



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

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**Thursday, April 19, 2018**  
**8:30 – 9:30 AM**

**CONFERENCE CALL**

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

**1112 I Street, Suite 200, Sacramento, CA 95814**

CSDA Finance Corporation, 1112 I Street, Suite 200, Sacramento, CA 95814  
Jo MacKenzie, 1578 Palomar Drive, San Marcos, CA 92069  
Paul Hughes, 1275 Meadow Crest Drive, So Lake Tahoe, CA 96150  
Alex Brandon, 4176 Warbler Rd., Phelan, CA 92329  
Matthew McCue, 66575 2nd Street, Desert Hot Springs, CA 92240  
Vincent Ferrante, 21196 Valle San Juan Drive, Salinas, CA 93907  
George Emerson, 245 Moreton Bay Ln., #5, Goleta, CA 93117  
Glenn Lazof, 13900 River Road, Locke, CA 95690

**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) Jo MacKenzie, President; Neil McCormick, CEO*

- a. Minutes of the special meeting of February 20, 2018 Conference Call
- b. Receive and file CSDA Finance Corporation financial report through March 31, 2018
  - Budget v. Actuals
  - Balance Sheet

5. CSDA FC MARKETING & CONSULTANTS REPORTS INFO/DISCUSSION PAGE 7

*Presenter(s): Neil McCormick, CEO; 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 11  
*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 21  
*Presenter(s): Neil McCormick, CEO; Cathrine Lemaire, Program Manager*  
Review and progress update of the 2018 Alliance Cooperative Marketing Plan.
8. 2018 ALLIANCE COLLABORATIVE OPPORTUNITIES UPDATE INFO/DISCUSSION PAGE 24  
*Presenter(s): Neil McCormick, CEO; Cathrine Lemaire, Program Manager*  
Review and progress update related to the Alliance Collaborative Opportunities for 2018.
9. 2018 CSDA FINANCE CORPORATION BOARD MEETINGS ACTION PAGE 28  
*Presenter(s): Neil McCormick, CEO*  
Review of the 2018 Board meetings of the CSDA Finance Corporation including the proposed addition of one meeting on May 29, 2018.
10. INDIVIDUAL REPORTS/COMMENTS/OTHER BUSINESS
  - a. Board Members INFORMATION
  - b. Staff INFORMATION
  - c. Consultants INFORMATION
11. ADJOURNMENT