



LANDINGS ASSOCIATION
BOARD OF DIRECTORS ELECTION
2014-2016

CANDIDATE PROFILES

JERRY BEETS

RITA BUTLER

JOE GRISPO

JOANNE KING

MAURA SOVCHEN

REX TEMPLETON, JR.

VOTING INSTRUCTIONS

The purpose of this election is to elect new members to The Landings Association's Board of Directors for the 2014-2016 term. It is being conducted in accordance with Articles II and V of the Bylaws of The Landings Association, Inc.

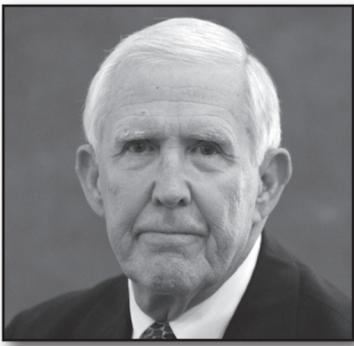
The Landings Association Nominating Committee has proposed six candidates for three vacancies on the board. Each Landings lot, including those with two or more owners-of-record, is permitted up to three votes - one vote for each of three candidates. Lot owners may name and vote for write-in candidates. 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?**





JERRY BEETS

Jerry Beets and his wife of 47 years, Linda, have lived in Savannah since 1968, moving to The Landings in October 2011. They currently reside at 17 Waterside Road.

A native of Knoxville, Tennessee, Jerry graduated from Rollins College in Winter Park, Florida, receiving a B.A. degree in Business Administration in 1961. Receiving an athletic scholarship, he played varsity baseball, lettering four years. At Rollins, he was the President of the lettermen's club, Business Manager of the school newspaper, and a member of Omicron Delta Kappa.

Following graduation, he served three years in the U.S. Army in the Army Security Agency.

Jerry started in the insurance business in Savannah, finishing a 47-year career and retiring in January 2011. He sold his agency, Jerry Beets & Associates, in 2005 to his son-in-law and daughter who live at The Landings. During his career, he served as President of the Independent Insurance Agents of Georgia and three years as State National Director on the national board of the Independent Insurance Agents and Brokers of America. He also was on the agent advisory boards of the Hartford Insurance Group, Crum & Foster Insurance Group, and the Cincinnati Insurance Companies.

Jerry is active in the Isle of Hope United Methodist Church, holding leadership positions including Chairman of the Trustees, Church Council, and Sanctuary Expansion Committees, plus being on the Finance Committee five years.

In Savannah, he served on the Parent Child Development Board as Treasurer and on the American Second Harvest Food Bank Board of Directors for eight years, including three years as President.

Jerry also was on the Board of Stewards of the Savannah Yacht Club for 11 years, including serving as Treasurer for three years and then as Commodore.

Currently, he is a member of the Kiwanis Club of Skidaway Island, the Skidaway Island Republican Party, New Neighbors, and Landlovers. He was co-chairman of the Oakridge Party in 2012 and is co-chairman for 2013.

Response to Question 1:

With the passage of the Property Owners' Association Act, I feel one priority of the Association is to bring our Bylaws and Covenants up to date as soon as possible. Strong Bylaws and Covenants are essential to our meeting the challenges that face us in the future.

I believe that The Landings Association needs to maintain financially-sound fiscal programs for our long range financial needs, especially in the area of the Association's infrastructure. This can be accomplished by proper long range planning.

We have experienced over the past six months cases of vandalism to Club and Association properties. I am a firm believer in prosecuting perpetrators to the fullest extent of the law.

Response to Question 2:

I feel that my business background will be of benefit in serving on the Board. I do not believe in micromanaging staff. The Board's responsibility is to set goals and objectives. When members of the staff do their jobs, leave them alone.

My financial background in various organizations will be helpful with long range financial planning. While Treasurer of the Savannah Yacht Club, we set up reserve accounts to make certain that we had proper funding available for capital improvements.

Response to Question 3:

Having lived in Savannah for more than 45 years, I have tried to be involved, giving back to the community.

In my eight years on the board of America Second Harvest Food Bank, the last three as President, I became aware of the plight of those less fortunate in the Chatham County community. Because of this, when we moved to The Landings, I joined Kiwanis, since our primary focus is to serve the underprivileged and disadvantaged children of our community.



RITA BUTLER

Rita Butler has lived in The Landings for 20 years, moving here with her family in 1993. She is a local business owner with an education and finance background. She has a B.S. and M. ED in Education, as well as an Ed.S. in Leadership and Administration. She began her career as a teacher, and in 1996 was chosen for a leadership position with the Savannah-Chatham County Public School System's Central Office. She was promoted to Director of Federal Programs, Executive Director of School Improvement, and finally to the Senior Director of Compensatory Programs, before retiring in 2009. She served on the Superintendent's Cabinet, the Professional Senate, and the Guiding Coalition. She also served, at the state level, on the Georgia Department of Education's Title 1 Committee of Practitioners.

Rita is the owner of two local businesses -- Butler Brothers Lawn and Landscape Company, and RWB Rentals, LLC.

Response to Question 1:

Being fiscally responsible as we move forward with change and growth is of utmost importance. As homeowners, all of us have a vested interest in our community. Just as the population of The Landings has increased and the demographics have changed in the past 20 years, we must ensure that the changing needs of our community are identified and met and still maintain the goal of reducing expenses without compromising quality or service.

As the owner of a lawn and landscape company, I'm very passionate about preserving the natural beauty of our island. We live in a semitropical paradise where the native flora flourishes. The common areas set the tone for the entire island. Therefore, as we proceed with the periodic pruning, trimming, sodding, and planting, it is imperative that we balance the improvements we make in the

appearance of these areas with water conservation. It also is important, as new homes are built and lots are cleared, that we develop a plan for addressing the future need for alternate water sources to meet EPD restrictions.

Ultimately, the pride we all take in maintaining our homes and our lawns enhances our property values.

Response to Question 2:

As an administrator, I developed and implemented strategic plans and served on numerous committees to facilitate change. I held positions of leadership and know how to build consensus. I assumed the responsibility for developing and managing large federal budgets and auditing accounts to ensure the funds were spent in accordance with written rules and regulations.

As the owner of Butler Brothers Lawn and Landscape and RWB Rentals, I have successfully operated and expanded two businesses.

Response to Question 3:

I currently am involved at The Landings, with Landlovers, NOGTOBS, and The Landings Social Singles. I have also volunteered for the Landlovers annual Silent Auction and Flea Market.

As a resident of Savannah, I have been involved in many local community organizations. I am an active member of the Savannah, Georgia Chapter of Delta Kappa Gamma International, a sorority for professional educators that provides various services to the community. For instance, cooking meals for the Ronald McDonald House, participating in canned food drives, and donating time and proceeds to charity. I have been involved with Kiss a Pig, which raises funds for the American Diabetes Association, the United Way, and the Red Cross.

As a working mother, I also found time to volunteer with the Boy Scouts, PTA, St. James Catholic Church, and to mentor inner city underprivileged youth. I was active in the alumni associations of both Armstrong Atlantic State University and Georgia Southern University, and was a member in the National Register's Who's Who in Executives and Professionals.



JOE GRISPO

After first trying the two-residence retirement model (Connecticut and Florida), Joe and Barbara Grispo decided they would prefer to live in one community where they could play golf year round. After an extensive search, The Landings proved to be the place that met or exceeded all their requirements, and they purchased a home and moved here in 2011.

Joe graduated from the University of Connecticut with a BA in Mathematics and began his career in the Computer Industry with IBM. He subsequently held operational and general management executive positions with Dunn & Bradstreet, Ameritech, and Oracle. He specialized in Corporate Strategy, Marketing, Product Development, and Customer Service. He managed large international organizations with multi-million dollar budgets.

Later on in his career, Joe moved to executive positions with privately held, venture capital-backed companies. The experience gained with these organizations allowed him eventually to establish his own consulting company providing strategic and operational consulting services to emerging software and technology companies.

Response to Question 1:

I believe the Landings community has been very well run during a very difficult economic period. The Board of Directors and the professional staff have been very fiscally responsible while, at the same time, ensuring that The Landings remains very competitive with similar communities. This was, quite frankly, one of the major considerations in evaluating our retirement home. Since we do not plan to move again, I would like to get involved and do my part to see that The Landings continues to be a great place to live as well as a very viable choice for prospective new residents.

Additionally, I have found the recent cases of vandalism and theft to be quite disturbing. Surely not

what we expected when we moved here. I know The Landings Association's Board already has assigned this as a top priority, and we need to remain focused on this problem.

The Marinas are a great asset to the community, but they are in need of a facelift and perhaps some creative ideas on how to improve utilization. Lastly, our Covenants need to be updated to ensure that they are consistent with the long-term strategy of The Landings.

Response to Question 2:

During my career, I was responsible for developing strategic and tactical plans to ensure the long-term viability of the corporate entities I worked for. In doing so, I had to consider the needs of various constituencies, develop consensus, and ultimately approval. I think my corporate experience will enable me to make a significant contribution to the Board as it continues to develop the long- and short-term goals for The Landings.

Response to Question 3:

Since moving to The Landings, I have been very active in the New Neighbors organization. I co-chaired the Military History tours for two years and organized many popular trips, including Hunter AAFB, Parris Island, Fort Sumter, and the Mighty Eighth. Barbara and I are also Landings Ambassadors, helping to provide a positive experience for prospective new residents visiting The Landings.

I served on the board of the association where we own property in Bonita Springs, Florida. I also was a member of the golf committee at our country club in Fairfield, Connecticut.



JOANNE KING

- Landings resident: moved from NJ in 2007
- Family: Husband Steele King, two daughters Lauren and Emily
- B.S. Douglass College, Rutgers University

Response to Question 1

I am fortunate to have been appointed to The Landings Association's Board as an Associate Board Member, Finance and Audit member, and Development Committee member this year. This has allowed me to gain invaluable insight into the critical issues that pertain to our community and prepared me to make immediate contributions as an elected Director. As a non-voting Associate Board Member, I sit with the Board at all Board Briefings, Board Meetings, Joint Board meetings, and Strategic Planning meetings. I receive all the materials that are provided to the Board Members with the exception of Executive Session subjects, and consequently have become thoroughly invested in several critical issues:

1) Modernizing the Covenants: Essentially unchanged since the 1970s, the passing of the Property Owners' Association Act enables our community to affirm or revise our Covenants. The participation of the entire community will be essential in identifying important issues and in adopting by a 66% majority those covenants that will best serve us in 2014 and beyond. This will be a multi-year process.

2) Water management: Government mandates that by 2017 water consumption be reduced to 2004 levels. This applies not only to us but the entire Savannah area, in response to saltwater intrusion into the aquifer. It is vital that we all work together to meet these future demands.

3) Keeping The Landings a highly-desirable community for those who currently live here and those who are going to be relocating here over the next decade.

4) Further improve safety and security.

5) Foster increased Board cooperation among The Landings Association, The Landings Company, and The Landings Club.

Response to Question 2:

While I had a lot of excellent government experience to offer last year as a candidate, nine years on the Boonton Township Board of Education serving as various Board Chairs and Board President, I lacked Landings Association experience. I've now gained that essential experience, am up to speed on the issues, and can hit the road running.

Currently, I'm serving on the following committees: Finance & Audit, POAA, and the Development Committee, and subcommittees: Finance Reserves, P.R.I.D.E Website Development, and the P.R.I.D.E Award Recognition.

I have had extensive professional training and board experience with negotiations, collaborative leadership, building referendums, project management, litigation, public relations, cost management, etc. I oversaw two successful building expansions, delivered on time and on budget, negotiated three teacher union contracts, strengthened curriculum, increased enrollment, and still maintained one of the lowest per pupil costs in Morris County NJ.

In addition to this, my 28 years of professional experience in Real Estate development, renovation, and sales has equipped me to deal with the issues of maintaining and improving our homes, many of which are approaching the 40-year mark. Since 2009, we have successfully renovated several homes in Savannah, including in The Landings.

Response to Question 3:

I'm a big believer in an individual's power to help change the future. I was eager to join a community with so many robust social and civic organizations. Additional Affiliations: New Neighbors 2007-2011: Co-chaired two clubs and served on the Executive Committee; Landlovers 2008-Present: Flea Market Intake two years, Flea Market volunteer two years; Co-chaired Landlovers Holiday Fashion Show in 2011; Coastal Conservation Association 2007-Present; Tybee Light Power Squadron 2011-Present; TLPS 55th Anniversary Committee 2012; received the TLPS Past Commanders Award-2012; Red Cross Volunteer 2010-Present: Hunter AAFB - Provide support for deploying and returning troops; National Association of Realtors 2000-Present; Georgia and Savannah Area Board of Realtors 2007-Present



MAURA SOVCHEN

Maura Sovchen and her husband moved to Savannah in January 1990 and began their house search. She says she'll never forget the day they drove over the Diamond Causeway Bridge. Maura says she was struck by the beauty of the island, the lush palm trees, lagoons, and its southern charm. It was love at first sight!

In 1990, they purchased the Wendy's market. They started with seven stores and now have 12. She says it was the best decision they ever made because they established solid roots in a community they love.

Response to Question 1:

Travel and Leisure magazine named Savannah #8, and *Forbes* named Savannah as one of the top 25 best places to retire in 2012. We need those individuals seeking to relocate to make The Landings their #1 choice. As our community ages, we must ensure there is demand for the homes already built and future development. New residents are the lifeline and blood of this community. Without them, the ability of The Landings to continue to exist in the way we have grown to love will be severely diminished.

It is critical that we manage our resources well, including the water we use, and the Rules we adopt to govern ourselves. The Landings Association's Board has a great history of being fiscally responsible while maintaining our beautiful amenities with revenue generated from a wide spectrum of users. My intention is to continue this tradition while looking at the budget through the eyes of a small business owner who understands the value of every dollar. Updating covenants is never easy or pleasant but must be addressed to ensure they are relevant to the needs of our constituency. The water usage issue isn't going away, and it's better for us to be proactive than fall victim to agency-mandated dictates. The

marinas are important to our community as both an activity and an island amenity.

Response to Question 2:

I started my career with Wendy's International in Operations and Training. I gained invaluable business experience while working in these positions, as it gave me insight into the importance of structural organization and operational training to ensure corporate goals and customer satisfaction are achieved. I've been selected for many franchise-related committees to assist Wendy's International in formulating operational excellence initiatives and attaining customer satisfaction.

I've owned and operated our local Wendy's with my husband for 23 years. As my employees can tell you, I'm extremely passionate. We employ more than 450 people, and my prime responsibility is to manage, train, and motivate them to achieve company goals.

In October of 2011, my husband and I received the Wendy's Award for Operational Excellence. Our Franchise was named the best-operating franchise in the Southeastern states, which is comprised of 1,100 stores.

Response to Question 3:

I've worked with the Women's Aid Division of the Salvation Army and participated in The Salvation Army Angel Tree Program. Two years ago, our advertising co-op raised more than \$10,000 for the Camp Program, which afforded underprivileged children an opportunity to attend summer camp.

From July 2011 until July 2013, I served as the elected president of the Chatham Commerce Club. The club is comprised of approximately 40 professional women and provides a network of professional contacts for members while promoting their contributions to the community. We are sponsors of the Helen V. Head Business Advocate of the Year Award in conjunction with the Savannah Chamber of Commerce.

I served on the Parent's Association Board at Country Day for 10 years. My greatest achievement was serving as chair of the Savannah Country Day Fair...the school's largest annual fundraising event.

I currently serve on the Parent Advisory board of GA Tech.



REX TEMPLETON, JR.

A native of Savannah, Rex Templeton, Jr. is a graduate of Benedictine Military School and the University of Georgia, where he received his degree in Risk Management and Insurance. In 1989, he joined Morris and Templeton Insurance, an independent insurance agency, founded in 1981 by his father Rex Templeton, Sr. and grandfather Russell Morris. With Rex as a member of its leadership team, Morris & Templeton consistently has sustained double-digit growth for the last decade, making it one of the leading family-owned insurance firms in the Southeast.

Rex has served on numerous community boards, including Saint Mary's Home for Children, the Memorial Health Trust, Memorial Health University Medical Center, and the Board of Governors of The Landings Club. He has been the Chair of the Advisory Board of the George & Marie Backus Children's Hospital and currently is the Secretary of the Chatham County Hospital Authority.

Rex and his wife DeeAnn moved to The Landings in 1994. They have raised, and still are raising, their three children, Jonathan 20, Jake 17, and Caroline 14, at The Landings.

Response to Question 1:

I cannot imagine a better place to live, raise a family, and ultimately retire than The Landings. The physical beauty of our island, our proximity to Savannah, and the multitude of amenities we enjoy make The Landings second to none. The challenge is to keep it that way. As a 40-year-old community with vast amenities, we need a continued plan not only to maintain our quality of life but to enhance it and improve it as well. This is important not only for our current property owners but to ensure that we are an attractive choice for potential and future property owners. This is imperative to our continued

success. This plan has to be monitored and evaluated continuously to make sure it is meeting both our current and future needs and goals. This needs to be done in the most financially and fiscally responsible way possible.

Since the recent economic downturn, we all have seen communities suffer and some even fail. The Landings did not. Because the sound financial decisions and management of our past boards ensured that we have adequate reserves and no debt, we were able not only to weather the storm but to be in a position to invest in ourselves and take advantage of opportunities when they arise. That same fiscal soundness needs to guide all our decision making.

Response to Question 2:

As a junior golfer, cart attendant, resident, and Club Board member, I have been around The Landings for more than 30 years. I believe that my knowledge of the community, both inside and outside the gates, would prove an asset to The Landings Association's Board. Throughout my professional career and community involvement, I have proven that I can work with diverse groups of people, find common ground, and develop a plan to achieve the group's goals.

Response to Question 3:

In the mid 1990s, I served on the Association's Strategic Planning Committee under the leadership of Pete Schavoir. I served as a member of The Landings Club's Board from 2009-2011 and served on the House and Tennis Committees. I chaired the Fitness, Pools and Youth Committee, the Nomination Committee, and the Rules Infractions Committee. I was Club Secretary in 2011.

I currently am on the board of Memorial Health University Medical Center and the Chatham County Hospital Authority.

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 *Votenet.com*
or by The Landings Association no later than
OCTOBER 31, 2013, at 5 P.M.**

Note: If you need help voting online or 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.





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