



**The Foundation for Long Term Care (FLTC)**

*and*

*The New York Association of Homes & Services for the Aging (NYAHS)*  
**present:**

**Capital Financing Options for Senior Living Facilities**  
**Two related audio seminars**

*Speakers :*

**Roderic L. Rolett, Executive Vice President**  
*Herbert J. Sims & Co. Inc., Southport, Conn.*

**Jodi Roth Wasserstein, Executive Vice President**  
*Herbert J. Sims & Co. Inc., Southport, Conn.*

**Chad J. Himel, Senior Vice President**  
*Sims Mortgage Funding, Inc., Pearl River, N.Y.*

In today's challenging financial environment, non profit health care providers are finding it increasingly difficult to obtain capital financing. Traditional sources of financing have dried up, requiring more creative approaches. This two-part series will guide members through important new opportunities in capital financing. Our presenters are experts in innovative approaches to non profit capital financing.

In part one of the series, participants will receive the latest information on qualifying for FHA-insured financing for nursing home and assisted living renovation and construction projects and how rural providers can benefit from the U.S. Department of Agriculture's loan guarantee program.

In part two, participants will learn about other relatively new financing options in the tax-exempt bond markets. These new options include tax-exempt bonds without FHA insurance and bank purchase of tax-exempt bonds.

**Who Should Attend? CFOs, Administrators, CEOs, Executive Directors**

**Audio Seminar I - *Capital Financing: Government Finance-  
Available Programs and New Developments***  
**Friday, March 19, 2010, from 10 to 11 a.m.**

**Audio Seminar II - *Capital Financing:  
New Developments in the Tax-Exempt Bond Capital Market***  
**Friday, March 26, 2010, from 10 to 11 a.m.**

**Don't Delay – Fax Your Registration Today!**

## **Why Should You Register?**

### **Cost/Convenience**

- A nominal fee per toll-free connection.
- **One connection** with your speakerphone can accommodate an unlimited number of staff.
- No travel is necessary. You and your colleagues can listen from your facility.

## **Seminar Descriptions**

The two seminars are related, though you may participate in either or both. Credit will be awarded for each program separately, and you must register for each of them. You must be the person registered to receive credit, and one credit request per registration is permitted.

### **Audio Seminar I - Friday, March 19, 2010, from 10 to 11 a.m.**

#### **Capital Financing: Government Finance - Available Programs and New Developments**

### **Program Outline**

- **The Lean program - FHA mortgage insurance**
  - **Refinancing and acquisition**
  - **New construction**
  - **Appraisal valuation methodology**
  - **Loan-to-value requirements**
  - **The application process**
  - **Opportunities for more lenient requirements**
  - **Schedule**
- **USDA Insured Loans – Financing for Communities in Rural Areas**

### **Audio Seminar II - Friday, March 26, 2010, from 10 to 11 a.m.**

#### **Capital Financing: New Developments in the Tax-Exempt Bond Market**

### **Program Outline**

- **Bank qualified tax-exempt bonds – a new form of bank loan**
- **Alternatives to the Industrial Development Agency – Community Development Corporations**
- **Recent Changes at the Dormitory Authority of the State of New York**
  - **BBB Rated Bond Issues**
  - **Non Rated Bond Issues**
- **Update on the Tax-Exempt Bond Market**
  - **Market conditions and access to capital for non rated borrowers**
  - **Case study of recent expansion and renovation financing**
  - **Case study of recent new campus financing**

## **How the Seminars Work**

**For the March 19, 2010 seminar, registration must be received by March 17.**

**The person registered will receive a confirmation of registration.**

**If you do not receive a confirmation, you are not registered.**

**On March 18**, each registrant will be sent an **e-mail** from Cindy Wayman (cwayman@nyahsa.org) containing instructions for joining the **March 19** seminar as well as the seminar materials, in a PDF format (you will need Acrobat Reader, available free at [www.adobe.com](http://www.adobe.com), to download materials and copy for all those listening in).

Please make sure this e-mail has not been redirected to a spam or junk e-mail folder.

No more than five (5) minutes prior to the program, you may dial the special toll-free number for the seminar.

At the beginning of the program, instructions will be reviewed with all registrants regarding procedures for the Q&A period and what to do if you experience any technical difficulty.

**We will not take registrations the day of the seminar.**

**For the March 26, 2010 seminar, registration must be received by March 24.**

**The person registered will receive a confirmation of registration.**

**If you do not receive a confirmation, you are not registered.**

**On March 25**, each registrant will be sent an **e-mail** from Cindy Wayman (cwayman@nyahsa.org) containing instructions for joining the **March 26** seminar as well as the seminar materials, in a PDF format (you will need Acrobat Reader, available free at [www.adobe.com](http://www.adobe.com), to download materials and copy for all those listening in).

Please make sure this e-mail has not been redirected to a spam or junk e-mail folder.

No more than five (5) minutes prior to the program, you may dial the special toll-free number for the seminar.

At the beginning of the program, instructions will be reviewed with all registrants regarding procedures for the Q&A period and what to do if you experience any technical difficulty.

**We will not take registrations the day of the seminar.**

## **Accreditation**

These seminars are sponsored by the Foundation for Long Term Care (FLTC). The FLTC is a certified sponsor of professional continuing education with the National Association of Boards of Examiners for Long Term Care Administrators (NAB). These seminars have been submitted for a maximum of one hour per seminar of continuing education credit for nursing home administrators under its sponsor agreement with NAB/NCERS. State licensure boards, however, have final authority on the acceptance of individual courses.

These seminars have been approved for a maximum of one hour per session of continuing education credit for certified public accountants.

A certificate of attendance will be provided for one hour for Assisted Living or ACF Administrators.

**REGISTRATION FORM**  
**Capital Financing Options for Senior Living Facilities**  
**Two related audio seminars**

**NYAHS A Member: \$69 per connection per seminar**

**Non Member: \$89 per connection per seminar**

Fee includes **one** toll-free telephone connection, **one** e-mailed handout and **one credit request**.

Please fax (518) 434-4385 or mail your registration form.

No refunds will be given. Substitutions are permitted prior to the day of the seminar..

**For the March 19, 2010 seminar, registration must be received by March 17, and materials will be e-mailed to the person registered on Thursday, March 18.**

**For the March 26, 2010 seminar, registration must be received by March 24, and materials will be e-mailed to the person registered on March 25.**

**Reminder: Each participant seeking continuing education credit must be registered before the seminar.**

Name \_\_\_\_\_

Title \_\_\_\_\_

Facility \_\_\_\_\_

Street Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Phone \_\_\_\_\_ Fax \_\_\_\_\_

E-Mail \_\_\_\_\_

**I AM REGISTERING FOR:**

Seminar 1 - March 19, 2010, from 10 to 11a.m.

Registration Fee \_\_\_\_\_ x \_\_\_\_\_ number of connections = amount due \$ \_\_\_\_\_

Seminar 2 - March 26, 2010, from 10 to 11a.m.

Registration Fee \_\_\_\_\_ x \_\_\_\_\_ number of connections = amount due \$ \_\_\_\_\_

Total Amount Due \$ \_\_\_\_\_

Payment is by check only.

We recommend that you fax the registration form to (518) 434-4385 with check to follow.

**Questions??**

**Contact Cindy Wayman at cwayman@nyahsa.org. or (518) 449-2707, ext. 115, fax (518) 434-4385.**

**Make check payable & mail to:**

**FLTC, 150 State Street, Suite 301, Albany, NY 12207-1698, Attn: Sandy Kelley**