



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

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**Friday, November 17, 2023**

**9:00 – 11:00 a.m.**

**Zoom Meeting:**

<https://us02web.zoom.us/j/83379385011?pwd=TTFxUjdjWVdDN1NpK2FLU1dzRk5Ydz09>

Meeting ID: 833 7938 5011

Passcode: 168807

Call in: 669 900 6833 / 669 444 9171

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  
Matthew McCue, 82-925 Avenue 52 Coachella, CA 92236  
Arlene Schafer 292 Bucknell Road, Costa Mesa, CA 92626-6183  
Glenn Lazof 3601 Padre Ave, #306 South Padre Island, TX 78597  
Greg Orsini, 1648 Chanterelle Dr., McKinleyville, CA 95519  
Julie Johnson, 3707 Old Highway 395, Fallbrook, CA 92028

**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 30, 2023   | <b>ACTION</b> | <b>PAGE 3</b> |
| b. Receive and file 2023 Financials   | <b>ACTION</b> | <b>PAGE 6</b> |
| <ul style="list-style-type: none"><li>• Budget v Actual (through October 2023)</li><li>• Balance Sheet (through October 2023)</li></ul> |               |               |

**5. 2023 CSDA FINANCE CORPORATION SCOPE OF WORK**

**UPDATE**

**INFO/DISC**

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

Review and year-end progress update of the approved 2023 scope of work reflecting the priorities established by the Board at their November 2022 meeting.

**6. CSDAFC MARKETING & CONSULTANTS REPORTS**

**INFO/DISC**

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*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. 2024 PROPOSED CSDA FINANCE CORPORATION SCOPE OF WORK**

**ACTION**

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

Review and approval of Scope of Work for 2024 based on Board input and discussion to determine priorities.

**8. 2024 ALLIANCE COOPERATIVE MARKETING PLAN APPROVAL**

**ACTION**

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*Presenter(s): N. McCormick, CEO*

Review and approval of the 2024 Alliance Cooperative Marketing Plan based on feedback from each respective Partner Board of Directors.

**9. 2024 ALLIANCE COLLABORATIVE OPPORTUNITIES APPROVAL**

**ACTION**

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*Presenter(s): N. McCormick, CEO*

Review and approval of the 2024 Alliance Collaborative Opportunities based on feedback from each respective Partner Board of Directors.

**10. 2024 CSDA FINANCE CORPORATION BUDGET APPROVAL**

**ACTION**

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

Review and approval of the draft 2024 CSDA Finance Corporation budget including adjustments necessary based on the 2024 Scope of Work.

**11. PROPOSED 2024 CSDAFC BOARD MEETINGS**

**ACTION**

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*Presenter(s): N. McCormick, CEO*

Review and approval of the 2024 Regular Meeting dates for the CSDA Finance Corporation Board of Directors.

**12. INDIVIDUAL REPORTS/COMMENTS/OTHER BUSINESS**

- |                  |  |
|------------------|--|
| a. Board Members | <b>INFORMATION<br/>INFORMATION<br/>INFORMATION</b> |
| b. Staff         |  |
| c. Consultants   |  |

**13. ADJOURNMENT**