



**PROGRAM:** Access to Capital In Today’s Market

**PROGRAM DATE:** *Full Day Program*  
*Wednesday March 24, 2010*

**PROGRAM LOCATION:** \*New Jersey Hospital Association\*  
760 Alexander Road  
Princeton, NJ 08540  
609-936-2198

**\*PLEASE NOTE - NEW LOCATION\***

**PRESENTERS:**

- Ken Gould.....Lancaster Pollard & Co.**
- Adam Goldstein.....The Federal Home Loan Bank of New York**
- William Courson.....Lancaster Pollard Investment Advisory Group**
- Adam Smith.....Lancaster Pollard Investment Advisory Group**
- Steve Bilsky.....Causey Demgen & Moore Inc.**
- Lou Feuerstein, CPA..... ParenteBeard LLC**
- Margaret Angel.....Buchanan Ingersoll & Rooney PC**

**Program Description**

The Education Committee of the NJHFMA will present a *full day* session on “Access to Capital in Today’s Market.” The presentation will cover topics designed to help you to better understand how your facility can access today’s capital markets and preserve much needed capital. As you are aware, the financial crisis and economic downturn transformed Wall Street overnight and has restricted the ability of many institutions to obtain financing. In a reeling economy, options do still exist for hospitals to access capital in the current market conditions. This presentation is geared to offer insight into the changing landscape of finance and how hospitals can continue to access the capital markets for their growth, modernization and prosperity.

The presentation is for people at all levels and particularly for those who are involved in accessing the market for capital projects and treasury-related activities. We have selected presenters who have significant experience in this area.

<u>Time</u>	<u>Subject</u>
8:30 a.m. - 9:00 a.m.	Registration/Continental Breakfast
9:00 a.m. - 9:50 a.m.	Access to Capital Overview
9:50 a.m. - 10:40 a.m.	HUD-242 Session
10:40 a.m. - 10:45 a.m.	BREAK
10:45 a.m. - 11:15 a.m.	Federal Home Loan Bank as a Credit Enhancement Source
11:15 a.m. - 12:00 p.m.	Preserving and Growing Existing Assets I
12:00 p.m. - 12:45 p.m.	LUNCH
12:45 p.m. - 1:30 p.m.	Preserving and Growing Existing Assets II
1:30 p.m. - 2:30 p.m.	Financial Feasibility Study Overview
2:30 p.m. - 3:20 p.m.	Current Accounting & Audit Issues Relating to Accessing Capital
3:20 p.m. - 3:30 p.m.	BREAK
3:30 p.m. - 4:00 p.m.	Tax Exempt Bank-Qualified Debt

**Access to Capital Overview:** The financial crisis and economic downturn transformed Wall Street overnight and has restricted the ability of many institutions to obtain financing. In a reeling economy, options do exist for hospitals to obtain financing for refinance, new construction and renovation projects. We will attempt to bring clarity to today's capital markets and offer insight into how the landscape for financing has changed and will continue to change.

**HUD – 242 Session:** On July 1 HUD made it official that the Section 242 program, providing financing to hospitals and health systems, will now be expanded to include refinance projects. Previously the HUD/FHA Section 242 program required at least 20% of the proceeds from a HUD-insured mortgage be used for new construction. The exciting change eliminates this new construction requirement, providing a much-needed resource for hospitals to reduce interest rates, eliminate restrictive debt covenants, exit troubled banking relationships or resolve other market-related debt concerns – with or without borrowing additional funds.

**Federal Home Loan Banks (FHLB) as a Credit Enhancement Source:** Non-profit hospitals now benefit from an FHLB LOC backstopping the deal. This newly expanded authority for FHLB is a source of credit enhancement that helps fill the void left by the downgrading of municipal bond insurers and some regional banks, as well as by the reduced appetite for LOC exposure by many large, highly-rated banks.

**Preserving and Growing Existing Assets:** By utilizing liability-driven investing techniques, hospitals can develop an investment budget unique to their own embedded liabilities and risk profile. With targeted asset allocation strategies, the hospital investment portfolio can smooth the returns in a volatile market. A properly diversified portfolio offers opportunities for growth, which can be achieved without the use of alternative investment or illiquid securities.

**Financial Feasibility Study Overview:** A key part of the financing process for both HUD and non-HUD hospital projects is the financial feasibility study. We will review the overall process, when such a study is required and the key elements which make for a successful study. Areas to be reviewed include: project cost, financing issues, demand analysis and financial projection modeling.

**Current Accounting and Auditing Issues Relating to Accessing Capital:** This session will include a discussion of current accounting and auditing issues that hospitals should consider as they prepare to access capital.

**Tax-Exempt Bank-Qualified Debt:** Discussion of the provisions under the American Recovery and Reinvestment Act which provide incentives to banks to buy and hold bonds, or make loans at a tax-exempt rate bank-qualified rate, to 501(c)(3) organization borrowers and government-owned facilities. Although temporary, these exciting changes, among other things, allow 501(c)(3) borrowers to borrow up to \$30 million in tax-exempt bank-qualified debt in 2010.

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### **New Jersey Board of Accountancy Continuing Professional Education Credits**

Based on our understanding of the New Jersey State Board of Accountancy's continuing professional education requirements, Sponsor No. 185, this course will qualify for 7 continuing professional education credits in accounting.

### **American College of Healthcare Executives Continuing Education Credits**

HFMA is authorized to award 6 hours of pre-approved Category II (non-ACHE) continuing education credit for this program toward advancement or recertification in the American College of Healthcare Executives. Participants in this program wishing to have the continuing education hours applied toward Category II credit should indicate their attendance when submitting application to the American College of Healthcare Executives for advancement or recertification.

**REGISTRATION FORM**  
**Access to Capital – Wednesday March 24, 2010 at “NJHA”**

To register, please visit our web site at [www.hfmanj.org](http://www.hfmanj.org), where online payment submission is also available. If you prefer to register by mail/fax, please complete the following:

NAME	ORGANIZATION	TITLE	MEMBER YES / NO
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____

FEE\*: ADVANCE REGISTRATION - MEMBERS..... \$135.00  
 ADVANCE REGISTRATION - NON-MEMBERS..... \$160.00  
 ADVANCE REGISTRATION - CERTIFIED MEMBERS (HFMA, CHFP)..... \$100.00  
 ON-SITE REGISTRATION – ON “SPACE AVAILABLE” BASIS.....**\$25 ADDITIONAL CHARGE**

**Price includes continental breakfast and lunch.**

\* 10% discount for more than one person from an organization

Please send your check, made payable to "HFMA – NJ Chapter", and registration form to:  
 HFMA – NJ Chapter  
 PO Box 6422  
 Bridgewater, NJ 08807

To fax your registration: Fax: (908) 722-8775

For questions, please visit our web site, email [NJHFMA@aol.com](mailto:NJHFMA@aol.com), or call (888) 652-4362.

Dress is business casual.

All registrants are responsible for full payment unless notice of non-attendance is received 3 days prior to the program.

If paying by **CREDIT CARD**, please complete:  
 Please circle card type: American Express    Visa    MasterCard

Card Number: \_\_\_\_\_ Exp. Date: \_\_\_\_\_

Name on Card\*: \_\_\_\_\_

*\*Type in your name which will be taken as your signature authorizing the charge*

**\*\* “LIMITED SPACE AVAILABILITY – SO REGISTER EARLY!!”**