



LANDINGS ASSOCIATION  
BOARD OF DIRECTORS ELECTION  
2015-2017

# CANDIDATE PROFILES

**TERRY BREYMAN**

**CLIFF FROHN**

**NANCY PAVEY**

**JIM RICH**

**LOUIS WIENER**

**BOB WILKENS**

# VOTING INSTRUCTIONS

The purpose of this election is to elect new members to The Landings Association's Board of Directors for the 2015-2017 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?**





## **TERRY BREYMAN**

Terry Breyman holds a BS in biology from the University of Alabama in Huntsville and an MS in biology from Bowling Green State University in Ohio. His professional life of more than 40 years was in assessing and planning water resources projects and interpreting and developing policy for water resources and ecosystem restoration.

He has held many leadership roles with the Corps of Engineers, including Section Chief, Environmental Chief, and Assistant Chief of Planning. At the Whitehouse assignment, he was the Associate Director for Natural Resources.

Terry keeps busy with the Photography Club, Coastal Conservation Association, Men's Gourmet, Landings Men Golf Association, fishing, golfing, and volunteer opportunities. He and his wife, Terri, moved to The Landings 3+ years ago from the Washington, DC area upon retiring. The decision to move here followed more than five years of assessing retirement communities. Upon driving into The Landings' beauty and amenities as well as its economic stability, they knew they had found home.

### **Response to Question 1:**

I want The Landings to remain the premier community that I fell in love with upon entering the gates. This goes beyond the environmental setting; it also includes economic vitality and social wellbeing. To remain the sustainable community it is now, there are issues that need to be addressed.

One of the biggest issues looming on the horizon is our community's use of groundwater, as there will be reductions in withdrawals mandated by the State. With 60% of the water being used for irrigation,

there are many opportunities to reduce the water usage that can be facilitated through the leadership of The Landings. I would never want to lose ambience of The Landings, but there are measures that can be taken to make things more efficient and modern. For example, The Landings, working through the Architectural Review Committee, can help the community to be more sustainable by setting standards for use of rain gardens, use of native landscaping, and for the use of solar power.

### **Response to Question 2:**

Over the 40+ years of my professional career, I have held many leadership positions in both private industry and the Federal government. This included leadership roles with the Corps of Engineers to being detailed to the White House. I have been responsible for the development and oversight of significant budgets. I worked closely with the Office of Management and Budget to develop the Corps of Engineers' budget as well with the Department of Army at Aberdeen Proving Grounds to develop the budget for the Army's environmental systems. These were both multi-billion dollar budgets. While working for the Department of Army and the White House, I was responsible for reviewing and developing policy associated with water resources. I am very familiar with laws and regulations associated with natural resources, and I am comfortable working closely with politicians, lawyers, and regulators.

### **Response to Question 3:**

My penchant for community service began with my community service project enroute to my Boy Scout Eagle rank. I believe it's important to be part of your community and give back to the community. At The Landings, I am actively involved with the Kiwanis, the Strategic Water Committee, the steering committee for Community Sustainability, co-lead the management of the Sparrow Field Pollinator Berm, and am a member of the Messiah Lutheran Church Council. Other community activities include the Elks and building a house with Habitat for Humanity. Prior to leaving Virginia, I was active in the Elks, was the Commander of a local squadron of the Sons of the American Legion, and was the Chairman for my community's Architectural Review Board.



## **CLIFF FROHN**

Cliff and Beth Frohn discovered The Landings while on vacation in August 2001 and purchased a lot that same week. They became fulltime residents in January 2007. Their decision was based on the amazing facilities offered to the residents and the beauty of the community.

After graduating from Virginia Tech with a B.S. in Business Management, Cliff began a 34-year career in the banking and mortgage industry. Cliff retired in January 2014 as Senior Vice President and Southeast Division Manager after 17 years with Wells Fargo Home Mortgage. Cliff's responsibilities covered 15 states and 3,500+ team members, setting the strategic direction for the organization and managing multi-million dollar budgets. Cliff is a senior executive with broad leadership experience specializing in strategic planning, financial expertise, and operational excellence.

Cliff and Beth have two children -- Bryan who lives in Baltimore, and Chris who lives with his wife Katie and son John in The Landings.

### **Response to Question 1:**

I have four priorities I believe are important to ensure the vitality, success, and long-term health of our community.

First, our decisions need to be fiscally responsible, building upon our overall financial stability while spending our Association dollars wisely.

Second, we need to strategically position The Landings as "Best in Class" to similar communities in the Southeast. This requires a coordinated effort

between The Landings Association, The Landings Club, and The Landings Company to strategically plan together as well as effectively communicate and market our story internally and externally. We need to continue to maintain and update our amenities in a cost-effective manner and make decisions that maintain and improve our property values.

Third, we must effectively communicate to our existing residents and expand our outreach to prospective residents to include a social media strategy that appeals to and is utilized by younger generations.

Finally, water conservation continues to be an important topic that will not go away. We need a comprehensive strategy that addresses this issue while protecting our environment and maintaining our amenities into the future.

### **Response to Question 2:**

My business background required my direct involvement in developing and implementing strategy and tactics for the organization. I was responsible for leading and developing thousands of team members spread across 15 states and responsible for the customer experience for hundreds of thousands of our customers. Working in a large, complex organization required coordination and problem solving between entities such as legal, compliance, regulators, human resources, employee relations, and operations to accomplish our goals. I was responsible for multiple large projects that drove company initiatives and multi-million dollar budgets that drove company results. I believe these skills will make me an effective association director.

### **Response to Question 3:**

Before my retirement, I was involved with several industry-related boards such as the Metro Washington Mortgage Bankers Association and the Baltimore Mortgage Bankers Association. While my business travel and responsibilities limited involvement locally, my recent retirement allows me to give my time and expertise back to this community, which has brought such joy and happiness to our family. My goal is to bring a positive and lasting impact to The Landings, helping create a premier, private, residential community that will be enjoyed by generations to come.



## 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. After finding her dream home in Marshwood, retirement was next on the agenda in 2012. Nancy immediately sought to become active within the community. After serving briefly as an Associate Board Member, in early 2012 Nancy was appointed to the Association's Board of Directors to serve out the remaining two years of a resigning Board member's term. She is ready to continue her service on the Board.

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. She changed her focus to a career in human resources management. Nancy held senior human resources positions for Trammell Crow, CARE-USA, Ivan Allen Company, and ProAct Technologies. During the decade before retirement, she served as BCD Travel's Senior Vice President, Human Resources, leading the company's human resources teams through a successful transition from a regional/U.S. organization to a global travel management firm with more than 10,000 employees in 90 countries.

### **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 continue to review and update our Covenants in a transparent and collaborative manner, ensure successful Covenants Modernization votes, diligently pursue water conservation initiatives by all community stakeholders, and continue efforts to maximize the potential of our water amenities.

### **Response to Question 2:**

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 had expertise in listening, facilitating discussions, objectively analyzing information, and helping teams develop common sense strategies and solutions. My skills in these areas have served me well during my first two years on the Association's Board. As a current Director, I have also experienced first hand and met the challenges faced by our Directors in balancing the needs of the larger community while advancing the desires of our diverse resident population.

### **Response to Question 3:**

Notable service efforts prior to my arrival in Savannah include coordinating BCD Travel's response to the Tsunami, Haiti and Katrina Hurricane Relief efforts, and working with the Atlanta Community Food Bank. I was a Georgia 100 Mentor and served on the Atlanta Human Resources Leadership Forum Board of Directors (2006 - 2009). I am a registered Georgia mediator. Since becoming a Board member in 2012, I have been an active member of the POAA, Governance, Finance and Audit, and Strategic Planning Committees. As the Board of Director's current Treasurer, I chair the Finance and Audit Committee and serve as the Board's Liaison to The Landing's Club's Finance Committee. For the past two years, I have also served as a volunteer mentor for the Ocean Exchange, a Savannah-based nonprofit organization committed to accelerating the adoption of solutions that positively impact the environment. While I totally enjoy the full scope of our Landings lifestyle, I remain committed to my community service activities. I enthusiastically put my hat in the ring for another term on The Landings Association's Board.



## JIM RICH

Fifteen years ago, Jim and Linda Rich made their first visit to The Landings. After the first day, they were convinced this was going to be their future home and purchased a lot. In 2002, they became fulltime residents after building their new home. 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 Vice President & General Manager responsible for Asia and South America. Prior to this position, he was Vice President, North America Sales and 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.

### Response to Question 1:

- The Landings is a welcoming community with a beautiful natural setting, vast amenities, close proximity to Savannah, and a diverse population of working professionals and retirees. The Landings Association is debt free and has a track record of sound financial and operational management. As we look to the future, it's important that we remain an attractive and vibrant community while focusing on improvement opportunities that are economically feasible. This is necessary to remain competitive in the marketplace and attract future buyers to our community. The Association, Landings Club, and Landings Company must continue working closely together to assure we can achieve our future goals and objectives.
- It reflects favorably on our community that we recently approved the modernized Covenants initiative. The Board also communicated three other issues that were more complex and required further work before a community vote. One of these issues was determining clear guidelines for maintenance of private property.

This is an important issue for the future of our community, and after soliciting the necessary community input, a voting proposal should be developed in a timely manner.

- Community water management and conservation will remain a high priority for the Board. This will require continued work and cooperation with all appropriate entities, including Utilities, Inc. and the state of Georgia. We must also be creative in educating the community about this subject and ensure our residents understand that full community support will be required to be successful.
- The 2015 Board will be responsible for the 2016-18 three-year Assessment that will require a vote next year. TLA is fortunate to have an exceptional management staff that will be preparing a detailed budget analysis for review and discussion with the Board. The Board must use sound judgment and fiscal discipline when reviewing this Assessment proposal.
- I have a passionate commitment to the future of our community, and that is the reason I would like to serve again on TLA's Board.

### Response to Question 2:

In 2012, I served as President of The Landings Association's Board and have 35 years of corporate management experience. My background has provided experience in problem solving, decision making, and ensuring all decisions meet the common sense test. I also have considerable experience in strategic planning, finance, and budgeting. My comprehensive business background, nine years working with TLA, and the ability to work well in a group would enable me to make a positive contribution to the 2015-17 Board.

### Response to Question 3:

- The Landings Association:
  - ▶ 2014 - Finance Committee
  - ▶ 2013 - Board Ex-Officio
  - ▶ 2010-12 - Board President ('12), Vice President ('11), Secretary ('10)
  - ▶ 2006-09 - Communications Committee (Chair in '08 and '09)
  - ▶ 2008-09 - TLA Liaison for Club Membership, Marketing & Communications Committee
  - ▶ 2007-14 - Block Captain
- President Illinois Club (2008-09)
- Newsreader for Georgia Radio Network for the Blind (2007-2009)
- Member Landings Automobile Society
- Member CCA



**LOUIS WIENER**

Louis and Mary Wiener purchased their home at The Landings in 2005. Over the next eight years, they were part-time residents, commuting back and forth from their home in New Jersey until July 2013, when they became fulltime residents.

Louis graduated from the University of Michigan with a B. A. in Economics. He served in the Army Reserve in 1959-1960 and was recalled to one-year's active duty in 1961. From 1962-1970, Louis progressed from salesman to President of Cloroben Chemical, leading the company to become the largest marketer of chemicals in the wholesale plumbing industry.

In 1971, Louis became president of Cloroben's parent, Standard Chlorine (SCC). Competing against major U.S., European, and Japanese conglomerates, SCC became the largest producer/marketer of chlorinated benzenes in the world by the mid-1980s. Key to this growth was Louis' early recognition of the dynamically growing potential for chlorobenzene isomers in the agro-chemical, pharmaceutical, and engineering plastic markets. He traveled to Europe and Japan on an alternating week basis (first and third week each month) during 1972-1994, to establish and maintain the relationships that fueled SCC's growth.

Louis served on the Board of Directors of the Chemical Manufacturers Association (the industry's largest trade association) from 1979-1982 and on a US Department of Commerce Export Advisory Committee from 1980-1982.

### **Response to Question 1:**

If The Landings is to maintain its preeminence as the place to live in the Southeast, the Board must continue to be vigilant and proactive. The demographics of recent Landings property purchases have changed dramatically from 5-10 years ago. Today, about 1/3 of purchases come from greater

Savannah, 1/3 from within The Landings, and 1/3 from everywhere else. If this trend continues, a reassessment of how and where we promote our community is vital. Close collaboration between The Landings Association, The Landings Club, and The Landings Company will be important.

It is critically important to continue the recent momentum of Covenants modernization to maintain community standards. We are an older community, and more effort each year must be expended to maintain our appearance and protect property values. We must also be proactive in protecting our vital freshwater sources by prudent water management.

The well-managed beauty of our natural surroundings and our many amenities surely attract prospective buyers, and we should be innovative in enhancing and/or expanding them. We must also find creative ways to ensure that, as properties age, the necessary work to maintain them can and will be done.

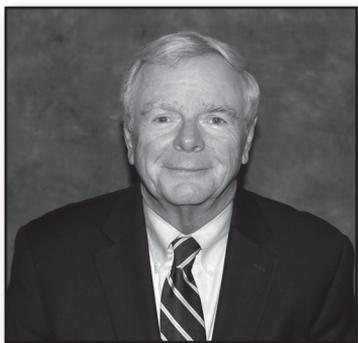
### **Response to Question 2:**

I bring a broad diversity of domestic, international, and multicultural experience in finding innovative solutions to problems and challenges and a record of forging consensus and collaboration to achieve organizational goals. My many years of experience in business, combined with my long career in the NJ Court system and my service with the Millburn-Short Hills EMS system, qualify me to make positive contributions as an Association Board member.

### **Response to Question 3:**

My post-1996 retirement from the chemical industry was a full and productive one of service to others. In Savannah, I recently was certified and appointed to the Chatham County Board of Equalization, which hears and rules on tax assessment valuation appeals. I have also volunteered with my Certified Golden Retriever Therapy Dog, Susalee, visiting local health care facilities.

For 14 years, I was a volunteer mediator, two days a week, in five NJ Superior and Municipal Court systems, settling more than 86% of 3,500+ assigned cases. I was a paid mediator in eight Superior Court systems for nine years and served four years on a NJ Attorney Fee Arbitration Dispute Resolution Panel, which resolved attorney/client fee disputes. For 16 years, I rode two 12-hour shifts per week as a volunteer EMT in our community 911 EMS System, responding to more than 7,500 dispatches and serving as a Crew Chief, Squad Vice President, Treasurer, and Board member.



**BOB WILKENS**

Bob Wilkens and his wife, Terry, moved to The Landings in 2006 after spending most of their married life in Darien, Connecticut with their two sons. They first visited The Landings for a weekend wedding in June 2000 and decided to make Skidaway Island their permanent home.

Bob is a graduate of The University of Virginia B.A. and Rutgers University M.A. For more than 40 years, he has served as a senior fundraising executive and consultant to major universities and medical centers, including the University of Chicago, Memorial Sloan-Kettering Cancer Center, The Ohio State University, University of Michigan, Fox Chase Cancer Center in Philadelphia, and Memorial Health University Medical Center in Savannah. He also is past Chair of the National Association of Cancer Development Officers, a group of 70 leading cancer centers.

While Vice President at Memorial Sloan-Kettering, he managed a staff of 93 and directed a program which raised more than \$200 million annually, with almost one million gifts each year for cancer research and treatment.

Bob has been active in the Landings community and supports numerous local charities and participates in five state clubs. He served on an Ad Hoc Committee of The Landings Club Board, which generated suggestions for new ways to utilize Club facilities. Bob and his wife are members of St. Peter's Episcopal Church. He recently retired from fulltime management responsibilities and now plans to increase his service to the community.

### **Response to Question 1:**

I support The Landings Association's efforts to update our Covenants and to make them more relevant to our needs. I also support the Board's high-priority focus on water conservation to ensure that we will have sufficient water supplies in the future. Our marinas are also vital resources to us and must be maintained in a creative and fiscally responsible manner.

I believe that we should expand our recycling efforts as our community grows. I support the Association's efforts to bring us together as a community through Landings events such as the cookouts, LandingsFest on the Green, HarborFest, and other Association-sponsored events. Finally, I strongly endorse our security team's initiatives to reduce speeding and careless driving on our roadways and cart paths.

### **Response to Question 2:**

I believe that my 40 years of leadership experience in a variety of institutions, both as a senior manager and as a strategic consultant, would be assets for the Association's Board. I have been involved in strategic planning, budget management, human resource issues, and communications, including the use of social media. I have worked closely with nonprofit boards and senior leadership and understand the unique challenges and opportunities that these institutions face. I believe that my experience managing diverse groups of people and mediating opposing points of view to find positive solutions are attributes that would be useful on the Association's Board.

### **Response to Question 3:**

Before moving to The Landings, I was active in community programs, including coaching and officiating youth sports, Boy Scouts, and volunteer leadership for the capital campaign and annual giving programs at our church. Since coming to The Landings, I have served as a volunteer adviser to SAFE Shelter's Board for its fundraising and communications programs and have assisted the American Cancer Society's Parties for a Purpose events, Landlovers Flea Markets, and the Savannah Challenger Tennis Tournaments. I support CCA, the Landings Military Family Relief Fund, and the Humane Society. I have also been a guest speaker at Skidaway Rotary and Kiwanis organizations on the cancer prevention initiatives of the Anderson Cancer Institute.

# COMPLETING YOUR BALLOT

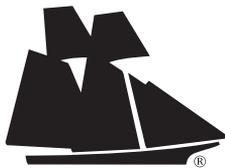
Please utilize the secure, **online voting** process at ***Votenet.com***. See the enclosed letter for detailed instructions, as well as your username and password.

**-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 30, 2014, 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.*





**THE LANDINGS ASSOCIATION, INC.**  
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