

**LANDINGS ASSOCIATION
BOARD OF DIRECTORS ELECTION
2009-2011**

**CANDIDATE
PROFILES**



LORRAINE BOICE

JOYCE GLENN

DAVID GROSSE

JEFF IGNATOFF

JIM MCINERNEY

LOU MOLELLA

VOTING INSTRUCTIONS

The purpose of this election is to elect new members to The Landings Association's Board of Directors for the 2009-2011 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 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. **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.

You can view video interviews of the candidates by going to www.landings.org, and then selecting Events/News, and then TLA Board Candidates.

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

- 1. Besides your wish to give back to the community, why are you interested in serving on the Board?**
- 2. What issues at The Landings are important to you?**
- 3. What skills and talents developed in your past experiences would positively contribute to the Board's deliberations?**
- 4. How have you contributed to the community since moving to The Landings?**



LORRAINE BOICE

Lorraine Boice and her husband Scott moved to The Landings three years ago from their home state of New Jersey. Savannah was supposed to be a part-time residence allowing them to get away from the harsh New Jersey winters and to extend their golf play. However, like most others they caught The Landings fever and now call Savannah home. Lorraine retired from Merck in 2002 where she was Vice President of Global Procurement. Lorraine and Scott also owned properties in St. Maarten and ran their own company, a villa rental business more than 15 years. She was Board President of the villa community where they owned property. She has a BS in Management from Rutgers University and an MBA from Rider University. After retirement, Lorraine became involved with a local maritime museum, The Tuckerton Seaport. She became their pro bono Executive Director and helped turn around the financially ailing museum. Lorraine loves to cook, garden, and play golf, not necessarily in that order.

(Answers)

1. The Landings is our home now. The Association needs and has an able staff to run the operations. The Board plays an important role in establishing the policy

needed in order for TLA to meet its vision and mission in a cost-effective manner. I believe I could assist this effort and would welcome the opportunity to do so.

2. The continuance of The Landings as a top residential property is of keen interest to me. The aging of the community, its population, buildings, and infrastructure provide challenges that will continue to need addressing. It will require a strong working relationship among the Association, the Club, and the Company to ensure that we attract people to The Landings who will be participating members. In order to do this, The Landings has to remain an attractive, prospering property.

3. My past experience has given me a strong managerial background, good interpersonal skills, cognitive decision making ability, and the talent to get the job done. All of these, coupled with my past Board experience, are assets that I would bring to the Association's Board.

4. Since moving to The Landings, I have been active in New Neighbors as a Board member and Activity leader. I am active in Landlovers, co-chairing various committees. I am a member of The One Hundred and an active volunteer. I have served on a number of the Club's golf tournament committees.



JOYCE GLENN

Joyce and Keith Glenn came to The Landings from Northern Virginia in 1997, with an undergraduate degree from Memphis University and MA from George Mason University. She worked as a professional educator in North Carolina, Ohio, and Virginia. She served as teacher, principal, and school system Director of Curriculum and Staff Development.

As principal she was responsible for all aspects of running a school, including budgeting, supervising personnel, facility maintenance, and public relations with the school community. As Prince William County, VA Director of Curriculum and Staff Development, she supervised a Department whose work directly impacted the school system's 45,000 students. Joyce created an innovative budgeting process for the department. She was responsible for developing and implementing new positions to work with teachers to improve classroom instruction. Her work with the School Board gave her a clear understanding of how effective policy making boards work to maximize the operations effectiveness.

(Answers)

1. The Association is a critical element in making The Landings a special place to

live. Board decisions impact all residents, both present and future. My diversified work experiences have prepared me to help make these important decisions.

2. Keeping The Landings an outstanding place to live and attracting future residents is a primary interest. This requires dealing with a variety of challenges:

- Pass the pending assessment, which allows maintenance of the strategic plan and budget.
- How to effectively work with the other Landings organizations to improve important services.
- New safety and security issues resulting from growth.

3. Skills I would bring to the Board include:

- Broad based experiences in supervising organizations
- Having worked closely with School Boards, I have a clear understanding of the roles of Boards and Operation personnel.
- In depth knowledge of strategic planning processes
- Recognized by peers as someone who is easy to work with

4. I have contributed to the community through several organizations.

- Previously served The One Hundred as Chairperson of the Education Committee and co-chair of The Town Hall Speaker Series
- Past Landlovers Chairperson of the scholarship committee, Director of Ways and Means, and Secretary
- Past member of The Landing Club's scholarship committee
- Secretary of L.O.V.E.
- Tutor at Garrison Elementary school
- Board of Directors of Communities in Schools
- Active member of Skidaway Island Methodist Church and Kiwanis



DAVID GROSSE

Dave Grosse comes from a small Missouri farming community, served in the Navy, and taught at a technical school. He graduated from the University of Missouri (Engineering). He joined The Procter & Gamble Co., where he held roles of increasing responsibility in Engineering/Manufacturing until retirement in 2000 as Far East Engineering Manager.

Dave's responsibilities included engineering/construction/startup of manufacturing plants throughout the world, management of a private power plant, and participation in several "future direction" corporate teams. His last assignment was Engineering Manager for Beauty Care manufacturing operations throughout Asia, with responsibility for defining future manufacturing needs, development of processes for new products, design of manufacturing sites, and product quality assurance.

(Answers)

1. Monique and I moved to The Landings in 2000. We concluded this was the best value on the East Coast. However, we must keep pace with competition to remain the best value. I have strong interests in assuring this community is positioned to meet The Association's Vi-

sion long term. While I agree with the Vision, it's not possible to deliver if we simply maintain status quo. Our Vision requires strong leadership to define future-state and outline actions to achieve it. I believe I can make a strong contribution to that effort.

2. Prior to retirement, we explored many southeastern seaboard locations as our future home. The total package delivered by The Landings Club/Association was very competitive. However, we are becoming dated relative to those competitors and others developed recently. The key factor in our Vision is RESIDENTS... satisfying current and attracting future while protecting our investments. Our three most critical issues with long-range implications are:

- First, future residents will demand more upscale housing, community appearance, and amenities. Our competition is building to meet those demands. To compete we too must meet those demands.
- Additionally, we must find a way to market and promote/stimulate redevelopment of our dated residential properties.
- Finally, we must find a way to reform TLA and TLC into a seamless operation that optimizes costs and maintains quality services to the full satisfaction of our existing and future residents.

3. I have held leadership positions related to facilities engineering/maintenance, contracting, and project/program management in an international environment. I am experienced in working across organizational boundaries to build consensus. I have the ability to recognize business/organizational opportunities and develop strategies/plans to exploit them. I have the experience and skills that will serve the Board well.

4.

- Block captain for the 2007 Covenants vote
- Volunteer in Bethesda Boy's Home Barn Builders



JEFF IGNATOFF

Jeff Ignatoff moved to The Landings in 2004 from the Chicago area. After undergraduate education at Hiram College, he received his MD degree from Northwestern University in 1967. His post-graduate education was in General Surgery and Urology, and he served two years on active duty in the U.S. Air Force.

Jeff joined the faculty at Northwestern in 1974, ultimately becoming Associate Professor of Urology. He spent 30 years in urologic practice, with responsibilities in clinical practice, medical education, and research. He served in leadership and governance positions as president of the professional staff and hospital board member, and was chief of the Division of Urology at Evanston Northwestern Healthcare from 1997 until retirement.

Jeff was elected president of the Chicago and Illinois State Urologic Societies. He was active nationally in urologic oncology research protocol development.

(Answers)

1. Since moving to The Landings, I have had the good fortune to establish a wide range of acquaintances, all with a diverse array of issues and priorities. I welcome the opportunity to represent these fellow residents with the mission of preserving,

securing, and improving the quality of life and infrastructure of this remarkable community.

2.

- Oversight in maintaining and improving our facilities, infrastructure and amenities is, I believe, the overarching priority of The Landings Association and its Board.
- Security is of particular importance, including enhancement of entry controls at our gates and boundaries, and assurance of access onto and off the island — during normal periods as well as at times of natural disaster threats.
- Continuity of sound financial management is fundamental to achieving Association functions. The Board members represent the interface between the community and management staff, dealing with concerns of our varied constituencies regarding allocation of our resources.
- The Board should continue to look at areas of overlap between the Association and Landings Club, where economic synergies may exist.

3. My previous experience in medical staff leadership and hospital governance has permitted me to understand the balance needed between board activities and management staff. I have concentrated on developing a consensus building, non-confrontational approach in representing the interests of those I have had the opportunity to serve.

4. Community activities:

- Memorial Health University Medical Center:
 - Institutional Review Board
 - Institutional Bioethics Committee
 - Medical Research Advisory Council
- University of Georgia Marine Extension - Volunteer
- The Landings Club - Fitness, Pools, and Recreation Committee
- Kiwanis Club of Skidaway



JIM MCINERNEY

In 1994, Jim and Carolyn McInerney drove over the bridge onto our island and knew this was to be their new home. Within 24 hours, they purchased a lot, joined The Landings Club, and have never looked back! They settled here permanently in 1998. They enticed their son and his family to relocate to The Landings as well as Carolyn's sister and brother-in-law, parents, and in-laws.

Upon graduating from Villanova University, Jim began his business career with IBM. After 20 years and ten moves with the "I've Been Moved" company, he continued with management positions at Computer Science Corp., Unisys, and AT&T. After three attempts to retire, Jim finally succeeded in 2003 and does his utmost to keep busy on the links. Between tee times, Jim is involved with his company's property rentals and rehabs on the island.

(Answers)

1. Over the past ten years, I have been concerned with the challenge The Landings Association faces with maintaining and improving the infrastructure of this community. We are constantly competing with newer developments within Georgia

and adjacent states. It is imperative that we continue to maintain and market the ambiance of The Landings and our unique lifestyle here on Skidaway Island.

2. Getting the most for our money! No one wants to see our Association dues increase, but in order to maintain property values, our 88 miles of road system, our 22 miles of walking trails, and our marinas, we must pay our share of the cost. The financial management and responsibility for our resources is the biggest challenge facing TLA.

3. My corporate management experience has enhanced my ability to relate to the people around me, and with their cooperation, to develop, plan and execute projects or programs to meet an objective.

4. Since my retirement, I bring the experience of having served on the Association's Development Committee, the Marketing Committee for The Landings Company, and the Membership, Marketing & Communications Committee for The Landings Club. I am also a member of the Board of Equalization for Chatham County. In my former life, I was involved with Little League, United Way Campaigns, and with the Boys Club in Portland, Maine. My volunteer experiences over the years have been very educational and rewarding. I look forward to the opportunity to contribute to the future of our unique community.



LOU MOLELLA

Lou Molella and his wife, Gerry, have been property owners at The Landings since 1987, making The Landings their fulltime home in 1998. Lou is a retired senior manager of the IBM Corporation. His 37 year career with IBM included responsible positions at the site, division, and corporate levels. He was site Production Control Manager for IBM's mainframe business in Poughkeepsie, New York, later becoming Manager of Division Manufacturing Staff, responsible for Inventory Planning and Control for the multiple manufacturing sites of IBM's Systems Communication Division. Lou had management responsibility in the Corporate Design Practices organization, responsible for re-engineering IBM's processes and standards, for new Product Introduction, and for Engineering Change Management. Lou finished his career in Marketing as an executive consultant, working on assignments in the U.S. and Europe. Lou is a graduate of DeVry Technical Institute, Chicago, Illinois.

(Answers)

1. Gerry and I have witnessed the transition from Branigar to our current status as a community which is nearing build out, at close to 4,000 homes. I believe that the demographics of our residents, with increases in young families, the aging of

many of our residents, and current economic conditions, create an environment, necessitating clear, balanced decisions on the part of our board of directors.

2. Closure on our Covenant issues is important in providing us with the protection we all expected when we originally purchased our properties in The Landings. It is one of the most important elements of enhancing and maintaining our property values. Safety and disaster readiness are issues that require focus and attention.

3. My entire business career has centered on operational analysis, which has included structured approaches to problem solving, with the application of mechanization where cost justified. In addition to my business skills, I bring six years of experience serving on the Town Board of the Town of Washington, Dutchess County, New York, and four years of service on the Millbrook Central School Board of Education, Millbrook, New York, serving as President in my 4th year. These experiences taught me the value of team interaction, allowing for diverse opinions to be heard while making informed decisions.

4. I have served on numerous Association and Club committees. Gerry and I are members of the Landings Military Family Relief Fund, and Red Cross Troop Deployment Volunteers. I am a Founding Member of Isole Amici, the Landings Italian Heritage Club. We are also members of St. James Catholic Church.

COMPLETING YOUR BALLOT

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.

**Ballots must be received no later than:
OCTOBER 7, 2008 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.



THE LANDINGS ASSOCIATION, INC.

600 Landings Way South • Savannah, Georgia 31411

912.598.2520 • facsimile 912.598.2516

www.landings.org