



**CSDA Finance Corporation**  
**Board of Directors Regular Meeting**  
**AGENDA**

---

---

**Thursday, January 21, 2016**

**12:30 to 3:00 PM**

**1112 I Street, Suite 250, Sacramento, CA 95814**

**To attend using computer:** <https://csda.adobeconnect.com/finance>  
**To attend using phone only:** (800) 832-0736 Room #1565982

CSDA Finance Corporation, 1112 I Street, Suite 200, Sacramento, CA 95814  
Paul Hughes, 1275 Meadow Crest Drive, South Lake Tahoe, CA 96150  
Don Humphrey, 4444 East Avenue, Livermore, CA 94550  
Leslie Keane, 135 Tarocco, Irvine, CA 92618  
John Martin, 22901 Banduci Road, Tehachapi, CA 93581  
Matthew McCue, 66575 2nd Street, Desert Hot Springs, CA 92240

**A COPY OF THIS AGENDA MUST BE POSTED AT EACH LOCATION AT LEAST 72 HOURS  
PRIOR TO THE SCHEDULED MEETING**

THE FOLLOWING ARE ITEMS OF BUSINESS TO BE TRANSACTED OR DISCUSSED AT THE REGULAR  
MEETING OF THE BOARD OF THE CSDA FINANCE CORPORATION ON THIS DAY:

1. CALL TO ORDER/ESTABLISH QUORUM

2. ADJUSTMENTS AND APPROVAL OF AGENDA ACTION

3. PUBLIC COMMENT

The public may address any item on the Agenda by submitting a speaker card to the Executive Assistant prior to or during the time the matter is addressed by the Board. Anyone wishing to speak to the Board on any item within the subject matter jurisdiction of the District and NOT on the Agenda may do so at this time. Please approach the podium and give your name and address for the record. Individual presentations should be limited to three minutes.

4. CONSENT CALENDAR ACTION

PAGE 3

*Presenter(s): J. MacKenzie, President; N. McCormick, CEO*

- a. Minutes of the regular meeting of November 12, 2015.
- b. Receive and file the Year-End 2015 Financials.
  - Year-End Budget v Actual
  - Year-End Balance Sheet



5. CSDA FINANCE CORPORATION PROGRAM & POLICY OVERVIEW INFORMATION PAGE 9  
*Presenter(s): N. McCormick, CEO*  
 Review of the CSDA Finance Corporation programs, policies and bylaws.
  
6. CSDA FC MARKETING & CONSULTANTS REPORTS DISCUSSION PAGE 28  
*Presenter(s): C. Lemaire, Program Manager; B. Morton, Lease Purchase Consultant; S. Rosenbaum, Underwriter; S. Borocz, Trustee; A. Reyes, Bond Counsel; R. Brandis, Consultant; D. McMurchie, Legal Counsel*  
 Review and discussion of general Finance Corporation marketing, status reports on prospects and updates on in-process and closed financings.
  
7. 2016 FINANCE CORPORATION SCOPE OF WORK UPDATE INFO/DISCUSSION PAGE 32  
*Presenter(s): N. McCormick, CEO; C. Lemaire, Program Manager*  
 Review and progress update of the approved 2016 scope of work reflecting the priorities established by the Board at their November 2015 meeting.
  
8. 2016 ALLIANCE COOPERATIVE MARKETING UPDATE INFO/DISCUSSION PAGE 47  
*Presenter(s): N. McCormick, CEO; C. Lemaire, Program Manager*  
 Review and update related to the approved Alliance marketing activities for 2016.
  
9. 2016 ALLIANCE COLLABORATIVE OPPORTUNITIES UPDATE INFO/DISCUSSION PAGE 50  
*Presenter(s): N. McCormick, CEO*  
 Review and update related to the approved Alliance collaborative opportunities for 2016.
  
10. 2016 CSDA FINANCE CORPORATION BOARD MEETINGS INFORMATION PAGE 54  
*Presenter(s): N. McCormick, CEO*  
 Review of the 2016 Board meetings of the CSDA Finance Corporation.
  
11. INDIVIDUAL REPORTS/COMMENTS/OTHER BUSINESS
  - a. Board Members INFORMATION
  - b. Staff INFORMATION PAGE 55
  - c. Consultants INFORMATION
  
12. ADJOURNMENT

**UPCOMING EVENTS:**

SDLA Conference	January 24-27, 2016	Embassy Suites La Quinta
SDRMA Education Day	March 29, 2016	Newport Beach Marriott Hotel & Spa
Legislative Days	May 17-18, 2016	Sacramento Convention Center
GM Summit	June 12-14, 2016	Resort at Squaw Creek
SDLA Conference	July 10-13, 2016	Embassy Suites Napa Valley
CSDA Annual Conference	October 10-13, 2016	Sheraton San Diego Hotel & Marina
Board Sec/Clerk Conference	November 14-16, 2016	Monterey Bay Seaside Embassy Suites