Debt Management Institute – March 23, 2007

8:00 Registration

8:45 Hot Topic: SEC/IRS best practices
Advanced discussion on best practices in light of recent SEC/IRS enforcement actions. The San Diego case and "Deal of the Year" award winners will be discussed. **Coordinator:** Lawrence White, Chapman and Cutler.

9:45 Cost of Issuing Debt survey results
The results of the Costs of Debt Issuance survey will be presented and discussed. **Coordinator:** Tom Gavin or Stephan Roberts, Robert W. Baird.

10:45 Break

11:00 Variable Rate Debt
The presenters will discuss variable rate debt and its use in sound debt management practices and in respect to hedging assets. The discussion will include a look at various market conditions and when it would or would not be appropriate to issue variable rate bonds. **Coordinator:** Kevin McCanna, Speer Financial.

12:00 Lunch

12:45 Swaps: policies and math
A more advanced study of the different types of swaps (e.g. BMA, LIBOR, CMS etc), the development of a swap policy and a look at the basic math behind swaps. **Coordinator:** Todd Krzyskowski, JP Morgan.

1:45 Break

2:00 Development financing techniques
A presentation on development financing tools and municipal/developer negotiation techniques. The discussion will include a discussion on what developers want and what they really need. **Coordinator:** Nick Greifer, Kane McKenna.

2:45 Case Study
A look at a real world bond issue and the problem solving required to bring it to the market, including the effects of/on politics, tax law and finances etc. **Coordinator:** Joanne Malinowski, Hutchinson Shockey. **Speakers:** Joanne Malinowski and Richard Schnuer

3:30 Program Adjourns