

THE BOARD OF SUPERVISORS OF THE COUNTY OF STANISLAUS
ACTION AGENDA SUMMARY

DEPT: Board of Supervisors

BOARD AGENDA # *A-2a

Urgent

Routine

AGENDA DATE November 10, 2009

CEO Concur with Recommendation YES NO

(Information Attached)

4/5 Vote Required YES NO

SUBJECT:

Approval of Appointment of Michael Frantz to the Turlock Irrigation District Board of Directors

STAFF RECOMMENDATIONS:

Appoint Michael Frantz to the Turlock Irrigation District Board of Directors representing District One to fill an unexpired term ending on December 2, 2011.

FISCAL IMPACT:

There is no fiscal impact associated with this item.

BOARD ACTION AS FOLLOWS:

No. 2009-757

On motion of Supervisor Grover, Seconded by Supervisor Chiesa

and approved by the following vote,

Ayes: Supervisors: O'Brien, Chiesa, Grover, Monteith, and Chairman DeMartini

Noes: Supervisors: None

Excused or Absent: Supervisors: None

Abstaining: Supervisor: None

1) X Approved as recommended

2) _____ Denied

3) _____ Approved as amended

4) _____ Other:

MOTION:



ATTEST: CHRISTINE FERRARO TALLMAN, Clerk

File No.

BOARD OF SUPERVISORS

2009 NOV -4 A 8:59

TURLOCK IRRIGATION DISTRICT
333 EAST CANAL DRIVE
POST OFFICE BOX 949
TURLOCK, CALIFORNIA 95381
(209) 883-8300



Chris Pedro, Manager and
Professional Engineer

November 4, 2009

Stanislaus County Elections Division
Attn: Mary Groves
1021 I Street, Ste. 101
Modesto CA 95354

Dear Ms. Groves:

On November 3, 2009, the Board of Directors of the Turlock Irrigation District appointed by unanimous vote, Michael Frantz as the Director of Division 1. Please find his contact information on the attached Statement of Interest for your records. Mr. Frantz will be seated as Director Division 1 at the November 10, 2009 regular board meeting and will receive his Oath of Office prior to that date.

Please call me at (209) 883-8310 if you have any questions or need more information.

Sincerely,

Tami Wallenburg
Executive Secretary to the General Manager/Clerk of the Board
Turlock Irrigation District

cc: Christina Ferraro Tallman, Clerk of the Board
Stanislaus County Board of Supervisors
Sara Lima, Legal Counsel



Frantz Wholesale Nursery, LLC

12161 Delaware Road • Hickman, CA 95323
Phone: (209) 874-1459 • Fax: (209) 874-1929

October 27, 2009

Turlock Irrigation District
Board of Directors
333 East Canal Drive
Turlock, CA 95381

Dear Members of the Board,

My name is Michael Frantz, and I would like to be considered for the open director position for District One. As you consider the credentials necessary for the Director position I believe you will find from my attached resume and letters of support that I am qualified for the position. When you examine my resume, you will find that my largest area of strength is my tenure at our family business, indicated by the growth we have enjoyed under my leadership. My second standout area of strength is my ability to work with people. The relationships I have with many people in District one and the surrounding areas are an indicator of my personality and nature. I would like to elaborate further about both these areas.

As my resume will attest, I have poured my heart and soul into our family business for many years. When I took over the business from my parents in the late 1990's, it was a thriving yet unsophisticated operation. We had no computers, no management team, and the office was in my parents' house. Some of the notable accomplishments that my management team and I have made in the last 10 years:

- Over several years I assembled a 10 person management team that runs all areas of day to day operations. Except for one person who retired, I have never lost a person from my original team. This group is highly structured; we all have very clear areas of responsibility. All report to me on a weekly basis.
- Grew the business from 40 acres of production nursery to over 300.
- Something near and dear to me is our company culture of Quality & Service. My dad was able to establish our company by consistently providing our customers with excellent quality material in a timely manner. But as the scale of our operation has grown, instilling that same attention to detail with all my co-workers in everything we do has been a constant challenge. This is an area that I have, and continue to spend a large part of my time. Our success and our customers' success relies on our ability to consistently deliver superior quality plant material in a timely manner.

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- Grew the ranks of my coworkers from 40 to over 100. I have always believed that our company's strongest asset is our employees. I was able to add health insurance to our benefit package many years ago, and currently we have both a PPO and a HMO plan all employees can choose from. The company pays for the majority of both employee AND family. We also offer access to an employer matched 401k plan to ALL employees. I take personal pride in the low turnover rate our company experiences.
- Grew our customer base from being primarily other wholesale growers to a much more diversified base of customers consisting of landscape contractors, independent garden centers, and chain stores while maintaining our original customers. This required us to significantly diversify our product mix. While we used to just grow trees, today we offer our customers an entire array of products, from little one gallon shrubs to 30' tall oak trees.
- Developed a highly customized proprietary computer program that enables users both onsite, or on the road real-time information pertaining to practically every aspect of our nursery. Benefits include detailed cost tracking by item, accurate plant & delivery information to the sales team, and tremendous efficiencies in departments such as shipping & billing. This system was a multiyear project, and gives us a distinct competitive advantage. I am a huge believer in investing in technology.
- When workers compensation insurance rates went sky-high in 2004, I felt our company was being unfairly punished by the marketplace because of other companies that did not share our low loss history. We have always had an excellent safety and return-to-work program. As a result, our claims are minimal compared to others that pay less attention to their employees and claims. In response to the price spike, myself and a small group of local farmers decided to band together and become self-insured. Each of us independently was too small to go at it alone, but working together we had enough premium dollars to get re-insurance, and hire a third party to administer claims. Today the rate we charge ourselves is substantially less than market price. Even so we have built several million dollars in reserves to cover claims. As an added benefit, we have complete control over claims administration, and are able to control fraud much better than a large & distant insurance company. By closely looking at the risk versus reward before we started this program I was confident this was the best path for our company.

The second area that I believe is an area of personal strength is my ability to relate and work well with others. As you will see from my letters of support, I have friends from all areas of District One, and from many walks of life. I enjoy people, and have contributed generously of my time to industry related boards and committees. I view this position as a chance to not only serve the community in a leadership role, but to learn new things, and to meet and work with new people. I look forward to this opportunity.

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In conclusion, I believe my strong business background will be an asset to the district. I understand *delegation and chain of command*. I understand the need to fairly compensate employees. I understand the need to hold people accountable. I understand the value of quality & service, and the importance of T.I.D. never losing sight of the need to deliver both. I believe that technology holds tremendous opportunity for T.I.D., and if properly applied can bring continued efficiencies for the ratepayers. I understand the position of strength we currently have with our water rights, and the significance they hold for our valley farmers. I understand the varied constituencies that wish to get access to the water, and I will fight for the farmer.

Please do not hesitate to contact me if you wish to meet with me or ask me specific questions related to this package of information. I can be reached anytime on my cellular, (209) 605 – 7724.

Sincerely,

A handwritten signature in black ink, appearing to read "Michael Frantz". The signature is fluid and cursive, with a long horizontal stroke extending from the end of the name.

Michael Frantz
Co-Owner, Frantz Wholesale Nursery, LLC