

ENTER ACCOUNT NUMBER ►

CALIFORNIA MARITIME INFRASTRUCTURE AUTHORITY

1210021821

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Signing instructions: It is not the Bank's general policy to offer accounts on which two or more signatures are required for withdrawals. (For exceptions, see "Approval of Multiple-Signature/Special Signing Instructions" in the BANK USE ONLY area, below.)

SIGN below in the **WHITE** area within the box using **Black ink**. Your signature **MUST NOT** stray **OUTSIDE** of the **WHITE** area within the border box.

Brian E Foss

BRIAN E. FOSS
PRINT NAME

PRINT NAME

Peter Grenell

PETER GRESELL
PRINT NAME

PRINT NAME

Jeffrey D Wingfield

JEFFREY D WINGFIELD
PRINT NAME

PRINT NAME

PRINT NAME

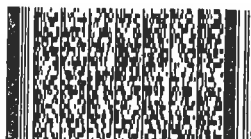
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DATE: 3/1/2011

(LINE THROUGH UNUSED SPACES)



FORWARD TO BANK OPERATIONS SUPPORT (BOS) V03-955

BANK--DEPOSITOR AGREEMENT
Business Deposit Accounts

Original signatures required.

Business Information (Complete appropriate section)

- (CHECK ONE)
- LIMITED LIABILITY COMPANY
 - PARTNERSHIP (includes a general, limited, or limited liability partnership)/JOINT VENTURE

Date: 3/1/2011

Name of Organization:

Doing Business As:

The undersigned hold(s) the position(s) described below and is/are authorized to make this certification for the Organization. If the Organization is a Partnership, a Limited Partnership, a Limited Liability Partnership, or a Joint Venture, the undersigned is the sole/are all of the general partner(s)/joint venturer(s). If the Organization is a Limited Liability Company, the undersigned are all of the Members of the Organization or has/have been designated, pursuant to its Articles of Organization and/or its Operating Agreement, as its only Manager(s). Each of the undersigned, acting alone, may open account(s) and designate the individual(s) authorized to sign thereon and access such account(s) online at the Bank's Website and perform authorized functions. Any one person named below may apply for and accept on behalf of this Organization, a business checking overdraft line of credit, upon such terms as conditions as may be required by Bank, and may obligate this Organization to repay all sums owing under such line.

Contracting Officer(s) (General Partner(s)/Joint Venturer(s)/Member(s)/Manager(s)):

PRINT NAME/TITLE

PRINT NAME/TITLE

PRINT NAME/TITLE

PRINT NAME/TITLE

SOLE PROPRIETORSHIP

The undersigned is/are doing business under the trade name of: _____ Date: _____
and agree to the terms of this Agreement. (Name of your proprietorship)

PRINT NAME/TITLE

PRINT NAME/TITLE

- (CHECK ONE)
- CORPORATION
 - ASSOCIATION (Includes a lodge or club)


Name of Organization: CALIFORNIA MARITIME INFRASTRUCTURE AUTHORITY


Doing Business As:

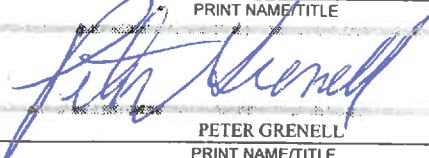
Date:

RESOLVED, that this Organization open an account or accounts with Bank and that the President, Secretary, Treasurer, Vice President, Assistant Secretary or Assistant Treasurer, any two acting together ("Contracting Officers"), are hereby authorized to establish such accounts upon such terms as shall be agreed upon by the Contracting Officers with Bank. Any one person named below may apply for and accept on behalf of this Organization, a business checking overdraft line of credit, upon such terms as conditions as may be required by Bank, and may obligate this Organization to repay all sums owing under such line.

Contracting Officers:


BRIAN E. FOSS
PRINT NAME/TITLE

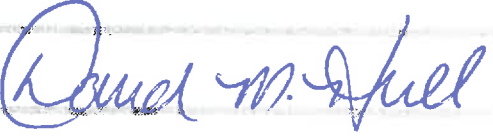

JEFFREY D WINGFIELD
PRINT NAME/TITLE

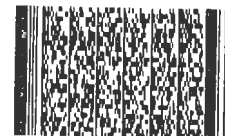

PETER GRESELL
PRINT NAME/TITLE

PRINT NAME/TITLE

Resolved further, that the individual(s) whose signature(s) appear(s) on this Agreement, acting in such number as the Contracting Officers shall direct, are authorized to withdraw funds from any such account in any manner including by means other than drafts, and access such account(s) online at the Bank's Website and perform such functions as are agreed upon by the Contracting Officers with Bank.

The undersigned hereby certifies that the foregoing resolutions were duly adopted by the governing body of this Organization and are in effect; that all signatures or initials appearing on this Agreement are those of the persons authorized in accordance with the resolutions; and that this Agreement is the binding obligation of this Organization.


SECRETARY



Check this box if you are a nonprofit organization operated for religious, charitable, educational or other similar purposes.

BANK--DEPOSITOR AGREEMENT

Business Deposit Accounts

Original signatures required.

The Internal Revenue Service does not require your consent to any provision of this document other than the certifications required to avoid backup withholding.

SIGN below in the WHITE area within the box using Black ink. Your signature MUST NOT stray OUTSIDE of the WHITE area within the border box



BRIAN E. FOSS
Chairman

PRINT NAME/TITLE

PRINT NAME/TITLE



PETER GRENELL
CEO

PRINT NAME/TITLE

PRINT NAME/TITLE



JEFFREY D WINGFIELD
Treasurer

PRINT NAME/TITLE

PRINT NAME/TITLE

PRINT NAME/TITLE

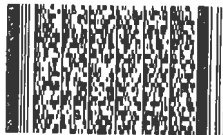
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(LINE THROUGH UNUSED SPACES.)

PRINT NAME/TITLE

Supersede Date: _____ CHEX SYSTEMS: Record No Record



DBW Funding Needs

Marina	Contact	Total Needs
Moss Landing Harbor District	mcintyre@mosslandingharbor.dst.ca.us	\$14,500,000.00
Dana Point Harbor	brad.gross@dphd.ocgov.com	\$60,000,000.00
Noyo Harbor District	noyohd@yahoo.com	\$4,800,000.00
Port San Luis Harbor District	stevem@portsanluis.com	\$10,450,000.00
City of Monterey Marina	scheibla@ci.monterey.ca.us	\$2,500,000.00
Crescent City Harbor District	richard@ccharbor.com	\$17,250,000.00
San Mateo County Harbor District	pgrenell@smharbor.com	\$72,250,000.00
Long Beach Marina	mark.sandoval@longbeach.gov	\$64,500,000.00
Pier 39 Marina	sheila@pier39.com	\$10,000,000.00
City of Newport Beach	cmiller@city.newport-beach.ca.us	\$8,500,000.00
Morro Bay	eendersby@morro-bay.ca.us	\$32,350,000.00
Antioch Marina	marinaicrugerhansen@ci.antioch.ca.us	\$3,170,000.00
Santa Barbara Waterfront	ktreiberg@SantaBarbaraCA.gov	\$34,450,000.00
Los Angeles County Beaches and Harbors	wpopoff@bh.lacounty.gov	\$66,000,000.00
Total		\$400,720,000.00

DBW Funding Needs

Moss Landing Harbor District

mcintyre@mosslandingharbor.dst.ca.us

The Moss Landing Harbor District currently has the following needs for DBAW loans:

1. Purchase of 4.5 acres of unimproved Harbor frontage property, partially submerged lands, offered at \$3.5M
 2. Development of above unimproved property, including infrastructure and docks -\$5M
 3. Purchase of 1/2 acre of improved Harbor frontage consisting of a fuel dock, critical to the continuing operations of the Harbor - \$1.25M
 4. Improvements to the aging fuel dock property - \$1.25M
 5. Improvements to existing Harbormaster's office - \$1M
 6. Installation of lighting system at DBAW-grant-funded North Harbor parking lot and launch ramps - \$1M
 7. Restroom improvements and shoreline protection/restoration at a public launch facility - \$1.5M
- TOTAL NEEDS: \$14.5M

Dana Point Harbor

brad.gross@dphd.ocgov.com

Just so you have Dana Point Harbor's wish list; to date we have \$25 million total by combining already approved Loan A and Phase 1&2 of Loan B. We need an additional \$60 million to hit our projected \$85 million project cost.

Noyo Harbor District

noyohd@yahoo.com

The Noyo Harbor District presently has the need for the following DBAW loans.

Repair to main parking lot	\$800,000.00
Phase 1 dock replacement	\$1.5M
Phase 2 dock replacement	\$1.75M
Repair main pier/ work dock	\$750,000.00
Total	\$4,800,000.00

Port San Luis Harbor District

stevem@portsanluis.com

Here's a brief list from PSL:

Travel Hoist pier repair and extension	\$ 1,000,000
Dredging - ineligible for USACE funding	\$ 3,000,000
Small Sail / Kayak Access - 2 locations	\$ 250,000
Landing improvements, 2 piers	\$ 300,000

Harbor Admin offices; ADA restrooms, energy efficiency	\$	300,000
Revetment repair	\$	200,000
Site infrastructure improvements	\$	3,500,000
Public Safety Center	\$	600,000
Boat storage improvements	\$	400,000
Administrative Services Center	\$	900,000
		<u>\$ 10,450,000</u>

City of Monterey Marina
scheibla@ci.monterey.ca.us

This project has a very long way to go, but eventually I can foresee a DBW loan application for \$2.5 million for a project entitled "Monterey Breakwater Wharf Demolition and Large Boat Berth Construction Project".

Crescent City Harbor District
richard@ccharbor.com

Here is a list of projects we would like to see funded.

1. Dredging outside the Federal Channel. Annual need \$1.5 million.
2. Rebuild inner boat basin. Matching funds needed \$5.6 million.
3. Repair two fish processing buildings and docks. \$3.0 million.
4. Repave various roads, parking lots in harbor. \$2.3 million.
5. Replace pilings on docks. \$350,000
6. Electrical infrastructure improvements \$2.5 million.
7. Walkways, public access improvements \$2.0 million.

Total needs \$17.25 million.

San Mateo County Harbor District
pgrenell@smharbor.com

Following is the list of projects for the San Mateo County Harbor District's two harbors, Pillar Point and Oyster Point:

PILLAR POINT HARBOR

1. Repair and replace Docks D-H - \$5M
2. Replace Harbormaster's office - \$2M
3. Improve West parking lot - \$1M
4. Construct new commercial bldg. - \$2M
5. Surfers Beach erosion control - \$3M
6. Replace Romeo Pier - \$20M
7. Dredge new navigation channel - \$3.5M

PPH Sub-Total: \$36.5M

OYSTER POINT MARINA/PARK

8. Repair and replace Docks 11-14 - \$ 6M
9. Improve Harbormaster's office - \$1M
10. Construct new Administration office
& commercial building - \$10M
11. Install wave attenuators - \$ 2 M
12. Replace maintenance building - \$4M
13. East Basin parking lot paving
& lighting - \$1.5M
14. West Basin parking lot repaving
& lighting upgrades - \$1.5M
15. Guard shack reconstruction &
upgrade - \$0.75M
16. Renovate sales/guest dock - \$1M
17. Construct dining cruise dock - \$2M
18. Fuel Dock upgrade - \$1M
19. Road repair - \$5M

OPM Sub-Total: \$35.75M

SMCHD District Grand Total: \$72.25M

Long Beach Marina

mark_sandoval@longbeach.gov

Rebuild of the Alamitos Bay Marina (Long Beach)

Project Cost, Including Project Management	\$ 85,916,957
DBW Approved Funds to Date	\$ 21,455,000

Shortfall \$ 64,461,957

Pier 39 Marina
sheila@pier39.com

We are a high profile private facility that will require dredging and reconstruction loans to rebuild the entire East marina in the next 2 to 3 years. The estimated cost of the rebuild of 200 slips will be 10 million dollars. We are not in a position to raise this kind of funding on our own as our leases are the sole source of revenue. We would be seeking a long term loan to enable us to do this critical work now and pay DBW back. Our marina is already 30 years old and the infrastructure is badly deteriorated.

City of Newport Beach
cmiller@city.newport-beach.ca.us

The City of Newport Beach has the following immediate need for DBAW Construction Loans:

1. The City is currently in the EIR phase of a major park development site called Marina Park valued at approximately \$20M. A major component of this park is the development of a marina which includes dredging ~ 65,000 cy of material, bulkheads and a publically available, visitor serving marina for shorter term stays. This marina portion of the project will cost ~\$8.5 million. Detailed plans are available at: <http://www.city.newport-beach.ca.us/marinapark/marinapark.html>

Morro Bay
eendersby@morro-bay.ca.us

1. Morro Bay State Park Marina Modernization and Dredging (project currently in preliminary design phase and being funded by DBW so far) - \$15-24m
2. Replace three public day-use street-end docks and gangways and rebuild one associated over-water public view/fishing pier - \$275k
3. Replace public boat launch ramp concrete ramp - \$375k
4. North T-Pier maintenance and rehabilitation - \$350k
5. Build new modern Harbor Department office - \$2m
6. Development of City-owned unimproved property for state of the art boatyard - \$3-5m.
7. Development of City-owned unimproved property for dry boat storage yard - \$350k.

TOTAL NEEDS FOR MORRO BAY: \$21.35m to \$32.35m

Antioch Marina
marinajcrugerhansen@ci.antioch.ca.us

Attached are the current Antioch Marina Capital Improvement Projects. Presently there is no funding identified for these projects, other than the Marina Parking Lot, which may have to use the Marina Reserves as funding.

Total estimates for these project are \$3,168,000.

Santa Barbara Waterfront
ktreiberg@SantaBarbaraCA.gov

Loans

- 1) Marina One Replacement Project - \$6.5 million for phases 1-3 (\$720,00 allocated to date and we DBAW will consider an additional \$4.8 million at their April hearing) 2010 - 2013
- 2) Marina One Replacement Project (Phases 4-8) - \$7 million FY 2014 - 2023
- 3) Reconstruct Fuel Dock - \$750,000 FY2015
- 4) Marinas 2, 3, and 4 - \$20 million FY 2018 - 2023

Grants

- 5) Launch Ramp Reconstruction Grant West- \$500,000 FY2010-11
- 6) Boating Trails Grant (modification of east launch ramp) - \$500,000 FY2010-11
- 7) AWAFF Grant \$85,000/year
- 8) Launch Ramp Reconstruction Grant mid-section - \$1.6 million FY2020

Los Angeles County Beaches and Harbors

wpopoff@bh.lacounty.gov

1. Repair and replace publicly managed docks around the entire perimeter of Burton Chace Park, \$14.4 million
2. Repair and mitigation work along the entire area of the Marina del Rey seawall, \$31 million
3. Repair and renovate the public boat launch ramp area (the docks along with adjacent areas), \$4.6 million
4. Install new docks at Parcel 9 (to be developed land in Marina del Rey), \$1 million
5. Replace the Marina del Rey public fuel dock, \$6 million

OUR TOTAL NEEDS ARE AT \$57 million. And, just in case dredging is an effort that DBAW might fund, we could also include the following item as well: Dredging of Marina del Rey entrances and main channel, \$9 million. If you include dredging, **our TOTAL NEEDS REACH \$66 million.**

California Maritime Infrastructure Bank and Authority

**MEDIA RELEASE
FOR IMMEDIATE RELEASE
December 19, 2011**

David Hull Appointed California Maritime Infrastructure Bank and Authority Executive Director

Contact: Peter Grenell – 650-583-4962
David Hull – 707-496-3120

Today, Peter Grenell, Chairman of the California Maritime Infrastructure Authority (CMIA) and the California Maritime Infrastructure Bank (CMIB) Boards, reported that both Boards had voted to appoint former Humboldt Bay Harbor District Chief Executive Officer, David Hull, as the Executive Director of both organizations. Grenell added that he was pleased with the appointments noting David's 15 years as Port Director and his dedicated service to California's maritime industry. "The beauty of these appointments is that by accepting these voluntary, public service positions both organizations will benefit greatly from David's experience," adding, "Humboldt Harbor District's loss is the state maritime industry's gain" Grenell stated.

The California Maritime Infrastructure Bank (CMIB) was formed at the request of the California Marine Affairs and Navigation Conference (CMANC) and codified in the Harbors and Navigation Code of the State of California. The CMIB is not a commercial bank but may function as a Public Agency with its authority to establish one or more joint powers under State Law for the purpose of establishing an infrastructure fund for pooled financing of port or harbor infrastructure. This power enabled the CMIB to form the California Maritime Infrastructure Authority (CMIA).

The CMIA is a joint exercise of powers agreement among the CMIA's members which include ports, harbors and one County. The CMIA can issue debt, establish and administer infrastructure funds, receive or administer public and private grants, and expend tax revenues, appropriated funds, and other financings on behalf of its member Districts. The CMIA provides one-stop financial services for California's ports and harbors. Through its history, the CMIA has provided funding for projects throughout the State such as navigation channel improvements, power plants, marine terminals, and other harbor facilities. To date the CMIA has acquired more than a quarter billion dollars in funding for these critical maritime infrastructure projects. To find out more about the CMIA and CMIB, please visit their website www.californiamaritimeinfrastructureauthority.com.

###

California Maritime Infrastructure Bank and Authority

Marketing Plan 2012

Product Definition

The California Maritime Infrastructure Bank (not a commercial bank) (BANK) and California Maritime Infrastructure Authority (CMIA) seek to ensure a flourishing maritime/marine industry in California, by providing port and harbor agencies with timely access to capital markets. CMIA

An increasingly important financing vehicle for agencies is leasing and thus the Bank feels its tax-exempt leasing program offers a valuable addition to the services it offers.

The CMIA is a joint powers authority created by the State of California and made up of several ports and harbors in California. The CMIA provides one-stop financial services for California's ports and harbors. The Authority can issue debt, establish and administer infrastructure funds, receive or administer public and private grants, and expend tax revenues, appropriated funds, and other financings on behalf of its members. Through its history, the CMIA has provided funding for projects such as Humboldt Bay's 2000 Harbor Deepening Project and others throughout the State such as power plants, marine terminals, and other harbor facilities. To date the CMIA has acquired more than a quarter billion dollars in funding for these critical maritime infrastructure projects. To find out more about the CMIA, please visit their website ||

|| Describe the product or service being marketed.

The Bank was formed at the request of the California Marine Affairs and Navigation Conference (CMANC) and codified as Sections 6516.5 and 6571 of the Government Code and Part 1 (commencing with Section 1690) of Division 6 of the Harbors and Navigation Code of the State of California.

The Bank may also function as a Public Agency, under Code Section 1700, with its authority to establish one or more joint powers under State Law for the purpose of establishing an infrastructure fund for pooled financing of port or harbor infrastructure. This power enabled the Bank to form the California Maritime Infrastructure Authority. The Authority is a joint exercise of powers authority formed under and pursuant to Article 1 of Chapter 5 of Division 7 of Title 1 of the Government Code of the State of

California and a joint exercise of powers agreement among the Authority's member Districts.

A highly qualified Financial Team, specifically chosen for their significant experience with marine financing will work with you to assess ways to finance your agency's capital needs. The Financial Team will help you to evaluate whether a borrowing is the most effective means to meet your capital needs. If borrowing proves appropriate, the Team will assist you in structuring the transaction, dealing with investors and credit rating agencies, and providing legal documentation.

Team members include:

- Orrick, Herring & Sutcliffe
Bond Counsel
- Douglas Charchenko
Wedbush Morgan Securities
- Lawrence G. Mallon
General Counsel

The Bank and Authority were designed to provide ports and harbors of all sizes with timely access to the capital markets. As a result, we can service all of your financing needs. To date, we have already completed in excess of \$200,000,000 in bond issues.

Our capabilities include:

- Revising business plans.
- Assessing and developing strategies to finance facility construction and improvements.
- Advising on financial planning to enhance credit standing.
- Assisting with tenant financing.
- Executing long-term and short-term debt transactions.

Leasing **The Program**

- Provides lease financing for a variety of personal and real property used by ports and their tenants allowing the port to match payments with the benefits received from the equipment.
- Allows ports to easily separate the purchase and finance decisions allowing them to negotiate the best purchase prices available from vendors while still being assured of competitive financing.
- All costs are incorporated into the interest rate to allow ports to access capital markets cost effectively.

What Can Be Leased

The Bank's tax-exempt leasing program is designed to meet its members' needs. It can be used to finance transactions from \$10,000 to \$50 million for many types of equipment and real estate including but not limited to:

EQUIPMENT

Cranes
Yard Tractors
Chassis
Top & Side Loaders
Vehicle/Rolling Stock
Small Craft Boats/Patrol Boats
Scales
Security Systems
Cellular & Radio Equipment
Yard Inventory Systems
Storage, Staging & Other Portable Buildings
Telephone Systems
Personal Computers/Local Area Networks
Accounting Systems

CERTAIN MARITIME-ORIENTED REAL ESTATE

Silos
Warehouses
Offices

LEASE TERMS

To Be Negotiated

Why Lease

- Lease to Own:

At the end of the lease term, the port owns the equipment.

- 100% Financing:

The full cost of the equipment including freight and installation can be financed.

- Competitive Interest Rates:

Most of the issuance costs associated with bond financing are eliminated making leasing an attractive alternative.

- Flexible Terms:

space →

The lease term is tied to the useful life of the asset making it possible to match the payments with the benefits of ownership. Payment dates and amounts can be structured to meet the port's cash flow needs.

- Debt Limits:

When debt limits are an issue, lease payments can be made subject to abatement or annual appropriation of lawfully available funds by the port's governing board and are not considered debt pursuant to California statutes. This enables the port to acquire assets without the time and expense associated with a voter referendum.

- Simple and Fast:

The documentation requirements are substantially less than those for a bond allowing funding in less than two weeks.

CMIA/CMIB Frequently Asked Questions

- Q. Who can be members of the California Infrastructure Authority (CMIA)?
- A. The Authority is actually a public entity under California Government Code, Article 1 of chapter 5 of division 7. In this joint exercise of authority the standing members of the Authority must be public entities i.e. cities, counties, or special districts such as harbor districts and port districts.
- Q. Does that mean that private sector businesses or NGO's cannot participate in the Authority financing programs?
- A. Not at all. While the Authority members are public entities, the Authority can fund private and NGO entities which conduct maritime business or services on public land. Professional finance and legal counselors to the CMIA can help determine when the Joint Powers Authority can participate in a particular type of maritime business.
- Q. Who are current members of the Authority?
- A. Port of Humboldt Bay, Port of Stockton, Port of Sacramento, San Mateo County Harbor District, Santa Cruz Port District, County of Orange, Port of San Diego.
- Q. What types of financing can the Authority access?
- A. The authority can access both large bond funding markets and small private placement capital markets. Municipal lease purchase financing is also available for certain types of equipment and infrastructure improvements.
- Q. What projects has the Authority funded?
- A. Wharves; docks; channels, seawalls; transportation improvements, cranes; utilities; telecommunications; equipment.

The Authority has funded a channel deepening project for Humboldt Bay H. D.; An electrical power generation plan for the Port of San Diego; A multi-purpose, Multi-tenant building and visitor complex for Santa Cruz Port District. The latter project also included small dock improvements and financing of an NGO tenant improvement within the harbor.

In total the Authority has provided over \$210,000,000 to the maritime industry.

- Q. Are Authority bond issues tax exempt?
- A. They certainly can be. Pure public infrastructure projects usually are tax exempt. Project which primarily benefit private businesses are usually not. CMIA

professional counselors can study your situation and determine what category your project would probably fall into.

Q. Why use the Authority as opposed to other funding sources?

A. The CMIA and the CMIB were founded as not for profit public entities dedicated for the purpose of providing funding for the maritime industry. The members of the Authority are all professionals in various maritime endeavors who volunteer their time to the CMIA. In its singular purpose the CMIA is able act quickly and positively for its clients. There are bond fees and managerial costs involved in any funding operation, but there are no profits in the CMIA enterprise. In short, the CMIA's mission is to provide timely, low cost funding to the industry.

Q. Who are the contacts for the CMIA?

A. Chief Executive Officer and Financial Consultant: Doug Charchenko, Wedbush Securities 213-688-8061

Legal Council: Larry Mallon, Mallon and Associates 760 -751- 9923

Chairman CMIA: Brian Foss, Brian Foss and Associates 831-212-4797

Chairman CMIB: Peter Grenell, General Manager, San Mateo Harbor District,
650-583-4902

COMPETITIVE LANDSCAPE – TO BE COMPLETED

Overview of CMIA/CMIB competitors. Distinctly define our product in its market and compare to other similar/competing products.

Competitor A

- Competitors' strengths
- Competitors' weaknesses

Competitor B

- Competitors' strengths
- Competitors' weaknesses

COMMUNICATION STRATEGIES – TO BE COMPLETED

Messaging by Audience

List marketing messages for different audiences.

Targeted Consumer Demographics

Demographics for the targeted groups.

PUBLIC RELATIONS STRATEGY AND EXECUTION – TO BE COMPLETED

- . PR strategies.
- . PR plan highlights.
- . Backup PR plan, including editorial calendars, speaking engagements, conference schedules, etc.
- . Website www.californiamaritimeinfrastructureauthority.com

ADVERTISING STRATEGY AND EXECUTION – TO BE COMPLETED

- . Overview of strategy.
- . Overview of media and timing.
- . Overview of ad spending.

SUCCESS METRICS – TO BE COMPLETED

- . First year goals. (# new ports signed up)
- . Additional year goals.
- . Requirements for success.
- . Measures of success/failure.

MARKETING SCHEDULE

December 2011

- Media Release Using Appointment of Executive Director as the opportunity to get “free” publicity for the CMIA/CMIB and their programs.
- Media Release distributed to:
 - CAPA, CMANC and CA Harbormasters Association members
 - Journal of Commerce; Marine Digest; AAPA Alert and other trade journals

Promote using “One stop Financial Services for California Ports and Harbors” as

January 2012

- Develop “application” for services (Doug)
- Develop and assemble display materials and handouts for CA Maritime Leadership Symposium
 - Brochure
 - FAQ
 - Posters
 - New handout emphasizing the CMIA as an alternative financing source to be considered with others and advantages to going with CMIA over other sources

February 2012

- Work trade show at the CA Maritime Leadership Symposium, Feb 1-2, 2012, Sacramento Convention Center

March 2012

- Attend CMANC Washington Week event - set meetings with people in the Obama Administration focused on the federal "infrastructure bank" concept with the goal of positioning CMIA/CMIB to become the federal pass-through for federal infrastructure bank opportunities in California.
- Make arrangements for Port Financing Seminars in SoCal and the Bay area

April 2012

- Conduct Port Financing Seminar in SoCal

May 2012

- Conduct Port Financing Seminar in the Bay Area

June-August 2012

- Follow up with contacts as necessary

September –December 2012

- Make presentation at CAPA
- Make presentation at CMANC
- Follow up with contacts as necessary

**CALIFORNIA MARITIME INFRASTRUCTURE AUTHORITY
TELECONFERENCE MEETING**

NOVEMBER 17, 2011
12:30 PM

CALL IN INFORMATION
HOSTED BY WEDBUSH MORGAN COMPANY
1.800.834.2153
ACCESS CODE 0124388

1. Call to order
2. CMIA minutes of 17 February 2011 Discussion/Action
3. Treasurers Report
financial statement
status of audits of past years. Discussion/Action
4. Chairman's report
Future of CMIA/CMIB
Discussion. Low demand for Infrastructure. Should we stay in business?
consequences if we do not?
Financial Advisor comments
Legal counsel comments
board member comments Discussion/Action
5. Proposal by David Hull to become non paid executive officer of
CMIA and CMIB Discussion/Action
6. Acceptance of resignations from CMIA board
Brian Foss
David Hull Discussion/Action
7. Appointments to vacant CMIA officer positions
Acting Chair- Peter Grenell
Vice Chair-vacant
Treasurer- Jeff Wingfield
Secretary -vacant Discussion/Action
8. Errors and Omissions Insurance Discussion/Action
9. CMIB Business Information
10. Other Business

11. Adjourn

Note. To mute teleconference call push ##1
To unmute teleconference call push ##1 again

CMIA Agenda17Nov11(revised14Nov11)

**Minutes of the Annual Meeting
(Subject to Approval)
California Maritime Infrastructure Authority "CMIA"**

17 FEBRUARY 2011
4 PM AT SANTA CRUZ PORT DISTRICT OFFICE
135-5TH AVE. SANTA CRUZ CA. 95062

Via Teleconference
Call In phone Nr. 1-218 936 7930
Pass Code 475 6161#

Port District office number if needed
831 475 3054
or B Foss cell 831 212 4797

Meeting Posted at Santa Cruz Port District Office

1. Call to Order

Chair Foss called the CMIA annual meeting to order at 4:23 PM.

Introductions – Members: Brian Foss; Peter Grenell; David Hull, Jeff Wingfield; Jeff McEntee; Tom Scheeler

Others: Larry Mallon; Doug Charchenko

Absent: Brad Gross

2. Approval of Minutes

a. CMIA meeting of 9 March 2009
Motion McEntee/Second Scheeler – Unanimously approved

b. CMIA meeting 17 February 2010
McEntee made one spelling correction – Motion McEntee/Second Wingfield –
Unanimously approved

3. Acceptance of 1 May, 2007 Resolution of the Orange County Board of Supervisors to become members of the CMIA.

Motion Grenell/Second McEntee. Roll call vote unanimous of members attending.

4. Executive Director Report. Director Charchenko reported discussion with Oceanside Harbor, San Mateo Harbor District and the Port of Redwood City during the last year. Discussions are ongoing on the use of CMIA.

Director Charchenko also reported that in the past, CMIA has focused on servicing ports that either lack manpower or financial experience to pull off a large financing issue. Director suggested CMIA may explore other services such as leasing and that CMIA may fill a niche that some ports may not be able to access.

5. **Chairman's Report.** Brian Foss reported that Santa Cruz will be buying a dredge in the near future and that they may be able to use CMIA.

6. **Treasurer's Report.** Jeff Wingfield reported that as of 12-31-10, CMIA had an account balance of \$135,250.99.. Director Charchenko suggested that the Treasurer look into only keeping the minimum in checking and invest the remainder in a CD or other investment.

7. CMIA Business

- a. web site – It was reported that the website is being updated.
- b. new brochure – All agreed that the brochure was still timely and contained appropriate information.
- c. Other – Chair Foss suggested that the Board think of all groups that may have a use for CMIA and then have Director Charchenko contact them. Chair Foss noted that recently PMSA had shown interest in learning about CMIA.

8. **Other Business:** David Hull suggested that CMIA have a display at the California Maritime Leadership Symposium, May 11-12, 2011 in Sacramento, CA.. David agreed to send information to Director Charchenko. All agreed it sounded like something to pursue. Director Charchenko, Peter Grenell and Jeff McEntee agreed to form a committee to review and update CMIA brochures in advance of the Symposium.

9. Election of Officers for 2011

Motion Jeff McEntee/Second Jeff Wingfield to return slate of officers for 2011.
Brian Foss – Chair
Peter Grenell – Vice Chair
Jeff Wingfield – Treasurer
David Hull – Secretary

Motion passed unanimously

10. **Reappointment of Doug Charchenko as Executive Director for 2011.** Chair Foss noted his appreciation for Director Charchenko's work with the CMIA. Director Charchenko noted his appreciation for the support and agreed he would stay on as Executive Director.

Motion Jeff McEntee/Second Jeff Wingfield to Reappoint Doug Charchenko as CMIA Executive Director. Motion passed unanimously.

11. **Adjournment.** Chair Foss adjourned at 5:03 PM

Certified Correct

David Hull, Secretary CMIA

Date

**Minutes of the Annual Meeting
(Subject to Approval)
California Maritime Infrastructure Authority "CMIA"**

17 FEBRUARY 2011
4 PM AT SANTA CRUZ PORT DISTRICT OFFICE
135-5TH AVE. SANTA CRUZ CA. 95062

Via Teleconference
Call In phone Nr. 1-218 936 7930
Pass Code 475 6161#

Port District office number if needed
831 475 3054
or B Foss cell 831 212 4797

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Certified Correct _____
David Hull, Secretary CMIA

Date

Financial Statement

CMIA/CMIB November 2011

Activity	\$1.00 deposit
Account balance ending Oct 31, 2011	\$135,477.35