

Bricker & Eckler LLP
HEALTH CARE FINANCE
HFMA Presentation Outline

Session Title: Selected Topics in Health Care Finance

I. Confronting Loan Modifications in Today's Marketplace (Shannon Marin, Esq.)

Most if not all of our hospital clients are finding themselves under fire to re-structure or modify their existing financial strategies to address capital and liquidity needs and respond to external threats created by the current market conditions. We will review some key items to think about as you negotiate terms and review loan documentation.

II. Access Capital in Today's Marketplace (David Rogers, Esq.)

Financing capital needs in today's changing bond market poses unique challenges. The lack of or limited availability of bond insurance and letter of credit facilities require more creative approaches and utilization of previously untapped or new credit support alternatives. We will look at a variety of these resources such as Farmers Home rural loan guarantees, bond fund financings through governmental bond fund programs (like the Port Authority programs operated in Ohio) and pledges from local governments, like non-tax revenues. Such options and alternatives will be explored to help support creative and innovative financing opportunities.

Learning Objectives

- How to negotiate financial and other covenants to resolve near-term challenges while maintaining flexibility to achieve long-term goals.
- Understanding default terms and what to avoid.
- Strategies and Options in Negotiating Waivers and Forebearance Terms.
- Understanding key considerations when pledging investment accounts as collateral.
- Understanding today's capital marketplace and alternative credit support options.