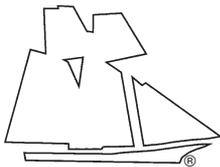


**LANDINGS ASSOCIATION  
BOARD OF DIRECTORS ELECTION  
2010-2012**

# **CANDIDATE PROFILES**



**CHUCK BECK**

**JOHN KINNAMAN**

**KEITH PARKER**

**HANK POLICINSKI**

**JIM RICH**

**JIM SCOTT**

# VOTING INSTRUCTIONS

The purpose of this election is to elect new members to The Landings Association's Board of Directors for the 2010-2012 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.

*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?**



### **CHUCK BECK**

Chuck and Norma Beck are Ohioans who have managed more than a dozen moves during Chuck's career with Procter & Gamble and Colgate Palmolive. Upon returning from a five-year assignment in Brussels, they searched the SE Coastal area and discovered The Landings, becoming permanent residents in 2001. Their four married children and seven grandchildren visit often.

Chuck received a bachelors and masters degree in Engineering and Operations Management from Dayton and Penn State, respectively. In the 1980s he ran the operations part of the European Division for Colgate. Subsequently, as a Corporate Vice President, he established Colgate's first global purchasing, product sourcing, and customer service organization, responsible for optimizing \$3 billion of expenses.

#### ***Question 1:***

As we look to the future, our challenge will be to keep The Landings fresh and vibrant while enhancing the sense of community. Each year adds a year to our infrastructure as well as to our population. With real estate transactions impacted by the economic downturn, movement in and out of The Landings has been limited. As the recovery begins, we need to be better prepared to compete with those communities that seek to attract our target customer. We need to assure that programs and priorities take in potential new residents and our constituent groups, from the pioneers and young families to those who have retired here in the last three decades.

To accomplish this we should:

- Ensure that our Covenants become a reflection of the principles that we want to live by.
- Continue fiscal discipline that causes us to live within our means while renewing our aging infrastructure.
- Develop new initiatives to keep our community fresh by a combination of creative volunteerism and promoting affordable services.
- Redouble efforts to work with the Club to get people to sample this wonderful community.

#### ***Question 2:***

My corporate experience required extensive use of financial analysis and strategic planning. Experiences as an officer in homeowners associations in three different states have provided lessons directly applicable to the challenges the Association faces. In two of the associations, we achieved overwhelming support to pass revised Covenants. As Chair of the Bethesda Home for Boys Real Estate Committee, I led the effort to reconcile the issues a group of concerned citizens and the Metropolitan Planning Commission had about future development. I also initiated strategic planning resulting in their first three-year plan, a process that continues to shape Bethesda's mission.

#### ***Question 3:***

At Bethesda I was a tutor, mentor, and Agricultural Education assistant. As a Board member, I served as Vice President, Chaired the Real Estate and Strategic Planning Committees, and was a member of the Finance Committee. Within The Landings' community, I have been Block Captain for the Association's Assessment and Covenants change votes, Table Captain for the Landlovers' Flea Market sporting goods and hardware section, Chairman of the Volunteer tent for the Legends of Golf, a member of Kiwanis, and a math tutor in Savannah city schools for the "LOVE" program. During my career years, I was an officer in several professional organizations, a United Way Chairman, President of a tennis and swim club, and a New York City Schools reading volunteer. I would be proud to continue this commitment to service as a member of our Association Board.



### **JOHN KINNAMAN**

John Kinnaman and his wife, Deanna, fell in love with The Landings nine years ago during their quest for a retirement destination. During their second visit in early 2001, they found and bought a lot for a future home and joined The Landings Club. John retired from Citigroup in early 2007. He had a successful 40-year career in the financial services industry with various positions of increasing responsibility in marketing, administration, operations, strategic planning, sales, and relationship management. His diversified business experience includes positions with Citigroup, Smith Barney International, County NatWest Investment Bank, The Depository Trust Company (NSCC), and The New York and Chicago Stock Exchanges. Deanna and John resided in Chicago, London, Sri Lanka, and the New York area before moving to Savannah in March 2007. John graduated from Purdue University with a BS in Industrial Management.

#### ***Question 1:***

Most importantly, I do not think there is anything “broken” about The Landings. We have a unique property that has been exceptionally developed and very well run since The Landings became independent of Branigar. From my perspective, the most important issues confronting The Landings over the next several years are the following: the development of rational Covenants changes to support the ongoing development of The Landings; guiding our unique property through the global economic recovery; the completion of the “high bridge” for the safety and security of all residents

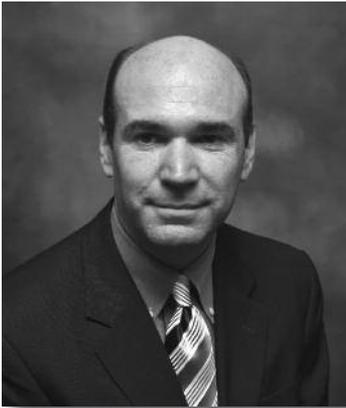
of Skidaway Island; finding ways to make The Landings’ requirements better recognized among Georgia politicians and businesses; continuing to explore ways to move TLA and TLC closer together (notwithstanding the many practical areas in which TLA and TLC cooperate today); and long-term water management. I believe that each of these issues is important in the near and long term. The Landings Association should address all of them; however, the TLA/TLC strategic relationship cannot be addressed until Covenants changes are approved. Continuing to make The Landings a premier property both for retiree and fulltime working professional families is vitally important. I believe that I will be able to make a positive contribution to the long-term growth of The Landings.

#### ***Question 2:***

Through my business career and personal outside activities, I have developed skills and experiences for a) long-term planning and prioritization; b) marketing and communications; c) large-scale budget development and management (expenses to tens of millions of dollars annually and revenues of more than \$1 billion annually); d) project and team leadership; and e) constructive prioritization between Boards and their constituencies. I am a “get involved” person with a results orientation.

#### ***Question 3:***

Since moving to The Landings, both Deanna and I have been Landings Ambassadors and have been active volunteers in the past two Landlovers Flea Markets. I was a member of the Property Development Committee of our condominium association in Chicago, where we transitioned the property on Lake Shore Drive from developer owned to resident owner managed. I was a member of the Homeowners Association Committee for property management for a condominium complex in Kensington, London, England where we had to undertake substantial exterior renovation to a pre-World War I building complex. I have served on the Boards of Directors of two financial services industry organizations, The International Operations Association, and the Association of Global Custodians. I also was a long-term representative of Citigroup to the International Society of Securities Administrators and the New York Clearing House Banking Operations Committee.



### **KEITH PARKER**

Keith Parker, a native Savannahian, moved to The Landings in 2005. Keith graduated with honors from Benedictine Military School in 1987 and went on to earn a Bachelors of Business Administration with a major emphasis in Finance from The University of Georgia's Terry College of Business in 1991. Keith was a member of Phi Kappa Theta Fraternity.

Following graduation, he entered the financial services sector as a Manager with American General Financial Services. Keith worked in offices in Savannah and Athens, Georgia. During his 10 years with AGFS, Keith repeatedly earned the Best Operator honor for his leadership and ability to reach company performance goals.

In 2003, Keith took a position with BB&T as a Financial Center Manager. Currently, Keith serves as a Vice President/Certified Financial Center Leader for BB&T's Johnson Square location. This summer, Keith graduated from BB&T Banking School at Wake Forest University. This intensive, two-year program immerses its graduates in BB&T's philosophy and decision-making simulations for operating sound financial institutions in any economic cycle.

Keith is married to Diane Ciucevich Parker, also a native Savannahian. They have one son, Jed, who attends Blessed Sacrament Catholic School.

#### ***Question 1:***

Growing up in Savannah, I have always wanted to live on Skidaway Island. The Landings is an ideal environment to raise a family. From the trails to the mari-

nas, "Our Island" is truly a treasure. It is my desire to maintain the quality of our development in an effort to attract and retain a wide array of residents, from the young to the not-so-young.

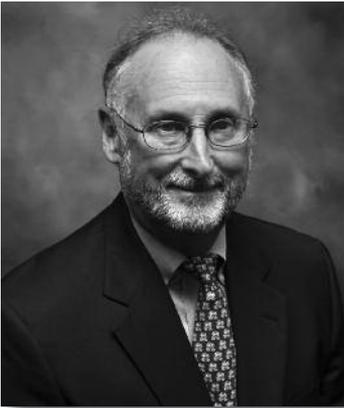
I feel The Landings Association should encourage open communication with The Landings' residents. It is through such open communication that residents will fully understand the Association's mission, goals, and objectives so that we can work together for the betterment of our community for the benefit of all. Additionally, TLA should make it a priority to remain financially stable during the current economic environment. I am a proponent of monitoring and reviewing our risk management practices to ensure our quality of life, profitable operations, and long-term sustainability in order to protect our community against potential risk-laden scenarios of the 21st Century and beyond.

#### ***Question 2:***

My financial background, management experience, and ability to elicit ideas from others are skills which will allow me to contribute to the Board's deliberations. My knowledge and expertise in the financial sector provides me with the ability to offer sound financial advice. As a Vice President/Certified Financial Center Manager, I have successfully inspired and motivated staff to perform at levels which appeared impossible. I have an innate ability to elicit ideas from others by guiding them through analysis and evaluation of the situation at hand. I would like to bring these skills to the TLA boardroom.

#### ***Question 3:***

- Bank On Savannah Committee: Anti-poverty banking initiative with Step-Up Savannah
- Cubmaster - Pack 16 - Cub Scouts - Blessed Sacrament School
- UGA Alumni Association of Savannah Past Co-President
- Coastal Conservation Association (CCA) Member
- St. Patrick's Day Parade Committee former Executive Staff Member
- Marshwood Men's Club Co-Founder
- Communicant of Sacred Heart Catholic Church
- Supporter of The Landings' family/youth activities



### **HANK POLICINSKI**

Hank Policinski and his wife, Marion, initially became property owners at The Landings in 1999 with a lot in Deer Creek. Over the next three years, they spent holidays and vacations experiencing all The Landings had to offer to ensure it indeed was the place to retire. Deciding in 2002 that The Landings was for them, they acquired their current home on the West Marsh, remodeled by adding a second story, and moved in fulltime from their home state of Connecticut in 2005. Hank and Marion feel they are blessed to have found The Landings at this time in their lives and participate actively in “island life”. Hank earned a BS Degree in Mechanical Engineering and a BA Degree, both from the University of Notre Dame, and a Juris Doctor Degree from the University of Detroit Law School. For 35 years, Hank “lawyered” at GE in the fields of Corporate Law and Intellectual Property Law (patents, trademarks, copyrights). During his first 21 years at GE, Hank served 17 major GE businesses (including GE Aircraft Engines, GE Plastics, GE Lighting, and GE Power Systems), counseling GE managers at all echelons. In 1995, he moved to GE Headquarters as Associate General Patent Counsel, where he was a “lawyer’s lawyer”, counseling other GE lawyers throughout the globe. There, he also served as GE Trademark Counsel and GE Mergers and Acquisitions IP Transactions Counsel and led GE’s Global Patent Operation. For a year, Hank acted as Chief IP Counsel, the top ranking IP lawyer position at GE. Hank fully retired from GE in July 2009.

#### ***Question 1:***

The TLA Board must govern The Land-

ings for the short- and long-term in a way maintaining it as a leading residential community. The following longer-term issues focus on this objective, are important to me, and should be addressed by TLA:

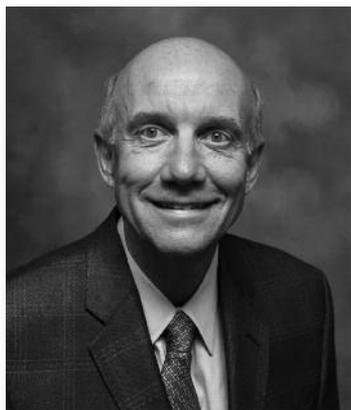
- Strategic Plan – TLA must develop a viable Strategic Plan that will guide the Association as it faces a future with, among other things, changing demographics, economic distress on the populace and depressed housing markets, the effects of a changing political climate, competition from newer communities, and a need for improved/different amenities.
- Covenants – The Covenants may be changed beginning in 2012. By then, TLA must develop revised Covenants that will permit beneficial changes making The Landings an even more attractive residential community.
- Infrastructure – TLA must plan for replacing aging infrastructure with equal or better structures and facilities. We cannot step backward when we renew infrastructure.

#### ***Question 2:***

In my GE career, I worked at the highest echelons on complex business and legal matters involving tens of millions of dollars at risk. I effectively led a 50-person team of lawyers and clerical persons engaged in global activities with a \$30 million annual budget. For a decade, I advised many GE lawyers as a “lawyer’s lawyer”. These years of experience provide a foundation to understand complex business, personnel, and legal issues and team with others to achieve legally sound results yet advance the objectives of the organization. By education and training, I am deliberate and thorough and focus on details as well as big picture strategic issues. This experience is directly translatable to the kinds of skills required of an association Board member.

#### ***Question 3:***

I just “fully” retired from GE in July 2009. Until then, business and family matters took much of my time. I have, however, found time to be active on issues affecting The Landings’ community, serving as a watchdog of sorts on key issues and, in this regard, have helped energize the community in ways that have made a difference on several issues. I fully support my wife Marion’s philanthropic efforts as a Board member of Womanade as well as serving as “first husband” to Marion’s past position as President of New Neighbors. I am a member of Coastal Conservation Association of Georgia and, as an avid boater, an eager participant in Landings Marina life.



### **JIM RICH**

Ten years ago, Jim and Linda Rich made their first visit to The Landings and, after one day, were convinced this was going to be their future home. A lot was purchased, and they became fulltime residents in 2002 when their new home was completed. In 2008, they decided to experience the fun of remodeling and now live in their second Landings home. Jim retired in 2005 from Tenneco, a Fortune 500 company, as a Vice President General Manager in the International group responsible for Asia and South America. Prior to this position, he was Vice President, North America Sales & Marketing.

Jim is an Illinois native, and he and Linda have lived in six different states. He is a graduate of Brescia University and served four years in the U.S. Air Force. During his business career, he served on subsidiary Boards and several management committee associations including Motor Equipment Manufacturer's Association, Automotive Aftermarket Industry Association, and the Original Equipment Supplier's Group.

#### ***Question 1:***

Most of us live at The Landings because of the ambience and the comfortable lifestyle we enjoy in this community. The Board must position The Landings to meet our upcoming challenges while exercising sound judgment and fiscal responsibility. Every assessment dollar needs to be spent wisely as we focus on our aging infrastructure and sustaining our high level of services. We need The Landings to continue as a

top residential property, and it's important that we're competitive with other Southeast communities to remain an attractive, prosperous, and desirable home for future residents. We need the Association, the Club, and the Real Estate Company to work closely with one another to achieve our future goals and objectives. Finally, at some point during the next three-year term, this Board will be expected to begin a discussion and review of our 30-plus-years-old Covenants. This will require a very deliberate review with significant input from the community. Any future recommended changes must be clearly communicated and, if approved, should be fairly and uniformly administered. These are some of the issues the Board will be addressing during the next three years, and I would like to be part of that effort.

#### ***Question 2:***

My previous business experience participating on Boards has enabled me to understand the duties of serving on a Board of Directors. The Board sets policy and establishes goals, and TLA management runs the day-to-day operations. I have 35 years of corporate management experience and have worked closely with The Landings Association for the last four years. My background has provided considerable experience in problem solving, decision making, and making sure the decisions pass a common sense test. I also have considerable experience in strategic planning, finance, and budgeting. My comprehensive business background, four years of working with The Landings Association, and the ability to work well in a group should enable me to make a positive contribution to the Board. I have a passionate commitment to the future of our community and want it to maintain that same ambience and comfortable lifestyle that we enjoy today.

#### ***Question 3:***

- The Landings Association:
  - Chairman Communications Committee last two years (total four years served)
  - 2009-2011 Assessment Committee
  - 2007 Website Committee
  - Block Captain
  - Current TLA Liaison for Club Membership, Marketing, and Communications Committee
- Active Landings Ambassador
- Current President of Illinois Club
- Member Landings Automotive Society
- Newsreader for Georgia Radio Network for the Blind



### **JIM SCOTT**

A native of Atlanta, Jim and his wife Georgine became property owners at The Landings in 1998. They became fulltime residents 10 years later after relocating from Switzerland with their son Derek, a sophomore at Colgate University, and their twins Alison and Kyle, seniors at Savannah Country Day School.

Jim's parents have been living at The Landings since 1985, which has allowed him to follow closely the long-term development of the community along with the issues that growth and expansion of the population demographics have brought. With three generations of family members currently residing on the island, Jim has broad insight as to the needs of a diverse community of residents. He has been a lot owner, rental house owner, renter, house renovator, and fulltime resident at The Landings, and understands the range of issues involved for all.

Jim and his family are full Club members and boaters. He enjoys running, biking, tennis, music, and art. Through these interests, children's school, and wife's involvement on the Board of the Savannah Tour of Homes and Gardens, he is aware of and actively participates in many off-island activities.

Over his career, Jim worked with the U.S. Department of State, Texaco, Inc., and Philip Morris International, where he spent the last 22 years working overseas. His expatriate assignments have crossed multiple business disciplines and countries including Germany, Switzerland, Kazakhstan, and Japan. He holds a business degree from Emory University and an International MBA from the University of South Carolina.

### ***Question 1:***

The Landings truly is a special place with outstanding facilities, a pristine location adjacent to the fascinating city of Savannah, and a diverse population of retirees and professionals. The benefits of a diverse population, however, sometimes come with conflicting needs that must be balanced with all views heard and understood. As we move forward, I feel the key issues the Association should address are:

- Prioritizing budgets to ensure that community facilities and infrastructure are modern and meet expectations of current and next wave homeowners.
- Ensuring that TLA and TLC collaboration is at the highest level, with both groups looking for and implementing synergies.
- Locating productivity opportunities that take cost out of operations without sacrificing service.
- Protecting property values and neighborhood goodwill by enforcement of property maintenance Covenants.
- Preparing the more mature areas within the community to be attractive to the next wave of home purchasers.
- Keeping a pulse on other communities and potential residents to keep abreast of new living trends that could impact The Landings Association's Strategic Plan.

### ***Question 2:***

Although my career covered multiple business disciplines, my core focus areas have been in finance, strategic planning, and business development. I have made a career out of assessing business plans for their strategic and financial viability.

Most recently, I led the successful development of strategic plans that included defining productivity initiatives as a way to finance future projects. I also have considerable experience in the area of capital expenditure budgeting and review for strategic or financial returns.

I have effectively led diverse multicultural organizations and understand the need for strong collaboration and keeping an open mind to meet shared objectives.

### ***Question 3:***

Since relocating to The Landings, I have become active in New Neighbors. Outside of the gate, I am serving on the Oxford College of Emory University Alumni Board, am team parent for the Savannah Country Day Cross Country team, and am an active member of the Isle of Hope United Methodist Church. While overseas, I was engaged in establishing community and social development programs in Kazakhstan. As well, I served as the Emory University Alumni representative for Switzerland.

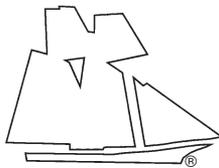
## COMPLETING YOUR BALLOT

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 12, 2009, 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**