

## Workshop Location

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Country Springs Hotel  
2810 Golf Road  
Pewaukee, WI 53187  
www.countryspringshotel.com  
(800) 247-6640 (262) 547-0201

Standard Room Rate: \$119.00 + tax

## Recommended Participants

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This free workshop is designed for those contemplating a borrowing in the foreseeable future and for those who would like to keep abreast of the latest financing techniques and issues affecting their outstanding debt and future capital access. Sessions also for non-financial managers.

## Speakers

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Erik Kelly, President; Blue Rose Capital Advisors  
Lynn Daly, Managing Director; BB&T Capital Markets  
Chris Smith, SVP Regional Executive; BBVA Compass  
Caleb Lansky, Associate Director; BLX Group  
Sheri Bryan, Bond Compliance Officer; Pacific Retirement Services  
Jeff Neer, Client Portfolio Manager; PNC Capital Advisors  
Jerimi Ullom, Attorney; Hall, Render, Killian, Heath & Lyman  
Michael Peer, Principal; CliftonLarsonAllen LLP

## Questions?

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Please contact WHEFA at:  
[info@whefa.com](mailto:info@whefa.com)  
(262) 792-0466  
18000 W. Sarah Lane, Suite 300  
Brookfield, WI 53045  
[www.whefa.com](http://www.whefa.com)

**Register Online at**  
[www.whefa.com/workshop-registration](http://www.whefa.com/workshop-registration)

# 21<sup>st</sup> Annual Workshop "Insights into Capital Finance"



Wisconsin Health and Educational  
Facilities Authority

Monday, March 19, 2018

Country Springs Hotel  
Pewaukee, WI

**Register Online at**  
[www.whefa.com/workshop-registration](http://www.whefa.com/workshop-registration)

# Topics

## ***Welcome & Review of WHEFA Activities***

Learn what has occurred at WHEFA this past year, including recent financing activity.

## ***Market Updates Post Tax Reform***

A panel of experts will discuss the impact to the bond market following tax reform, and what lies ahead in 2018 and beyond. This session is a must for any borrower with debt outstanding and for those contemplating a borrowing in the near future.

## ***Post-Issuance Tax Compliance***

As post-issuance tax compliance continues to be an area of focus for the IRS, conduit borrowers of tax-exempt bonds should be implementing comprehensive post-issuance tax compliance programs within their organizations. This session will stress the importance of post-issuance tax compliance and the key elements necessary for an effective program.

## ***Investment & Economic Outlook***

This presentation will discuss how the current market environment affects the value of stocks, bonds, and other real assets as well as how organizations should manage their asset allocation strategies given this environment.

## ***Financing Ancillary Facilities***

This session will discuss the development process for nonprofits and the various financing options available for "ancillary" facilities. Novel financing and hybrid structure case studies will be presented.

## ***Informed Decision Making***

To thrive in today's business environment, organizations should consider the value derived by implementing enterprise risk management to drive informed decision-making. Through a combination of case study and discussion, this session will explore the ways that you can position your organization to take advantage of the opportunities presented by future changes.

# Workshop Agenda

Monday, March 19, 2018

## **Morning**

7:30 a.m. – 8:30 a.m.	Hot Breakfast
8:30 a.m. – 8:45 a.m.	Welcome & Review of WHEFA Activities
8:45 a.m. - 10:00 a.m.	Market Updates Post Tax Reform
10:00 a.m. - 10:15 a.m.	Break
10:15 a.m. - 11:30 a.m.	Post-Issuance Tax Compliance
11:30 a.m. - 12:15 p.m.	Investment & Economic Outlook

## **Noon**

12:15 p.m. - 12:45 p.m.	Lunch
12:45 p.m. - 1:30 p.m.	Lunch Speaker

## **Afternoon**

1:30 p.m. - 2:30 p.m.	Financing Ancillary Facilities
2:30 p.m. - 3:15 p.m.	Informed Decision Making
3:15 p.m. – 4:00 p.m.	Reception
4:00 p.m.	Adjournment

**Casual Attire**

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