CSDA Finance Corporation
Board of Directors
Regular Meeting
AGENDA

Friday, November 18, 2022
9:00 – 10:00 a.m.
Zoom Meeting
https://us02web.zoom.us/j/81541481276?pwd=RUx1Zmtjakh2aXJnMllDZW5FZ0s3QT09
Meeting ID: 815 4148 1276
Passcode: 919684
Call in: 669 444 9171 / 669 900 6833

CSDA Finance Corporation,
1112 I Street, Suite 200, Sacramento, CA 95814
Jo MacKenzie, 1578 Palomar Drive, San Marcos, CA 92069
Vincent Ferrante, 21196 Valle San Juan Dr. Salinas, CA 93907
Arlene Schafer 292 Bucknell Road, Costa Mesa, CA 92626-6183
Matthew McCue, 66575 2nd Street, Desert Hot Springs, CA 92240
George Emerson, 245 Moreton Bay Lane #5 Goleta, CA 93117
Paul Hughes, 1275 Meadow Crest Drive, So Lake Tahoe, CA 96150
Glenn Lazof, 6201 Padre Ave, #306 South Padre Island, TX 78597

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.

CSDAFC

4. CONSENT CALENDAR

Presenter(s): J. MacKenzie, President; N. McCormick, CEO; R. Wood, Finance & Administration Director

a.	Approval of Meeting Minutes: August 24, 2022	**ACTION**	**PAGE 3**
b.	Receive and file 2022 Financials	**ACTION**	**PAGE 6**

- Budget v Actual (through October 2022)
- Balance Sheet (through October 2022)

5. 2022 CSDA FINANCE CORPORATION SCOPE OF WORK UPDATE **INFO/DISC** **PAGE 8**

Presenter(s): N. McCormick, CEO; C. Lemaire, CSDAFC Program Coordinator

Review and year-end progress update of the approved 2022 scope of work reflecting the priorities established by the Board at their November 2021 meeting.

6. CSDA FC MARKETING & CONSULTANTS REPORTS **INFO/DISC** **PAGE 14**

Presenter(s): N. McCormick, CEO; C. Lemaire, CSDA FC Coordinator; B. Morton, Consultant; S. Morton, Consultant; A. Reyes, Bond Counsel; R. Brandis, Consultant; N. Tallman, Consultant; J. Land, 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. 2023 PROPOSED CSDA FINANCE CORPORATION SCOPE OF WORK **ACTION** **PAGE 18**

Presenter(s): Neil McCormick, CEO; Cathrine Lemaire, CSDAFC Program Coordinator

Review and approval of Scope of Work for 2023 based on Board input and discussion to determine priorities.

8. 2023 ALLIANCE COOPERATIVE MARKETING PLAN APPROVAL **ACTION** **PAGE 20**

Presenter(s): N. McCormick, CEO

Review and approval of the 2023 Alliance Cooperative Marketing Plan based on feedback from each respective Partner Board of Directors.

9. 2023 ALLIANCE COLLABORATIVE OPPORTUNITIES APPROVAL **ACTION** **PAGE 25**

Presenter(s): N. McCormick, CEO

Review and approval of the 2023 Alliance Collaborative Opportunities based on feedback from each respective Partner Board of Directors.

10. 2023 CSDA FINANCE CORPORATION BUDGET APPROVAL **ACTION** **PAGE 28**

Presenter(s): N. McCormick, CEO; R. Wood, Finance & Administration Director

Review and approval of the draft 2023 CSDA Finance Corporation budget including adjustments necessary based on the 2023 Scope of Work.

11. INDIVIDUAL REPORTS/COMMENTS/OTHER BUSINESS

a.	Board Members	**INFORMATION**
b.	Staff	**INFORMATION**
c.	Consultants	**INFORMATION**

12. ADJOURNMENT