



CSDA Finance Corporation
Board of Directors Regular Meeting

AGENDA

Thursday, January 18, 2018

1:30 PM to 3:30 PM

1112 I Street, Suite 380, Sacramento, CA 95814

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

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

Matthew McCue, 66575 2nd Street, Desert Hot Springs, CA 92240

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

**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

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Presenter(s): Jo MacKenzie, President; Neil McCormick, CEO

- a. Minutes of the regular meeting of November 15, 2017
- b. Receive and file Year-End 2017 Financials.
 - Year-End Budget v. Actuals
 - Year-End Balance Sheet

5. CSDA FC MARKETING & CONSULTANTS REPORTS

INFO/DISCUSSION

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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. 2018 CSDA FINANCE CORPORATION SCOPE OF WORK UPDATE INFO/DISCUSSION PAGE 14
Presenter(s): Neil McCormick, CEO; Cathrine Lemaire, Program Manager
Review and progress update of the approved 2018 scope of work reflecting the priorities established by the Board at their November 2017 meeting.
7. 2018 ALLIANCE COOPERATIVE MARKETING UPDATE INFO/DISCUSSION PAGE 17
Presenter(s): Neil McCormick, CEO; Cathrine Lemaire, Program Manager
Review and progress update of the 2018 Alliance Cooperative Marketing Plan based on feedback from each respective Partner Board of Directors.
8. 2018 ALLIANCE COLLABORATIVE OPPORTUNITIES UPDATE INFO/DISCUSSION PAGE 22
Presenter(s): Neil McCormick, CEO
Review and progress update related to the Alliance Collaborative Opportunities for 2018.
9. 2018 CSDA FINANCE CORPORATION BOARD MEETINGS INFO/DISCUSSION/ACTION PAGE 26
Presenter(s): Neil McCormick, CEO
Review of the 2018 Board meetings of the CSDA Finance Corporation.
10. INDIVIDUAL REPORTS/COMMENTS/OTHER BUSINESS
 - a. Board Members INFORMATION
 - b. Staff INFORMATION
 - c. Consultants INFORMATION
11. ADJOURNMENT