



MUNICIPAL DEBT ESSENTIALS



Day 1 | Debt Basics

September 24, 2024

*Sheraton Fairplex Suites & Conference Center
601 West McKinley Avenue,
Pomona, CA 91768*

AGENDA

Day one of this three-day seminar covers fundamental elements of debt financing, including core issuance terminology, the roles and responsibilities of issuers and their financing team, and the types of debt instruments that state and local governments are able to issue. The curriculum for this training is designed to provide municipal financing principles through lecture, case studies, and exercises.

8:00 AM **Registration**
Complimentary continental breakfast

8:30 AM **Welcome and Opening Remarks**

SESSION ONE

8:45 AM **Bond Concepts**

The speaker will define a bond and explain key concepts including principal, interest, yield, coupon, price, and basic bond math. After completing this session, a successful learner will be able to:

- Define key bond terms
- Understand foundational bond concepts

Craig Hill, Managing Principal, NHA Advisors

SESSION TWO

9:45 AM **Overview of a Debt Issuance**

Through the lens of a real-world example, speakers will provide a roadmap overview of the debt issuance process while exploring the roles and responsibilities of the issuer and their finance team. After completing this session, a successful learner will be able to:

- Understand the general flow of the issuance process
- Recognize the general roles and responsibilities of the issuer and the various members of the finance team

Craig Hill, Managing Principal, NHA Advisors
Sheila Poisson, Finance Director, City of Torrance

10:45 AM **Break**

SESSION THREE

11:00 AM **Bond Math**

Speakers will explain key bond math concepts, including how yield, coupon, and price are interrelated. After completing this session, a successful learner will:

- Understand the core components of bond math concepts

Christine Choi, Managing Director, PFM Financial Advisors
Brian Gallucci, Managing Director, PFM Financial Advisors

12:00 PM **Lunch**

SESSION FOUR

1:00 PM **Long-term Financing Options**

This session describes the types of bonds suitable for long-term debt, such as general obligation bonds, revenue bonds, and certificates of participation. For each financing option, this session will identify requirements such as authorization, sources of repayment, use of proceeds, legal and tax limitations, and marketability. After completing this session, a successful learner will be able to:

- Consider various factors for issuing debt
- Identify risks and benefits to issuing different types of debt
- Understand the factors that affect the cost of issuance

David Brodsly, Managing Director, KNN Public Finance

Allison Falkenstein, Financing Coordinator, City of San Diego

Melissa Shick, Director, KNN Public Finance

SESSION FIVE

2:15 PM Short-term Instruments

In this session, speakers will explore short-term financing instruments that can be used as interim options for capital financing and cash flow purposes, describe covenants, and explain how provisions can change and influence the market. After completing this session, a successful learner will be able to:

- Understand the different considerations to short-term financing

David Brodsly, Managing Director, KNN Public Finance

Allison Falkenstein, Financing Coordinator, City of San Diego

Melissa Shick, Director, KNN Public Finance

3:15 PM Break

SESSION SIX

3:30 PM Initial Disclosure and Legal Documents

This session outlines disclosure responsibilities of municipal market participants at the time of issuance. The session will also provide an overview of legal documents and their structures, negotiating the terms in the documents, the importance of issuer involvement, and commitments contained in these documents. After completing this session, a successful learner will:

- Understand standard disclosure requirements contained in the Official Statement (OS) and the ramifications of non-compliance
- Understand the Securities and Exchange Commission Rules 10b-5 and 15c2-12
- Identify various legal documents and what commitments they hold issuers responsible for

Jacquelynne (Jacqui) Jennings, Partner, ArentFox Schiff LLP

Samuel Smalls, Treasury and Debt Manager, Metropolitan Water District of Southern California

5:00 PM CLOSE OF DAY 1