time in the life of this special place when we can together explore new ways to build on the past, be courageous problem-solvers, and work with our diversity to move forward and build a bright future.”*



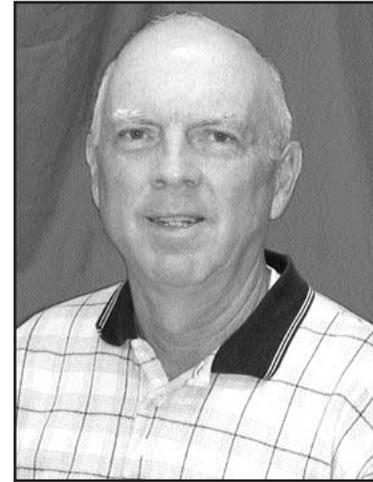
Carol and her husband, Zeddie, moved to The Landings in March of 2000 from Richmond, Virginia having previously lived in Wisconsin, Illinois and Vermont. She was born and grew up in Rochester, N.Y. and graduated from Purdue University. During her 26 year career as a high school counselor she also served on the board of directors of a group home, was president of the Richmond Area Counselors Association, and was nominated for Counselor of the Year to the Virginia State Counselors Association. She and Zeddie have three sons and two grandsons, and Carol's parents reside here in the Bowen's home at The Landings.

Since moving to The Landings Carol has been a monitor for the

Dave Scott Bluebird Project, an active member of this year's divot brigade, and a member of LWGA. She is co-chair of circulation and a member of Savannah Newcomers, and a regular donor at the Red Cross. For almost a year she has been a weekly volunteer at the Savannah Health Mission (along with many other Landings residents), a free clinic for residents of the greater Chatham County area who do not have health insurance or the means to pay for health care privately.

Since their move to Savannah, Zeddie has returned to teach at the University of Richmond for what is now his third straight year, but Carol and he look forward to being here together full-time as of May 2003.

# BILL FARMER



*“The primary responsibility of Board Members is to ensure that The Landings continues as a safe, secure, financially sound, and attractive community where property values and human values are continually improved.*

*Board members must address issues, concerns and problems by considering immediate impacts of decisions as well as long-term direct and indirect impacts of these decisions. All impacts need to be considered, including economic, ethical, legal, environmental, and technical aspects. Requiring accurate information, careful analysis, and dedication to the highest principles and standards are all required to achieve these objectives.*

*Board members must continually seek new ideas and continue to achieve high levels of cooperation and coordination with all organizations on Skidaway Island as well as local governments.”*

Bill Farmer’s career includes being a City Manager of three cities, a County Manager of one County, a General Manager of two Homeowner/Property-owner Associations, and Manager of one Golf Country Club.

Bill’s education includes a BSME, MBA, MPA, and a Doctorate in Public Administration.

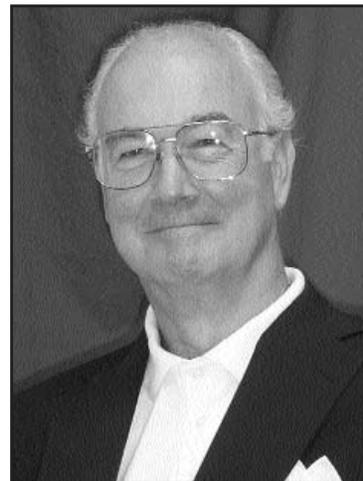
Bill and his wife Marie have lived at The Landings for 13 years, and enjoy golf, tennis, bowling, bridge and biking.

Bill has been active in volunteerism since moving to The Landings, and is currently

Chairman of the Public Safety and Security Committee of The Landings Association. In 2001 Bill served as a member of the State sponsored Savannah Chatham County Governmental Consolidation Study Committee, appointed to the committee by State Representative Burke Day. Bill has also been the President of the Coastal Empire Habitat for Humanity, a Board Member of SAFE Shelter for abused women, and a member of the Parish Council of Saint James Catholic Church. Bill is a member of the Golden K Kiwanis Club, and was a former member of the Southside Fire Department and the First Responders.

Prior to Bill’s career in government and property association management, he worked in the aerospace industry in engineering and accounting, and was an Assistant Professor of Economics.

# JOHN KILCULLEN



*“For most of us, our home is our single biggest asset. We want to live in a community where home values are secure and appreciating.*

*To achieve home value appreciation means attracting home buyers who want a physically attractive gated community, that is financially sound, and that offers first-class amenities for a varied and active lifestyle.*

*Attracting these highly sought after buyers requires a Landings-wide Strategic Plan that clearly and concisely identifies: 1) what the majority of our present and future residents want in their community, 2) what actions need to be taken to achieve this vision and 3) what resources are needed to execute our strategy.*

*Key to successful execution is identifying the responsibilities and role of each Landings organization (TLA, TLC, The Landings Company). No individual organization can achieve The Landings Vision. The challenge is too big. Rather, we should look to our leadership for cooperation and coordination focused on Landings-wide goals. The newly formed Leadership Council is a first step. Next steps: to document a Landings-wide Strategic Plan, distribute that plan, report regularly to residents on the status of actions underway and anticipated.*

*While this plan won't belong to TLA alone, TLA should take the lead in making The Landings the most sought after residential community anywhere.”*

John and his wife, Linda, have been full time Landings residents since 1997, when they moved here from West Chester, Pa. As CEO or President of several national transportation companies, including Emery/Purolator Worldwide, Chemical Leaman Tank Lines and Trism, John had responsibility for strategic planning, with emphasis on marketing and sales, across an expansive network of domestic and international facilities.

Earlier, he held senior positions in marketing,

sales, service and operations with transportation and service organizations, as well as serving in the USAF, leaving as Captain after 5.5 years.

John is a graduate of Fordham University with a B.S. in Marketing and did graduate work at home at Iona University in Organizational Behavior.

Since moving to The Landings, John has contributed his professional expertise to a number of important committees and initiatives, namely: TLA's Finance Committee, The Landings Development Committee (renovation and model homes), The TLA Strategic Planning Committee and The Landings Club Men's Invitational Committees, 2002 and 2003.

Before becoming a Landings resident, his community affiliations included terms as School Board President and President of the Biltmore Beach/Yacht Club. His industry recognitions included terms on the Boards of the American Trucking Association, the American Transportation Association Foundation, the ATA Litigation Center and the National Defense Transportation Association.

John enjoys golf, sailing and reading and is a member of St. James Catholic Church.

## DAVID LESLIE

*“My vision for The Landings is based on a personal commitment to work hard to help make progress in three priority areas. First, to ensure that our Association and our Real Estate Company work together to strengthen the effectiveness of the national marketing effort and maximize the value of residents’ property investment. Second, to ensure that the upcoming annexation of properties into The Landings yields the greatest benefit to our existing residents. And finally, to ensure that all residents have an opportunity to be involved in the decision-making process and that no member of the Association feels his opinions are not heard.”*

**D**avid and Kandy Leslie moved to The Landings in 1998. His career before retiring has focused on strategic planning, business management, communications and government service.

A native of New York, he served in the Executive Branch of The Kennedy administration in the early Sixties. Following entrance into the private sector, he successively held positions that included Partner in an international communications, marketing and management consulting firm, President of a real estate development and management company and



Executive Vice President of MAPCO Inc, a public, diversified energy Company in Tulsa, Oklahoma.

He is author of several works on communications and senior corporate management succession planning and has written, and spoken, extensively on the emerging discipline of perception management.

His previous Board experience includes directorships of four Mapco subsidiaries, President of The Tulsa Philharmonic, Director of the Tulsa Ballet and Tulsa Opera, the Salvation Army, Crime Stoppers and the Tulsa Youth Foundation. He was President of Kiwanis in Tulsa and is a member of the Golden K of Skidaway Island.

He now serves on the Landings Leadership Council, The Landings Association Strategic Planning Committee and the Board of The Landings Company.

## MARY VERNICK

*“The Landings provides a beautiful, safe and financially sound residential community for its sizable population.*

*What began 30 years ago by Union Camp’s Branigar Development Company is now the home and responsibility of many young families as well as retirees. These changes, in combination with the aging housing inventory, a difficult economy, and stiff local competition present significant challenges to our community’s future. We must develop a comprehensive Marketing Plan that matches our housing inventory to appropriate market segments and contains creative programs and promotions to entice prospective buyers to The Landings. The Landings Association, The Landings Company and The Landings Club will all need to contribute to this plan.*

*A second opportunity for improvement at The Landings is in communication. We have the Landings Journal, traditional and electronic mailings and a community “home page” for sharing information with the residents. But we could provide more structured two-way communication. For example, an electronic “suggestion box” might encourage more residents to identify improvement opportunities and register their concerns, or we might use electronic surveys to gather preliminary feedback prior to finalizing a proposal for approval.*

*Given my commitment, skills and experience, I look forward to making a significant contribution to The Landings Association in these areas.”*

Mary Vernick, and her husband, Marty, moved here in June 1997. They continue to believe that The Landings offers the ideal balance of first class beauty, community, and outstanding golf club amenities.

Mary graduated with a degree in math from Immaculata College in 1966 and joined IBM as a Systems Programmer. She was promoted through several management levels in software development and was responsible for large organizations and their products’



financial success. Mary also served on IBM’s corporate staffs between management assignments, and received her MBA in 1982.

When IBM moved aggressively into the services business, Mary joined the new IBM Consulting Group as a Managing Principal. She worked with large corporate clients to reengineer their business processes and apply technology to reduce costs and increase effectiveness. She helped technology-focused companies to better understand and deliver on their customer’s requirements. One of Mary’s clients was the IBM Company itself.

Since moving to The Landings, Mary has chaired New Neighbors; chaired the women’s events for the Men’s Invitational; volunteered for The American Heart Association and Cancer Society; and consulted for The Telfair Art Museum. She continues to serve on the Telfair Marketing Committee and The Landings Association’s Governance Committee. Mary is a member of The Landings Art Association, and frequent volunteer.

Mary is an aspiring golfer, an accomplished seamstress, and award-winning artist.

## 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 front desk during normal office hours. Ballots must be returned by **January 21, 2003 at 5 p.m.**

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

