



CSDA Finance Corporation
Board of Directors Regular Meeting

AGENDA

October 31, 2019

12:30 PM to 3:00 PM

1112 I Street, Suite 380, Sacramento, CA 95814

Call-in: (415) 604-5516 Pin: 1212717#

CSDA Finance Corporation, 1112 I Street, Suite 200, Sacramento, CA 95814
Matt McCue, 66575 2nd Street, Desert Hot Springs, CA 92240
Paul Huges, 1275 Meadow Crest Drive, South Lake Tahoe, CA 95610

**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, R. Wood, Finance & Administration Director

- a. Minutes of the annual meeting of September 26, 2019 PAGE 3
- b. Minutes of the regular meeting of September 26, 2019 PAGE 5
- c. Receive and file the 2019 Financials.
 - Budget v Actual (through September 2019) PAGE 8
 - Balance Sheet (through September 2019) PAGE 9

5. 2019 CSDA FINANCE CORPORATION SCOPE OF WORK UPDATE INFO/DISC PAGE 10

Presenter(s): Cathrine Lemaire, Program Manager

Review and progress update of the approved 2019 Scope of Work.



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| 6. | <u>2020 PROPOSED CSDA FINANCE CORPORATION SCOPE OF WORK</u>
<i>Presenter(s): Neil McCormick, CEO; Cathrine Lemaire, Program Manager</i>
Review and approval of Scope of Work for 2020 based on Board input and discussion to determine priorities. | ACTION | PAGE 14 |
| 7. | <u>2020 PROPOSED ALLIANCE COOPERATIVE MARKETING PLAN</u>
<i>Presenter(s): Neil McCormick, CEO; Cathrine Lemaire, Program Manager</i>
Review and approval of the 2020 Alliance Cooperative Marketing Plan based on feedback from each respective Partner Board of Directors. | ACTION | PAGE 16 |
| 8. | <u>2020 PROPOSED ALLIANCE COLLABORATIVE OPPORTUNITIES</u>
<i>Presenter(s): Neil McCormick, CEO</i>
Review and approval of the 2020 Alliance Collaborative Opportunities based on feedback from each respective Partner Board of Directors. | ACTION | PAGE 21 |
| 9. | <u>2020 CSDA FINANCE CORPORATION BUDGET APPROVAL</u>
<i>Presenter(s): N.McCormick, CEO; R. Wood, Finance & Administration Director</i>
Review and approval of the draft 2020 CSDA Finance Corporation budget including adjustments necessary based on the approved 2020 Scope of Work. | ACTION | PAGE 24 |
| 10. | <u>CSDA FC MARKETING & CONSULTANTS REPORTS</u>
<i>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</i>
Review and discussion of general Finance Corporation marketing, status reports on prospects, and updates on in-process and closed financings. | INFO/DISC | PAGE 26 |
| 11. | <u>ALLIANCE EXECUTIVE COUNCIL APPOINTMENT</u>
<i>Presenter(s): Neil McCormick, CEO</i>
Appointment/reappointment of one CSDA Finance Corporation Board Member as the representative on the Alliance Executive Council (AEC). | ACTION | PAGE 29 |
| 12. | <u>INDIVIDUAL REPORTS/COMMENTS/OTHER BUSINESS</u> | | |
| | a. Board Members | INFORMATION | |
| | b. Staff | INFORMATION | |
| | c. Consultants | INFORMATION | |
| 13. | <u>ADJOURNMENT</u> | | |

2020 Scheduled Meetings:

February 4, 2020	10:00 – 11:00 AM	Conference Call
March 26, 2020	1:00 – 3:00 PM	Sacramento
August 26, 2020	2:00 PM – 3:00 PM	Palm Desert (CSDA Annual Conference)
November 12, 2020	12:00 – 2:00 PM	Sacramento

Note: Additional CSDA FC meetings (conference call or in-person) may be needed throughout the year based on financings in-process.