WHEFA Workshop

Monday, October 1, 2024

Speaker Bio's

George Cook – Graystone Consulting

Economic and Market Landscape

As Managing Director and Institutional Consulting Director, George has dedicated his entire career to serving the specialized needs of institutional clients. He is responsible for shaping strategic policy, combining his deep knowledge of the global financial markets with keen insights about upcoming market trends. These insights guide important decisions impacting portfolio optimization and investment manager selection. They also serve as the foundation of his highly anticipated capital markets webinars, which are presented quarterly to several hundred clients and industry insiders.

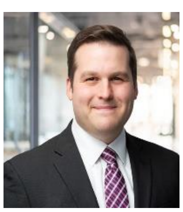
Nathan Fronk – Quarles

Trends in Tax-Exempt Debt

Nathan Fronk is a Partner with Quarles & Brady LLP, assisting clients with public finance and commercial finance matters, particularly tax-exempt bond transactions for 501(c)(3) organizations. He serves as bond counsel, underwriter's counsel, borrower's counsel and bank counsel on a variety of taxable and tax-exempt bond transactions, including 501(c)(3) bonds for independent colleges and universities; private elementary and secondary schools; health care systems; senior living providers and other nonprofits. Nathan works as a trusted advisor and advocate in partnership with his clients to help them achieve their goals. He applies his extensive knowledge of various financing structures, actively listens to his clients' goals, concerns, and objectives, and distills complex financial structures and decisions to achieve his clients' desired outcome while helping to protect their interests.

James Green – Kaufman Hall

Current Market Dynamics & Trends in Treasury Management



James Green is a Senior Vice President with Kaufman Hall's Treasury and Capital Markets practice and leads the Treasury Operations service line. He provides analytical, quantitative, and strategic support for innovative treasury solutions. James focuses on developing holistic strategies and tactical roadmaps for re-engineering treasury structures with an emphasis on maximizing operational efficiency, improving financial performance, and mitigating risk.

Prior to joining Kaufman Hall, James served at J.P. Morgan as an Executive Director in their Corporate Client Banking organization, where he created comprehensive cash management solutions and was a trusted business lead for key initiatives. James earned his BBA in Finance and Economics from Loyola University Chicago.

Rich Kirchen – Milwaukee Business Journal

What Makes a Story a Story

Rich Kirchen is the senior reporter at the Milwaukee Business Journal. He earned a bachelor's in mass communications from the University of Wisconsin-Milwaukee. Rich started his career as a part-time suburban reporter at the Milwaukee Journal then worked six years at the Dubuque Telegraph Herald in Iowa. Since joining the Business Journal, Rich has covered banking and finance, health care, manufacturing, retail, media/ advertising and politics – but not all at the same time. Rich has won multiple awards from the Milwaukee Press Club and Business Journal owner American City Business Journals. Rich appears frequently on WTMJ 620 radio in Milwaukee and from time to time on WTMJ Channel 4 in Milwaukee.

Marek Kowalewski – Kaufman Hall

Current Market Dynamics & Trends in Treasury Management

Marek Kowalewski is a Senior Vice President with Kaufman Hall's Treasury and Capital Markets practice. He works with healthcare organizations nationwide, providing financial advisory services in the areas of debt financings, private bank negotiations, interest rate swaps, capital structure strategy, and credit positioning. He also has extensive experience advising organizations on merger and acquisition activities, with a focus on rationalizing and consolidating borrowing platforms, within the context of developing overall capital structure strategy. Marek has worked with a wide range of healthcare organizations, including national systems, academic medical centers, regional health systems, stand-alone hospitals, and children's hospitals. He earned a B.A. in Economics from the University of Chicago and holds the Chartered Financial Analyst® designation.

Patrick Sandercock – Moody's Ratings (Commercial)

Alphabet Soup Anyone? What & Why You Need to Know About NZA's, SPO's and BCI's

Patrick Sandercock is a Vice President with the Public Finance Relationship Management Team in Moody's Ratings' US Commercial Group. He assists Public Finance issuers, financial advisors and bankers primarily in the Midwest. Prior to joining Moody's, Patrick was most recently a Managing Director with the Peakstone Group and served in public finance, infrastructure finance, commercial credit, and relationship management roles over nearly 14 years with BMO Capital Markets and BMO Harris Bank. Prior to financial services, he served as a U.S. Coast Guard officer with shipboard, international, and staff roles in Boston, Yorktown, and the Chicago area. Patrick holds an MBA, with Distinction, from DePaul University and a BS, having graduated from the U.S. Coast Guard Academy.

Michael Tierney – Fifth Third Securities

Strategies to Succeed in Today's Market

Mike is a Managing Director with the Healthcare Investment Banking group, a part of Fifth Third Securities, Inc. ("FTS"), focusing on not-for-profit hospitals, health systems, behavioral health, founder-owned healthcare entities, post-acute, and other ancillary services. He has advised numerous health care entities on creative partnerships, from full change of control transactions to complex joint ventures. Mike has led several not-for-profit and for-profit combinations, private-equity recapitalizations, sales to strategic buyers, and not-for-profit membership substitutions. He joined Fifth Third in 2021 as a member of H2C Securities Inc., a healthcare-focused M&A and strategic advisory firm acquired by the Bank in 2020. Previously, Mike worked in the healthcare group at BMO Capital Markets and Bank of America Merrill Lynch. He received his Bachelor of Administration in Finance from Michigan State University and a Master of Business Administration from the University of Chicago's Booth School of Business. Mike holds a Series 63 state securities license, Series 79 general securities license, Series 50 municipal advisor license and a Series 24 supervisory securities license.