



**The Education Committee of the
National Federation of Municipal Analysts**

**ADVANCED SEMINAR
on
Healthcare**

February 9 & 10, 2023

**Le Meridien New Orleans
New Orleans, Louisiana**

Thursday, February 9

7:45 - 8:30 a.m. **Registration & Continental Breakfast**

8:15 - 8:20 a.m. **Opening Remarks** – *Ellen Cannarsa, Vanguard, Advanced Seminar Chair*

8:20 - 9:30 a.m. **Healthcare Legislative Policy**

Panelists will discuss the most topical state and federal legislative initiatives that could affect the healthcare sector and address the impact of the 2022 midterm elections on healthcare policy. How do these policies shape the outlook for the sector through 2023? Do we have a view into 2024?

Moderator: *TBA*

Panelists: *TBA*

9:30 - 9:45 a.m. **Break**

9:30 - 10:45 a.m. **Environmental, Social & Governance: Making an Impact**

This panel will discuss how ESG has become increasingly topical in the not-for-profit healthcare sector as well as the importance of ESG to the success of a healthcare organization's mission/strategy – while also understanding the buy-side approach to increasingly embedding ESG impacts into investment analysis. In addition to exploring impact, panelists will also discuss how they are combatting/evaluating increasingly concerning ESG risks (e.g., cybersecurity, employee satisfaction, climate).

Moderator: *Zareh Baghdassarian, Assured Guaranty*

Panelists: *TBA*

10:45 - 11:00 a.m. **Break**

11:00 a.m.

- 12:15 p.m. **Future Trends in Reimbursement**

With the end of the public health emergency looming and contentious commercial contract negotiations in play, panelists will discuss evolving payor strategies, Medicaid expansion or lack thereof, the direction of Medicare payments, 340b program revisions, and rate enhancement programs.

Moderator: *Patrick Zagar, S&P*

Panelists: *TBA*

12:15 - 1:45 p.m. **Luncheon with Keynote Speaker**

1:45 - 2:00 p.m. **Break**

2:00 – 3:15 p.m. **Intensive Care for Distressed Hospitals: Sales, Auctions & Affiliations**

Panelists will focus on the strategic alternatives process for distressed acute care hospital credits and explore strategies bondholders may have to maximize returns in these scenarios.

Moderator: *Susannah Page, Roosevelt & Cross*

Panelists: *TBA*

3:15 - 3:30 p.m. **Break**

3:30 - 4:45 p.m. **Does Size Matter? Community Hospitals & the Ability to Remain Independent**

Panelists will examine the role of smaller providers amidst industry consolidation. With healthcare being local and as large community employers, what keeps these hospitals independent, resilient, and well-positioned for the future?

Moderator: *Jon Schotz, Saybrook Fund Advisors*

Panelists: *TBA*

5:00 - 6:00 p.m. **Cocktail Reception**

Friday, February 10

7:30 - 8:00 a.m. **Continental Breakfast**

8:00 - 9:15 a.m. **Operating Successfully Post-COVID**

How have healthcare CFOs managed operational challenges throughout the pandemic, and what are the keys to their success in financial resiliency? Topics to be explored include expense management, labor strategies, managing payor relations, and identifying and growing new revenue streams. The panel will examine a specific system's experience as well as analyze regional trends.

Moderator: TBA

Panelists: TBA

9:15 - 9:30 a.m. **Break**

9:30 – 10:45 a.m. **M&A in a Post-Pandemic World**

Panelists will explore how mergers and acquisitions/partnerships are accelerating strategic transformations on care delivery and access, review evolving trends, and comment on the impact of headwinds (FTC, inflation, etc.) in accomplishing growth objectives. How have approaches changed in a post-COVID environment?

Moderator: Matt Cahill, Moody's Investors Service

Panelists: TBA

10:45 - 11:00 a.m. **Break**

11:00 a.m.

- Noon

Hospital CEO / CFO Roundtable – Lessons Learned, New Opportunities

This panel will explore how C-suite executives are positioning their organizations for 2023 and beyond, including pandemic lessons learned, growth, adapting to consumers, and addressing future challenges.

Moderator: Stephen Murphy, PFM

Panelists: TBA

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12:00 - 12:05 p.m. **Closing Remarks – Ellen Cannarsa, Vanguard, Advanced Seminar Chair**

12:05 p.m. **Seminar Adjourns**

The views expressed at the Advanced Seminar are those of the panelists alone and do not necessarily represent those of the National Federation of Municipal Analysts.

EDUCATION CHAIR

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Jason Pollack, Vice President, Wells Fargo

Ellen Cannarsa, Municipal Analyst, Vanguard

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REGISTRATION

Registration for the seminar is \$550 for members of the NFMA and its Constituent Societies, and \$650 for nonmembers, which includes two continental breakfasts, one luncheon and the cocktail reception. A limited number of discounted registrations for government employees and students are available; inquiries should be directed to Lisa Good at 412-341-4898, or lgood@nfma.org. Registration is online only at www.nfma.org. The deadline for registration is January 25, 2023. Cancellations will be accepted through January 15; a \$50 processing fee will be applied regardless of the reason for cancellation. Beginning January 16, there will be no refunds; however, substitutions from the same firm will be accepted. If weather conditions prevent attendance, proof of flight cancellations must be provided, and a partial (50%) credit will be given to be applied to registration for a future NFMA event. If a registrant is unable to attend due to COVID-19, a partial credit (50%) will be given to be applied to registration for a future event.

HEALTH & SAFETY POLICY

The NFMA's priority for all conferences is the safety and health of our attendees, speakers, guests and team members. In order to enable in-person events to take place with lower risk to participants, NFMA leadership has adopted the following Health & Safety Policies for in person events:

- The NFMA will be following local, state, and national guidance regarding masking and vaccinations. These mandates and rules may change, so please consult state, local and hotel websites for more information and updates.
- National, state, and local guidelines regarding methods to mitigate the spread of COVID-19 continue to evolve. The NFMA reserves the right to update its policies from time to time.

HOTEL

The site for the seminar is Le Meridien New Orleans, 333 Poydras Street, New Orleans, LA, 70130. The NFMA has a room block for registrants with a group rate of \$255/night. Rooms are available three days prior to the seminar and three days following, subject to availability. To make reservations, go to the following link: [2023 NFMA Advanced Seminar](#). January 18, 2023 is the deadline for reservations.

ATTIRE

Business casual is acceptable for the seminar.

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