

**Lake Jeanette Association, Inc.  
Annual Meeting Minutes  
December 10, 2018**

**Board Members:**

Dixon Johnston, President (Present); Kerrigan Smith, Vice President (Present); Richard Conner, Secretary (Absent); Chuck Burns, Treasurer (Present); Betty Smith, Member at Large (Absent), Deborah Roskelly, Roskelly Management Associates LLC (Present)

**Members Present:**

Signed Member Rosters and Proxies are on file. Attendance is counted by lots not by people present (ex. husband/wife count as 1 in attendance - not 2). Village Representation follows:

**Present in Person or By Assigned Proxy to Vote**

Northern Shores:	10
Northern Shores Estates:	1
DayBreak Square:	7
Southern Shores:	11
Waters Edge:	11
The Grande:	0
Bearberry	1
Checkerberry	6
Dutchmans Pipe	1
Rosebay	2
Laurel Cove	2
Indigo at the Lake	1
Eastern Shores Estates	0
Turnstone Village	6
Kinglet Commons	1
Cape May	6
Dunlin Square	1

**Total Present in Person or by Assigned Proxy = 67**

**Total Proxies Received in Advance to establish a quorum = 82 NLV & 20 LV (total 102)**

**Quorum Established**

93 Non Lakeview & 24 Lakeview lots establish a quorum (in person or by proxy). As noted in the numbers above, a quorum was established for this meeting.

**Mailings and Handouts:**

In accordance with the Association's Bylaws, Article IV Meetings of Members, Section 3. Notice of Meeting, the Annual Meeting Notice Packet was mailed to each member at least 15 days prior to the Meeting. The packet was also emailed to members who have given the HOA authorized consent for email correspondence. The packet included the following:

1. Meeting notice,
2. Proxy,
3. Agenda,
4. Budget
5. Balance Sheet and Statement of Cash Flows – October ending due to time of mailing
6. Property Report
7. List of Assets
8. Chart of total lots per village and the percent of the master HOA budget they fund
9. Homes Sales Graph over a 3 year period
10. Rate of Return Calculation re Low Voltage Lighting installation in 2016

**Call to Order:** Registration began at 6:30 pm and Dixon Johnston, Board President called the meeting to order at 7:00 p.m.

**Introductions:** Dixon introduced the current Board members and thanked them for their service to the community. Deborah Roskelly was also introduced and thanked for her work on behalf of Lake Jeanette.

**Election to Board:** In accordance with the Association’s Bylaws, Article VI, Nomination and Election of Directors, Section 2. The Nominating Committee (Kerrigan Smith, Chairman and Members, Kelly Evans and Catherine Snarr) provided a ballot of five candidates for election to the Board’s five open seats – refer to Attachment A of these minutes for the ballot. The resumes of each nominee are also attached to these minutes. Resumes were posted and printed at the meeting for the membership to review prior to vote being taken. Dixon Johnston opened the floor for nominations and none were submitted.

Joe Adamczyk from the Point made a motion to accept the ballot as presented by the Nominating Committee. The motion received a second by Kelly Evans from Waters Edge. The vote was called and unanimously approved.

Kerrigan Smith thanked Kelly Evans and Catherine Snarr for their service on the Nominating Committee.

Linda Fields from the Point asked if any of the new Members were present at the meeting as she would like to hear from them as to why they want to be on the Board. Tom Weiss stood and addressed the group stating that he has a lot of past experience with Boards and now that he had some extra time on his hands he would very much like to give back to this community. Jory Marino and Robin Stiles were not present due to previous conflicts with the meeting date; however Kerrigan Smith indicated that during his discussions with both of these nominees, they each expressed their desire to give back to their community by serving on the Board.

**President’s Report:**

**1. State of the Lake:** Dixon reported that Lenoir Warehouse Group LLC (Will Dellinger and Jess Washburn) purchased Lake Jeanette and Buffalo Lake and other related properties in July 2017 and at that time the Lease between Cone Mills/ITG was assigned to Lenoir Warehouse Group as the new Landlords. They are good stewards of Lake Jeanette and do not want to make any changes. They are in frequent contact with LJ Operations and Jess Washburn enjoys fishing on Lake Jeanette. Lenoir Warehouse Group emphasizes preservation of Lake Jeanette in its natural state and the importance of maintaining the buffer zone in accordance with the Buffer Zone Policy.

**2. Association Dues:** Dues for the year 2019 will remain the same as the dues in 2018. There is no increase.

Lake View Lots	\$726 annually (\$363 due by Jan. 1 <sup>st</sup> and \$363 due by July 1 <sup>st</sup> )
Non-Lake View	\$363 annually (\$181.50 due by Jan. 1 <sup>st</sup> and \$181.50 due by July 1 <sup>st</sup> )

**3. Operating Budget:** Dixon referred members to the Operating Budget handout showing the 2018 Budget (Actual and Projected to Year End). This spreadsheet also included the Budget approved by the Board of Directors for the 2019 calendar year. Dixon opened the floor for questions relating to the operating budget.

Q. Linda Fields from the Point questioned why the Board had made the July 4<sup>th</sup> member event at the Marina a member pay event.

A. At the 2017 Annual Meeting of the Membership, by show of hands, the majority of members agreed that a fee should be charged to members who wish to attend the July 4<sup>th</sup> event and the ticket price to attend should be based on an average cost per family. One member voiced this would be a fair way to approach funding the event since only a portion of the membership attends and those who do attend should pay to enjoy the event. Deborah then clarified that the Board agreed that the fee should be a

donation type request. Most members attending the 2018 July 4<sup>th</sup> event made a donation and those that did not were still allowed to participate.

Van Smith from Northern Shores made a motion that the budget be approved as submitted by the Board of Directors. The motion received a second by Steve Morris from Waters Edge. The vote was called and unanimously approved.

#### 4. Open Discussion:

- Term Limits for the Board of Directors: Linda Fields from the Point made a motion requesting that the Board of Directors consider establishing term limits and recommended no more than six (6) year terms. The motion received a second by Joe Adamczyk from the Point.

Discussion: Various members indicated their disagreement with the establishment of term limits and shared the following:

- Dixon Johnston and our many Board Members over the years have served our community diligently and well especially during the sale of Lake Jeanette. Their service to the Lake Jeanette community has been recognized as positive and invaluable.
- Board seats are elected by the membership when a person wishes to run for election or re-election,
- All members of the Association are offered the opportunity to run for election to the Board of Directors each year by presenting their desire to the Nominating Committee or by Nominations made from the floor.
- Positions on the Board are voluntary and members should be able to run for election for as many years as they wish to serve their community.
- Our governing documents do not designate term limits and such would probably require a vote of the entire membership to amend the Bylaws.

The vote was called: Two in favor of the motion and the remainder against the motion. The motion was not approved.

- Community Announcement – Wreaths Across America: Gary Lapeirre, from Waters Edge shared the following. This announcement will be distributed via the Association's Constant Contact email to the membership.

Sponsor a Wreath to place on a Veteran's grave by visiting  
[www.wreathscrossgreensboro.com](http://www.wreathscrossgreensboro.com)

Join the Ceremony

Saturday, December 15, 2018

11:00 am

Forest Lawn Cemetery

3901 Forest Lawn Dr.

Greensboro, NC 27455

There being no further business, the meeting was adjourned at 7:20 pm.

Minutes respectfully submitted by:

Kerrigan Smith, Vice President in the Absence of Richard Conner, Secretary

Approved by the Board of Directors on December 12, 2018 for posting to the Association's website.

**BALLOT  
FOR ELECTION TO THE BOARD OF DIRECTORS  
Lake Jeanette Association, Inc.**

**December 10, 2018  
Annual Meeting of the Membership**

*Only five votes are allowed – any more than five votes will render this ballot invalid.*

*Cumulative Voting is not allowed.*

*You may not give more than one vote to each of the five nominees you choose to elect.  
Cumulative Voting will render this ballot invalid.*

<b>Place “X” to mark your vote</b>	<b>Term</b>	<b>NOMINEES PRESENTED FOR ELECTION TO THE BOARD OF DIRECTORS BY THE NOMINATING COMMITTEE</b>	
	1 year	Dixon Johnston	5 Lake Breeze Court – Waters Edge
	2 years	Jory J. Marino	11 Captains Point – Northern Shores
	1 year	Kerrigan Smith	26 Snowgoose Cove – Turnstone Village
	2 years	Robin Moore Stiles	5 Indigo Lake Terrace – The Point
	2 years	Thomas H. Weiss	101 Checkerberry Lane – The Point

<b>Place “X” to mark your vote</b>	<b>Term</b>	<b>NOMINATIONS FROM THE FLOOR – NAMES TO BE WRITTEN IN IF ADDITIONAL NOMINATIONS ARE MADE</b>	

Ballot approved by the Nominating Committee:  
Kerrigan Smith, Chairman  
Kelly Evans, Member  
Catherine Snarr, Member

## Robin Moore Stiles

5 Indigo Lake Terrace, Greensboro, NC 27455

Cell (336) 202-1483

Email: [drcstiles@gmail.com](mailto:drcstiles@gmail.com)

---

### **CAREER OVERVIEW / CORPORATE EXPERIENCE**

---

A results-oriented, goal driven individual with a ‘can do’ attitude. Diverse experience with proficiencies in health care and retirement plan administration. Possess ability to identify opportunities to leverage methodologies and expertise across an organization. Strengths in problem solving, conflict resolution, time and project management. An analytical thinker with decision-making skills. Consistently recognized as a team-player with the ability to manage employees and complete multiple projects in an efficient and timely manner. Extensive presentation experience.

#### **Career Methodologies and Highlights**

- Revenue retention and Growth with proactive approach focused on meeting and exceeding revenue and earnings goals
- Retention rate 98.5% of customers while managing clients to internal ROI.
- Establish regular planning sessions with functional areas to prepare reporting, business needs or service solutions.
- Provided educational, strategic, promotional and operational support to maintain and grow the financial services portfolio.

#### **Dynamic, Innovative Leader and Manager** adept at planning, streamlining, delegating and driving productivity

- Hire, train, motivate, and induce loyalty in diverse workforce.
- Serve as mentor and coach for team members. Ensure deliverables are accurate, on time and that staff understands significance.
- Thrives under pressure by working effectively in a fast-paced, high-performance environment with minimal or no supervision
- Experience in working with cross functional teams to achieve corporate objectives.
- Trusted advisor that protects confidential customer and employee information.
- Developed tools to evaluate and reduce loss ratios by specific market.
- Documented processes and prioritized multiple tasks with varying deadlines.

#### **Client Relationship Management** with program management and client relationship successes.

- Establish effective relationships with customers to gain understanding of their business objectives, drivers and needs.
- Engage and coordinate resources to address and resolve client concerns. Provide presentations for delivery of product to employees.
- Highly self-motivated and directed individual with strong negotiation and problem solving skills. Work at home capabilities.
- Earned Six Sigma Green Belt designation; developed solutions by using these methodologies.
- Significant face-to-face customer interaction
- 15+ years of experience managing complex accounts

#### **Client Focus** to ensure client receives maximum value of the products and services purchased.

- Provide strategic guidance and direction to ensure alignment to business goals and objectives. Ensure customer satisfaction with account management team, quality of products and identify opportunities to provide new services.
  - Extensive sales, marketing and public speaking experience. Substantive role in sales process for current and prospective customers.
- 

### **EDUCATION**

---

**Elon University**– Masters, Business Administration - 2001

**Elon University** – Certificate of Program Management, November, 2012

**North Carolina State University** – B.A. Political Science

---

### **LEADERSHIP DEVELOPMENT**

---

#### **UnitedHealthcare Culture Ambassador December, 2012 - 2017**

Developed and delivered on-site events to engage all levels of employees in corporate culture initiative.

**Leadership Greensboro** – September 2013 to May 2015. Nine-month Leadership program.

**Leadership Greensboro** – Program Leader 2014-2015

---

### **BUSINESS CAREER OVERVIEW / CORPORATE EXPERIENCE**

---

#### **United Way of Greater Greensboro – Seasonal Employee (August, 2018 – November, 2018)**

- Facilitate Annual Fund Raising Campaign through recruitment of employers and “Rally Presentations” to employees.
- Work with large cross-section of community agencies to gain understanding of services provided.
- Participate in United Way community functions.

#### **UnitedHealthcare, Payment Integrity-Senior Healthcare Economics Consultant – Phase 4 Team April, 2016 to November, 2017 – position eliminated**

- Interface with internal business partners to resolve operational matters impacting PI
- Research complex business data to identify significant savings for enterprise
- Identify opportunities for savings in payment methodologies
- Develop solutions for non-standard requests and problems

### **July, 2014 to April, 2016**

- **UnitedHealthcare, Director of Program Management – Southeast Region**
- Responsible for implementing and monitoring and reporting to SE regional Leadership for Public Exchange/ACA 9 state region
- Work with cross-functional teams on core business projects to align teams for successful Public Exchange/ACA implementation.
- Partner with large variety of stake-holders in matrix organization to influence change.
- Participate in remediation planning
- Document processes, prioritized multiple tasks and projects with varying deadlines

### **UnitedHealthcare, Director of Distribution – South Atlantic Region**

#### **December 2012 to July, 2014**

- Manage a comprehensive distribution plan for new distribution strategies during period of vibrant regulatory changes..
- Create unique partnership reward system with brokerage community to increase sales.
- Communicate effectively with current and prospective brokers through presentations and telephone/email exchanges.
- Evaluate brokers for participation in unique funding arrangements.
- Create, design and administer broker incentive and rewards program.
- Create trust with all levels of stakeholder groups

### **Wells Fargo (Wachovia Bank), Vice President / Relationship Manager /Retirement Services**

#### **January 2007 to December, 2012**

- Led Customer Relationship Management team to acquire, develop and implement clients in specified regions.
- Coached and mentored team members to identify customer strategy, establish communication program, collect and review required documentation and generally ensure a seamless client implementation experience.
- Established effective relationships with clients; gained understanding of client's business objectives, requirements and needs. Negotiated new and renewal contracts.
- Conducted employee enrollment meetings regarding plan to employees in group settings and one-on-one when requested..
- Exceeded sales goals through new business sales and upselling.
- Provided quarterly updates on performance and recommend new products and services.

### **UnitedHealthcare, Strategic Solutions Operations Account Manager**

#### **January 2004 to January 2007**

- Operations Account Manager for 40 Fortune 100 clients including: Lucent, Nike, Novartis, Cisco; extensive travel to client
- Managed team of 19 Customer Advocates.
- Built and maintained relationships with internal and external partners including Account Management Team. Interacted with all levels of client management team and internal business partners.
- Lead process improvements focused on increasing client satisfaction and management of internal expenses.
- Maintained client business plans and monitored process against plan's performance against guarantees

### **UnitedHealthcare - Regional Finance - Financial Consultant**

#### **December 2002 to January 2004**

- Created analytical tools for decision making by market CFOs in 15 South Division markets.
- Developed mechanisms to continuously identify, assess and monitor internal and external project risk.
- Improved existing pricing model to meet revenue and earnings goals for book of business.
- Evaluate tools to reduce loss ratios by specific market.
- Developed written business requirements and completed financial analysis.
- Documented processes prioritized multiple tasks and projects with varying deadlines.

### **Wachovia Bank, Vice President / Relationship Manager /Retirement Services & Paying Agency**

#### **July 1990 to December 2002**

- Established effective relationships with large corporate customers (including Fortune 10 companies) to gain understanding of client's business objectives, drivers, and needs. Negotiated contracts.
- Exceeded sales goals through new business sales, as well as through up-selling, within established book of business. Established relationships with key decision makers, executive management and consulting firms.

**THOMAS H. WEISS**  
**101 Checkerberry Lane**  
**Greensboro, NC 27455**

**(336) 763-8573**

Mrs. Deborah Roskelly  
Property and Operations Manager  
Lake Jeanette Association, Inc.  
5040 Bass Chapel Road  
Greensboro, NC 27455

May 19, 2018

Dear Mrs. Roskelly:

Late last year, following the November 20, 2017 annual meeting for the Lake Jeanette Association, Inc. (Association), I spoke to you by telephone suggesting to you that I would be interested in serving on the Association board of directors should a vacancy arise. You thanked me for my interest and suggested that I send you a brief description of my background and qualifications. That description follows:

- For three (3) years, I served on the homeowners' association (HOA) board of directors for the Sunset Ridge golf community of 800+ homes in Holly Springs, NC; board chairman for two (2) years.
- For four (4) years, I served on the HOA board for the Avallon community of 46 homes in the City of Raleigh, NC; board chairman for one (1) year.
- For two (2) years, I served as chairman of the COA board for the SeaSpray community of 180 condominium homes at Atlantic Beach, NC.
- For four (4) years, I served on the HOA board of directors for the Olde Beau Golf and Country Club community of private homes and condominiums in Roaring Gap, NC.
- I retired in 2002 as President of The Weiss Consulting Group, a team of professional engineers, accountants and economists that provided consulting services to businesses (e.g., AT&T, SoCal Edison), state and federal government clients (e.g., FCC, FERC, state legislative and regulatory bodies) with regard to design, pricing and marketing of communications and energy-related products and services.

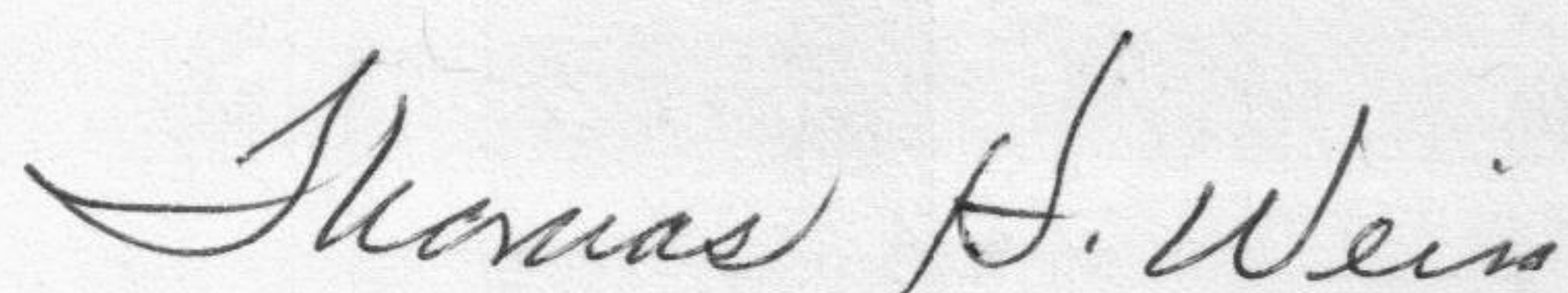
- Hold engineering and business management degrees from NC State University (BSEE) and Duke University (MSM), respectively.
- Professional Engineer (PE) registered in the states of Maryland, Missouri and Alabama.
- IRS-certified income tax preparation volunteer with the AARP Foundation Tax Aide program.

My wife, Judy, and I moved to The Point at Lake Jeanette from Raleigh in 2014 with the express purpose being to downsize our household. Since moving to Greensboro, we have been active in the Greensboro Symphony Guild and we subscribe to the Symphony POPS programs. Since retiring, Judy and I have spent a good deal of our time traveling through countries in the Baltics, Western Europe, the Mediterranean, the Adriatic, South America and most states in the USA, including Alaska and Hawaii.

I have been an avid golfer but recent knee surgeries have kept me from the golf course. Now that my knees have healed, I am ready to resume golf and become re-engaged with volunteer work as the opportunity presents.

Thank you for the invitation to offer my services to the Lake Jeanette community.

Very truly yours,



Thomas H. Weiss (Tom)

H - (336) 763-8673

C - (919) 218-4364



Client logo goes here  
Ensure logo is bottom  
aligned and pasted  
within slide master

## Jory J. Marino



The Grace Building  
1114 Avenue of the Americas  
24th Floor  
New York, NY 10036  
United States

**tel: +1 (212) 551 0530**

**[jmarino@heidrick.com](mailto:jmarino@heidrick.com)**

Jory Marino is Vice Chairman, Financial Services. During his 20 year tenure with the company, Jory has held a number of senior leadership roles including Executive Vice President and Global Head of Markets, Vice Chairman and Regional Leader, Americas with responsibility for overseeing the company's business operations within the United States, Canada, & Latin America. Previously, Jory served as Managing Partner, North America; Global CIO Practice Managing Partner; and Managing Partner, Functional Practices. Jory also served on the firm's Executive Committee and Global Markets Council.

Jory's search practice has focused on general management and senior operational leadership positions across the financial services, payments and FinTech eco-system. He also leads several of the Firm's largest account relationships, most notably, American Express, Bank of America, Fiserv, First Data, and Nasdaq.

With more than thirty years of executive search experience, Jory is widely recognized as an authority on leadership and talent within Financial Services. He has written several published articles on the subject and is quoted frequently in business, financial, and professional journals, including BusinessWeek, Fortune, Waters, Wall Street & Technology, and The American Banker. Jory has also appeared before several industry groups and conferences, including the Institutional Investor Financial Technology Forum, Fortune CIO Working Group, and Women in Technology.

Jory joined Heidrick & Struggles with the acquisition of another firm where he was one of the founding partners. His early career focused on recruiting technology, risk management, and operations executives, leading a broad range of assignments for companies in financial services, technology consulting, and information management.

Jory attended the City University of New York where he completed undergraduate and graduate studies in experimental psychology. In addition to his professional activities, Jory has also been active in a variety of civic and charitable organizations, Greensboro Urban Ministry, and Winston-Salem Mission, Winston-Salem, North Carolina.