



CSDA Finance Corporation
Board of Directors Regular Meeting

AGENDA

Thursday, November 15, 2017

12:30 PM to 3:00 PM

1112 I Street, Suite 250, Sacramento, CA 95814

Call-in: (571) 297-3003 Pin: 603732

CSDA Finance Corporation, 1112 I Street, Suite 200, Sacramento, CA 95814

Paul Hughes, 1275 Meadow Crest Drive, So Lake Tahoe, CA 96150

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

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

a. Minutes of the annual meeting of September 26, 2017

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b. Minutes of the regular meeting of September 26, 2017

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c. Minutes of the special meeting of October 20, 2017

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d. Receive and file the 2017 Financials.

• Budget v Actual (through October 2017)

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• Balance Sheet (through October 2017)

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5. CSDA FC MARKETING & CONSULTANTS REPORTS

DISCUSSION

PAGE 14

Presenter(s): Cathrine Lemaire, Program Manager; Bill Morton, Lease Purchase Consultant; Saul Rosenbaum, Underwriter; Albert Reyes, Bond Counsel; Rick Brandis, Consultant; Nicki Tallman, Consultant; David McMurchie, Legal Counsel



Review and discussion of general Finance Corporation marketing, status reports on prospects, and updates on in-process and closed financings.

6. BOARD ORIENTATION: POOLED FINANCING –TRENDS, OPPORTUNITIES, & CHALLENGES INFORMATION VERBAL
Presenter(s): Bill Morton, Lease Purchase Consultant; Saul Rosenbaum, Underwriter; Albert Reyes, Bond Counsel; Rick Brandis, Consultant; Nicki Tallman, Consultant; David McMurchie, Legal Counsel
 A brief overview related to pooled financing options and trends will be provided by the CSDA Finance Corporation consultants.
7. BOARD VACANCY APPOINTMENT ACTION PAGE 17
Presenter(s): Jo MacKenzie, President
 Discuss potential candidates and recommend appointment to fill current vacancy on the CSDA Finance Corporation Board of Directors.
8. 2017 CSDA FINANCE CORPORATION SCOPE OF WORK UPDATE INFO/DISCUSSION PAGE 25
Presenter(s): Neil McCormick, CEO; Cathrine Lemaire, Program Manager
 Review and progress update of the approved 2017 Scope of Work reflecting the priorities established by the Board at their November 2016 meeting.
9. 2018 PROPOSED CSDA FINANCE CORPORATION SCOPE OF WORK ACTION PAGE 28
Presenter(s): Neil McCormick, CEO; Cathrine Lemaire, Program Manager
 Development and approval of Scope of Work for 2018 based on Board input and discussion to determine priorities.
10. 2018 PROPOSED ALLIANCE COOPERATIVE MARKETING PLAN ACTION PAGE 30
Presenter(s): Neil McCormick, CEO; Cathrine Lemaire, Program Manager
 Approval of the 2018 Alliance Cooperative Marketing Plan based on feedback from each respective Partner Board of Directors.
11. 2018 PROPOSED ALLIANCE COLLABORATIVE OPPORTUNITIES ACTION PAGE 35
Presenter(s): Neil McCormick, CEO
 Approval of the 2018 Alliance Collaborative Opportunities based on feedback from each respective Partner Board of Directors.
12. 2018 CSDA FINANCE CORPORATION BUDGET APPROVAL ACTION PAGE 38
Presenter(s): Neil McCormick, CEO; Rick Wood, Finance & Administration Director
 Consider approval of the draft 2018 CSDA Finance Corporation budget including adjustments necessary based on the approved 2018 Scope of Work.
13. 2018 CSDA FINANCE CORPORATION BOARD MEETINGS INFORMATION PAGE 40
Presenter(s): Neil McCormick, CEO
 Review of the 2018 Board meetings of the CSDA Finance Corporation.
14. INDIVIDUAL REPORTS/COMMENTS/OTHER BUSINESS
 - a. Board Members INFORMATION
 - b. Staff INFORMATION
 - c. Consultants INFORMATION
15. ADJOURNMENT