



# TEXAS HEALTHCARE TRUSTEES

## Fall 2011 Webinar Series – Hospital Survival in 2012

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### **Finding the Money**

Wednesday, Sept. 21, Noon – 1 p.m. Central  
*Carsten Beith, Bette Kraus and Tim Schier, Cain Brothers*

### **Industry Consolidation Trends: Mergers, Acquisitions and Joint Ventures**

Wednesday, Oct. 26, Noon – 1 p.m. Central  
*Jerry Bell, Fulbright & Jaworski LLP*

### **Update on Capital Markets**

Wednesday, Nov. 30, Noon – 1 p.m. Central  
*Tim Kiley, Public Financial Management*

Audience: chief executive officers, administrators, trustees and board staff

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Co-sponsored by:



TEXAS HOSPITAL ASSOCIATION



## SESSION DESCRIPTIONS

### **Finding the Money**

Wednesday, Sept. 21, Noon – 1 p.m. Central  
*Carsten Beith, Bette Kraus and Tim Schier, managing directors, Cain Brothers, Chicago*

Beith, Kraus and Schier will present three non-traditional approaches to ensuring hospital survival: monetizing real estate to raise capital for core operations; alternatives to traditional public debt financing; and entering into a merger or acquisition.

### **Industry Consolidation Trends: Mergers, Acquisitions and Joint Ventures**

Wednesday, Oct. 26, Noon – 1 p.m. Central  
*Jerry Bell, partner, Fulbright & Jaworski LLP, Austin*

Bell will discuss the role of the board in major transactions of the hospital, including acquisitions, sales, mergers, consolidations and major joint ventures. Topics to be included are the board's duty to assess the business and strategic rationale for the transaction, review and understand the principal terms of the transaction; to ensure appropriate due diligence and review process occurred; to ensure the terms of the agreement are commercially reasonable and any compensation being paid is fair market value. Also included will be consideration of the role and perspective of the Texas Attorney General in these transactions, and how to obtain from outside experts and legal counsel opinions to support the transaction.

### **Update on Capital Markets**

Wednesday, Nov. 30, Noon – 1 p.m. Central  
*Tim Kiley, senior managing consultant, Public Financial Management, Orlando*

Kiley will discuss the current tax-exempt bond market for health care providers including consideration of market access, bond ratings and bond structure.

*The views expressed by the speakers do not necessarily reflect the policies or opinions of the Texas Healthcare Trustees.*

## FACULTY

**Carsten Beith** joined Cain Brothers in 1993 to open the firm's Chicago office. Since joining Cain Brothers, he has been primarily involved with financial advisory engagements on behalf of hospitals and health systems, managed care organizations, ambulatory surgery centers, specialty providers and physician organizations. His engagements have encompassed a broad array of transactions including sales, acquisitions, mergers, joint ventures and restructurings, as well as the placement of debt and equity.

**Jerry Bell** is a partner and head of Fulbright & Jaworski LLP's Health Law Business and Regulatory Department and practices in the firm's Austin office. He practices exclusively in the health care area where he represents hospitals, medical schools, health maintenance organizations, preferred provider organizations, physician groups and other health care entities and providers. This representation includes a wide variety of matters, including business transactions, federal and state regulatory issues, hospital medical staff matters, insurance disputes, corporate matters and general health law questions.

**Tim Kiley** is a senior managing consultant in Public Financial Management's Orlando office specializing in health care and higher education finance. He has more than 28 years' experience in the financial management field, and has spent most of his career working with health care and higher education organizations. Prior to joining PFM in 2009, Kiley was a managing director in charge of new issue origination for SunTrust Robinson Humphrey in Orlando. Kiley has first-hand experience with all major products that have been actively employed in the municipal finance market. He has particular expertise in the market for variable rate demand bonds and also has extensive experience in structuring derivative product solutions for health care and higher education issuers.

**Bette Kraus** joined Cain Brothers in 2009 and has had 26 years of experience as a senior banker serving a number of nonprofit health care clients nationally. She has worked with single site community hospitals to academic medical centers to multi-state, multi-hospital systems. She has provided a wide spectrum of services including structuring tax-exempt and taxable financings, optimizing credit presentations, creating obligated groups, negotiating with credit enhancers and executing merger and acquisition assignments, as well as working closely with clients on strategic and financial planning.

**Tim Schier** joined Cain Brothers in 1993 and has spent his entire 21-year career in health care investment banking and real estate. At Cain Brothers, Schier is

a member of the Real Estate Group and Tax-Exempt M&A Group. He has helped transact more than five million square feet of medical real estate deals, and has advised hospitals, physician groups, managed care companies and other health care service companies in their capital, merger and acquisition, and strategic partnering needs.

## CONTINUING EDUCATION

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Continuing Education Certificates for The Joint Commission proof of attendance will be issued to all registrants attending each teleconference. These certificates should be placed on file at your hospital to show The Joint Commission surveyor, Texas Department of Rural Affairs and/or Texas Academy of Governance as evidence of meeting trustee education requirements.

The Texas Hospital Association is authorized to award **1.0 hour** per program of pre-approved Category II (non-ACHE) continuing education credit for each session in this program toward advancement or recertification in the American College of Healthcare Executives. Participants in this program wishing to have the continuing education hours applied toward Category II credit should list their attendance when making application to the American College of Healthcare Executives for advancement or recertification.

Attendance Policy: Participants who attend the entire program and complete and submit the original Certificate of Attendance and Evaluation forms will be awarded applicable continuing education credit.

## REGISTRATION

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**Individual Session:** .....\$199

**Entire Series:** .....\$549

Prior to the event, you will receive instructions and passwords for accessing the event, along with the presentation materials. After the event, you will receive a link to access the audio recording (*included in registration fee*).

Participants should register at least three business days prior to the event to ensure optimal processing of conference materials. To register, please submit the attached registration form or register online at THT's website, [www.tht.org](http://www.tht.org). If you have not received confirmation, via the email provided on the registration form, at least five business days prior to the event, please contact the THT Registrar at 800/252-9403, ext. 1057, or via email to [registrar@tha.org](mailto:registrar@tha.org). Without payment (via check or credit card), your

registration cannot be processed, and you will not receive connection instructions.

The registration fee includes one toll-free telephone connection to hear the presenter, one Web connection and a recording download. Participants are encouraged to log in 15 minutes prior to the start of the program, as the program will begin on time. It is the responsibility of the registrant to download and/or access presentation materials prior to the day of the event. If your email address changes, you do not receive an email with instructions from THT or you are unable to download or open presentation materials, please contact THT two days prior to the event to allow time to address the issue.

### Substitution, Transfer and Cancellation Policy

Registrants unable to attend may send an alternate. Please notify THT prior to the program, if possible. Transfer from one THT education program to another is not permitted and no financial credit will be granted. If a registrant cancels, the registration fee, less a 20 percent service charge, is refundable only if THT receives notice in writing at least five business days prior to the program. (Send notification via email to [registrar@tha.org](mailto:registrar@tha.org) or fax to 512/692-2653.) Once the instructions (including access codes) have been sent, the refund will be issued only after the program runs and it is verified that the registrant did not access the programs. THT reserves the right to cancel or reschedule programs as determined necessary. If a program is cancelled, full registration refunds will be issued.

If you have content questions or special needs that require accommodation, please contact Arlena Buck at THT at 512/465-1562 or via e-mail to [abuck@tha.org](mailto:abuck@tha.org).

### CRITICAL ACCESS HOSPITALS

Critical Access Hospitals are eligible to receive reimbursement for trustees registering for the Trustee Webinar Series through the CAH Board of Trustees Continuing Education Program. For more information, see the Texas Department of Rural Affairs website at [www.tdra.state.tx.us](http://www.tdra.state.tx.us) or contact Stephanie Uecker at TDRA at 512/936-7876 or [stephanie.uecker@tdra.texas.gov](mailto:stephanie.uecker@tdra.texas.gov).



TEXAS HEALTHCARE TRUSTEES

P.O. Box 679010, Austin, TX 78767-9010

Fall 2011
Webinar Series

Address Service Requested

Registration Form (Photocopies may be used.)

Texas Healthcare Trustees Webinar Series

Complete three-part series .....\$549
(Including audio download) Total \$

Individual Session(s) - per connection:
Sept. 21: Finding the Money .....\$199
Oct. 26: Industry Consolidation Trends.....\$199
Nov. 30: Update on Capital Markets .....\$199
\*Recording download included in registration fee
Total \$

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Seminar #: 593 (9/21); 594 (10/26); 595 (11/30); 596 (series)
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