

**NEW FOR 2005:
HEALTHCARE MODULE**

**TWENTY-SECOND
ANNUAL
CONFERENCE**



**WYNDHAM NEW ORLEANS
AT CANAL PLACE
NEW ORLEANS
LOUISIANA
APRIL 27-29, 2005**

Tuesday, April 26

8:00 – 9:00 p.m. **Welcome Reception**

Wednesday, April 27

7:30 – 8:30 a.m. **Registration and Continental Breakfast**

8:30 – 8:45 a.m. **Welcoming Remarks** – *Howard Mischel*, Managing Director, Standard & Poor's Corporation and *Joe Rosenblum*, SVP, Alliance Capital Management, Conference Co-Chairs • *Donald King Cirillo*, VP - Credit Risk Management, Dexia Credit Local, NFMA Chairman

8:45 – 9:15 a.m. **Keynote Address** – *Jerry Luke LeBlanc*, Commissioner of Administration, State of Louisiana

9:15 – 10:30 a.m. **Let's Root for the Home Team**
The debate continues on the methods for financing new sports facilities and the "right" mix of public and private contributions. New facilities have opened in Houston, Pittsburgh and Foxboro, and more are planned for San Diego, the District of Columbia and New York City. Panelists will address the economic impact of hometown sports franchises, the use of taxes to support new facilities, the factors a team or league considers when looking to locate in a new market and the various debt structures available.

Moderator: *Mary Francoeur*, Director, Financial Guaranty Insurance Company

Panelists: *Oliver Luck*, CEO, Harris County-Houston Sports Authority • *Mitchell Ziets*, President, MZ Sports • *Frank Hawkins*, SVP, Business Affairs, National Football League

10:30 – 10:45 a.m. **Break**

10:45 – Noon **Tribal Financing Issues**
With an increasing number of tribal finance transactions coming to market, they present municipal analysts with some unique credit factors. This panel will examine sovereignty issues, the current regulatory environment and arbitration as a means of resolving jurisdictional disputes. What is the role of the tribe and who are the players with regard to tribal gaming oversight? What can we expect from the recent agreement between California tribes and Sacramento?

Moderator: *Katherine McManus*, Managing Director, CFIG

Panelists: *Jeff Lamb*, VP, JP Morgan • *Townsend Hyatt, Esq.*, Orrick Herrington & Sutcliffe

12:15 – 1:45 p.m. **Luncheon – Speaker:** *Hon. C. Ray Nagin*, Mayor, City of New Orleans

2:00 – 3:15 p.m. **The Changing Competitive Landscape for Bond Insurance**
The bond insurance playing field has become more crowded and may well expand further. What market forces are driving the newer entrants? Is there a viable slice of the market that can be sustained for these competitors or could the market be headed for eventual consolidation? What are the implications for the long-established players in this market? How do capital structure, staffing, the quality of

business planning and changes in both the municipal and structured markets impact the future prospects for each of the financial guarantee companies?

Moderator: *Richard Smith*, Managing Director, Standard & Poor's

Panelists: *Frank Bivona*, CEO, Financial Guaranty Insurance Company • *Michael Schozer*, President, Assured Guaranty Corporation • *Terry Trim*, CFA, VP, Nuveen Investments

3:15 – 3:30 p.m. **Break**

3:30 – 4:45 p.m. **Public, Private or Somewhere In Between: The Pros, Cons, Ins and Outs of Privatization and Public/Private Partnerships**

The panel will explore both the theoretical and practical aspects of privatization of public services and public/private partnerships. We'll hear from a think-tank expert on his views with the opportunity for counterpoints to be discussed. Other speakers will discuss their direct experiences with privatization and public/private partnerships, highlighted advantages, downsides, risks, rewards and lessons learned. The panel will give analysts good questions to ask and new topics to explore when considering involvement in such a transaction.

Moderator: *Amy Doppelt*, Managing Director, Fitch Ratings

Panelists: *Ann Hird Rabin*, Managing Director, Ambac • *Marcia A. St. Martin*, Executive Director, Sewerage and Water Board of New Orleans, La. • *Adrian Moore*, Director of Research, Reason Foundation

Free Evening

Thursday, April 28

8:00 – 8:30 a.m. **Continental Breakfast**

8:30 – 9:30 a.m. **Break-out sessions 1, 4, 5, 6, 7**

and
10:00 – 11:00 a.m. **Break-out sessions 2, 4, 5, 8, 9**

and
11:30 a.m. – 12:30 p.m. **Break-out sessions 3, 6, 7, 8, 9**

Break-out sessions – Nine distinct break-outs will be presented. Sessions 1, 2 and 3 will comprise a mini-module dedicated to healthcare topics. Sessions 4-9 will each be presented twice. Registrants will have the opportunity to attend three of the sessions in the healthcare module or can opt for any three of the remaining six sessions.

1. Healthcare Module: Understanding the Revenue Cycle

How often in presentations or on site visits have we heard about the need to improve the revenue cycle or that problems in the revenue cycle have lead to a worsening cash position? This is a concise but more technical session designed to give the municipal analyst the basic understanding of what exactly the term "revenue cycle" refers to; how it is constituted in a hospital system setting; and, what questions do we need to ask as to whether a credit is effectively performing the billing and collection function.

Moderator: *Robin Fisher*, VP, Franklin Templeton Investments

Panelists: *Anthony Esposito*, Director of Financial Operations, Chester County Hospital (West Chester, PA) • *Steven Short*, EVP Finance & Administration, Tampa General Hospital

2. Healthcare Module: Hospital Tax Exempt Status

Typically, the analyst has focused on charity care, treating the uninsured, and bad debt from purely a financial perspective. However, recent and much publicized legal challenges, congressional statements, and local property tax assessment cases have challenged hospitals' tax-exempt status and created new concerns for the credit analyst. What exactly does non-profit mean? What are the obligations of non-profit health care providers in terms of serving the un- and under-insured? And what impact might these lawsuits have on hospital operations and ultimately their credit standing? Do we need to be concerned about the tax-exempt status of the municipal bonds issued by these hospitals? This session is designed to provide an overview of this new environment and help guide the analysts in trying to assess how hospitals need to deal with charity care and bad debt and the potential impacts.

Moderator: *Jordan Melick*, VP, Piper Jaffray

Panelists: *James Peppiatt-Combes*, CFO, Trinity Health (Michigan) • *Richard J. Zall, Esq.*, Mintz, Levin, Cohn, Ferris, Glovsky and Popeo, PC • *Melinda Reid Hatton*, VP/Chief Washington Counsel, American Hospital Association

3. Healthcare Module: The Hospital Turnaround Consultant

The hospital turnaround consultant frequently has a major role in helping a distressed hospital. What is the typical assignment given to the consultant? What kind of pressure are they under in terms of responding to the hospital that hired them and to the investor community that is also relying on their professional expertise? Are the two in conflict? And, in reviewing their work and recommendations, what can the analyst do to spot any weaknesses in the methodologies or projected results?

Moderator: *Ann Ellen Hornidge, Esq.*, Mintz, Levin, Cohn, Ferris, Glovsky and Popeo, PC

Panelists: *Thomas Singleton*, President and CEO, Cambio Health Solutions, LLC • *Bill Benton*, Chairman of the Board, Wilson N. Jones Medical Center (Texas)

4. Evaluating High Yield Bonds

Buy and sell side analysts are increasingly being tasked with providing an evaluation of price as well as credit for higher yield, infrequently traded bonds. This session will discuss the challenges analysts face when working on this type of evaluation and some of the possible approaches to assessing these types of bonds. Topics will include: practices pricing services employ to evaluate bonds; approaches used to assess the credit of an off-the-run bond; and, methods and tools used to shape the whole credit-valuation picture.

Moderator: *Amy Castleberry*, CFA, AVP, Legg Mason Wood Walker, Inc.

Panelists: *Jeff Wilson*, Managing Director, Saybrook Capital LLC • *Jon Barasch*, Manager, Municipal High-Yield Evaluations, FT Interactive

5. Unfunded Pension Liabilities: A Growing National Trend

Unfunded pension liabilities are increasingly burdening our states, local governments, universities and hospitals. The stock market's declines over recent years and its impact on the pension portfolio was one important cause of the growing problem. However, there are other reasons as well. This session will focus on the financial and management implications of various sources of unfunded pension liabilities, including benefit changes, annual contribution levels, and allocations of earnings.

Moderator: *William Leech*, SVP, Moody's Investors Service

Panelists: *Paul Maco, Esq.*, Vinson & Elkins • *John Hallacy*, Managing Director, MBIA

6. GASB 34, 43 & 45-What Do the Numbers Mean?

GASB Statement 34, which established a new financial reporting model, is now in effect for all municipalities that report in conformity with generally accepted accounting principles (GAAP) and GASB Statements 43 and 45 on Other Post Employment Benefits (OPEB) Reporting have all been released in the past year. In this session, noted accounting experts explain what to expect from these new financial statements, dispelling some of the popular misconceptions about the new reporting requirements and pointing out the pitfalls analysts need to avoid. See what a credit looks like under the new guidelines to understand just how GASB 34 will impact your analysis. In addition, this session will cover GASB 43 and 45 with a focus on the higher "soft" debt profile and how funding these liabilities could result in budget pressures.

Moderator: *David Bean*, CPA, Director of Research and Technical Activities, GASB

Panelists: *George Scott*, National Partner, Deloitte Touche • *Mickey Miller*, Finance Director, City of Orlando, Florida

7. Construction Risk- Mitigating Murphy's Law

Revenue bond analysis focuses primarily on the ability of a municipal enterprise to generate sufficient revenue to support operations, maintenance and debt service costs, and generate additional cash flow for reinvestment. With project financings, analysts must also assess the timeframe for the availability of the revenue-generating facility. Construction is one of the most difficult risks to assess and necessitates a greater reliance on the opinions of consultants. The panel will address the following questions: What elements of a construction project make it susceptible to delays? What reserves or insurance should be available to cover debt service in the event that the project is materially delayed? What obligations can be built into the project documents to compel completion or provide bondholders with adequate recourse?

Moderator: *Douglas E. Nelson*, VP, Janus Capital Group

Panelists: *Dan McManus*, VP, Investment Banking Services, Mass Development • *Matthew M. McDole*, Chief Engineer, E-470 Public Highway Authority, Colorado

8. Fair and Relative Value

Municipal buyers are growing increasingly sophisticated, and technical analysts are pressed to better understand what these buyers are looking for. How do sell side strategists and portfolio managers estimate if municipal bonds are rich or cheap? How do they evaluate one sector versus another? How do they compare munis with other fixed income options? This session will discuss some of the techniques used to establish relative and fair value for municipal bonds. In addition, we will cover how recent changes and trends in the market are transforming ideas about relative value.

Moderator: *Matt Fabian*, Senior Municipal Credit Research Analyst, UBS Financial Services, Inc.

Panelists: *Liz Fisher*, VP/Senior Analyst, Legg Mason Wood Walker, Inc. • *Andrew Lutz*, President, Susquehanna Fixed Income, Susquehanna International Group LLC

9. Risky Swapping

Derivative and swap transactions are now a fundamental component of public finance, but analyzing related credit risks remains difficult for a number of reasons. This panel discussion will cover the appropriateness of derivative products for different issuer types and how derivative counter-parties screen their prospective clients and protect themselves. Who should avoid swaps? Are there sectors or issuer types better suited for derivative exposure? This session will also address the specific risks issuers and investors face with different types of derivatives. How does the analyst root out information on an issuer's positions? Could termination events or interest rate fluctuations challenge an issuer's creditworthiness? What does S&P's new DDP score mean for investors?

Moderator: *Robert Donahue*, Research Analyst, Fidelity Investments

Panelists: *James Mintzer*, Director, UBS • *Robert Fuller*, Principal, Capital Markets Management, LLC

12:45 – 2:45 p.m.

Optional Workshop on the Hospital Bond Term Sheet

A subcommittee of the NFMA Industry Practices & Procedures Committee, working with a group of prominent healthcare lawyers, financial advisors, and research analysts, has developed a Model Hospital Term Sheet. The Term Sheet will assist hospital analysts in understanding the legal structure of hospital transactions and provide model language in negotiating improved legal structures. This session is designed to be interactive with plenty of time for Q&A and provides a great opportunity to discuss the term sheet with the primary authors and provide feedback and comment on the work product.

Moderators: *Tom Weyl*, Manager of Municipal Research, Eaton Vance • *Rob Yolland*, SVP, Franklin Templeton Investments

Panelists: *Bill Smith, Esq.*, McDermott Will & Emery • *Rich Moche, Esq.*, Mintz, Levin, Cohen, Ferris, Glovsky and Popeo, P.C. • *Erik Kimball, Esq.*, Akerman Senterfitt

Box lunches will be provided to those registered for the workshop.

Free afternoon

1:00 p.m.

Explore New Orleans – Tour of Garden District
Additional registration required.

7:00 – 10:00 p.m.

Reception and Awards Dinner

Friday, April 29

8:00 – 8:30 a.m.

Continental Breakfast

8:30 – 9:45 a.m.

The U.S. Territories: A Credit Update

Because debt issued by the U.S. territories enjoys double tax exemption in all the states, it constitutes an attractive investment and is frequently in great demand. At the same time, these are among the weakest general government credits. For many analysts, it is difficult to stay current on their credit position. This session is designed to provide an opportunity for analysts to hear presentations that are focused directly on their areas of interest and to ask questions.

Moderator: *George Leung*, Director, Public Finance, Citigroup Global Markets, Inc.

Panelists: *Kenneth Mapp*, Executive Director, Virgin Islands Public Finance Authority • *Representative*, Government Development Bank of Puerto Rico • *Representative*, Government of Guam

9:45- 10:00 a.m.

Break

10:00 – 11:15 a.m.

Industry Roundtable: Tax & Disclosure Issues Impacting the Municipal Market

Moderator: *Gerry Lian*, Executive Director, Morgan Stanley Global Investment Group

Panelists: *Mark Scott, Esq.*, Director, Tax Exempt Bonds, Internal Revenue Service • *Foster Clark, Esq.*, Balch & Bingham, NABL Representative • *Martha Haines, Esq.*, Chief, Office of Municipal Securities, Security and Exchange Commission

11:15 a.m.

Conference adjourns

Conference Registration Fee:

| Before March 10 | After March 10 |
|------------------------|-----------------------|
| \$575 member | \$625 member |
| \$675 non-member | \$725 non-member |

The registration fee includes all continental breakfasts, lunch, cocktail receptions and the Awards Dinner. There will be multiple registration discounts for firms sending three or more persons to the conference. The discount will be \$50 per person

Checks should be made payable to the NFMA and sent, together with the registration form, to NFMA, PO Box 14893, Pittsburgh, PA 15234 *no later than April 1*. Payment can also be made by credit card, Visa or MasterCard only, with a completed registration form sent to the above address, or faxed to 412-341-4894.

Email confirmations will be sent upon receipt of registration forms.

Optional Thursday Afternoon Hospital Term Sheet Workshop:

No registration fee; however, you must pre-register to receive a box lunch.

Awards Reception and Dinner Registration:

\$75 for guest attending with conference registrant.

Cancellation Policy for Conference:

A cancellation fee equal to one-half the total registration fee will apply to all cancellations received after April 1, 2005. Substitutions from the same firm are permitted with prior notice to the NFMA.

Hotel Reservations:

The Wyndham New Orleans at Canal Place will be the site of this year's conference. Reservations must be made directly with the hotel by calling 504-566-7006 and requesting reservations or by going to the following website: www.wyndham.com/groupevents/133nfma/main.wnt. The National Federation of Municipal Analysts (NFMA) group rate for the conference is \$215/night (single/double). Reservations must be made before **March 23, 2005**. Reservation requests received after March 23 will be accepted on a space and availability basis. *Please make your reservations on a timely basis to ensure a room at the conference.*

Ground Transportation:

The Airport Shuttle is available at \$13 each way. Cab fare is approximately \$28 each way.

Garden District Tour:

Take a "Stroll through Elegance" through the "American" section of New Orleans! The Garden District was built by the "barbarian" Americans to rival the architectural splendor of the Creoles' French Quarter. Enjoy a walk through the elegant Garden District, known for its marvelous examples of Greek Revival and Italianate architecture. View the homes of former Kings & Queens of Mardi Gras in this area-once part of the plantation owned by Bienville, the founder of New Orleans. Hear fascinating stories about local author Anne Rice as you walk past one of her homes. Visit Lafayette Cemetery and learn about the unusual above ground burial systems. View Toby's Corner-the oldest house in New Orleans-and the home where Jefferson Davis, the President of the Confederacy, died in 1889. Includes a refreshment stop at a local neighborhood cafe. Tour departs at 1:00 p.m. from the Wyndham entrance. Cost per person: \$20. Space is limited; reservations will be confirmed only when payment is received.

Suggested Attire:

Business casual is suggested for all conference registrants and speakers.

Conference Updates:

Visit the NFMA website, www.nfma.org, for updates on the Annual Conference

Questions/Concerns:

Call Lisa Good, NFMA Executive Director, at 412-341-4898, or email at lgood@nfma.org.

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2005

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Contact Lisa Good, NFMA Executive Director, at 412-341-4898, or email at lgood@nfma.org, if your firm is interested in sponsoring the NFMA Annual Conference.

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APRIL 27-29, 2005

Name: _____ Title: _____
 Firm: _____
 Address: _____
 City: _____ State: _____ Zip: _____
 Phone: _____ Fax: _____ Email: _____
 Society Membership _____ Information above represents a change Yes _____ No _____

Conference Registration Fee:

Before March 10

\$575 Member \$675 Non-member

After March 10

\$625 Member \$725 Non-member

_____ **Apply \$50 multiple registrant discount (for firms sending three or more registrants).**

Other registrants from my firm attending the conference are: (1) _____ (2) _____

Thursday Morning Break-Outs (select one in each time slot):

| | | | | | |
|-------------------------|---|---|---|---|---|
| 8:30 - 9:30 a.m. | 1 | 4 | 5 | 6 | 7 |
| 10:00 - 11:00 a.m. | 2 | 4 | 5 | 8 | 9 |
| 11:30 a.m. - 12:30 p.m. | 3 | 6 | 7 | 8 | 9 |

Thursday Afternoon Workshop:

- I plan to attend the Hospital Term Sheet Workshop. Please send me materials in advance and order a box lunch
 I do not plan to attend the workshop.

Thursday Garden District Tour

_____ tickets @ \$20/ticket. Please order one box lunch for each ticket.

Thursday Awards Dinner:

- I plan to attend. I do not plan to attend.

Spouse/Guest Registration: (Cocktail receptions and Awards Dinner only.)

_____ \$75 Spouse/Guest Name: _____

TOTAL ENCLOSED:

Registration Fee: _____

Spouse/Guest Registration: _____

Garden District Tour: _____

TOTAL: _____

**Please make checks payable to:
 NFMA, and mail completed form and check(s) to:
 NFMA, PO Box 14893, Pittsburgh, PA 15234.**

To pay by credit card, please complete the credit card information box and send to the address shown above, or fax to 412-341-4894:

**For further information, call Lisa Good
 at 412-341-4898. The deadline for
 registration is April 1, 2005.**

CREDIT CARD INFORMATION:

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Expiration: _____

Amount: _____ CD Code (last 3-4 digits on back of card): _____

If personal card, home address: _____ Zip: _____

Signature _____ Date: _____

Office use only: Date received _____ Amount _____ Check number _____