

Municipal Training and Education Conference
co-hosted by



October 21, 2019

What is RIHEBC?

- ▶ Rhode Island Health and Educational Building Corporation.
- ▶ Quasi-state agency that issues tax-exempt bonds on behalf of private and public educational institutions, and healthcare entities.
 - Quasi = created by the state but governed by an independent board of directors, and services and operating expenses funded by fees collected.
- ▶ Bond proceeds are used for mission critical construction projects and school construction and renovation.



Recent RIHEBC Bond Issues



Public School Pool, City of Cranston – 4/11/19: \$11,335,000 – Health and Safety projects



City of Pawtucket – 6/11/19: \$17,975,000 – Finance city-wide school improvements



Public School Pool, Town of North Providence – 4/11/19: \$30,045,000 – Construction of two new elementary schools



Providence Public Building Authority – 6/27/19: \$20,000,000 – Finance city-wide school improvements



Blackstone Valley Prep – 4/26/19: \$16,000,000 – Acquire the previously leased, 40,000 square foot high school



Brown University – 7/18/19: \$54,560,000 – Refund the University's 2009A bond issue



Mount Saint Charles Academy – 5/1/19: \$3,700,000 – Design, construct, and furnish new dormitory



Kingston Hill Academy – 8/21/19: \$6,200,000 – Refund the School's portion of the 2004A bonds and finance a school expansion project



Saint Raphael Academy – 5/1/19: \$3,121,000 – Current refunding of the institution's 2015 bond issue



Town of Jamestown – 9/17/19: \$5,070,000 – Finance repairs at the Melrose Elementary and Lawn Middle Schools



Trinity Academy for the Performing Arts – 5/31/19: \$6,500,000 – Purchase the land and building to house grades 7-12



City of Warwick – 9/24/19: \$5,445,000 – City-wide capital improvements

What's Changing at RIHEBC?



- ▶ Electronic presence
- ▶ Boots on the ground
- ▶ Financing team choices
- ▶ Financing process



Electronic Presence

▶ www.rihebc.com

- Check out RIBlog
- Check out Borrower Resources – access financing applications, helpful borrower information and more

▶ Social media

- LinkedIn -- Rhode Island Health and Educational Building Corporation
- Twitter -- @RIHEBC1

- ▶ Newsletter – short and sweet and to the point. Contact azarek@rihebc.com to be added to the distribution list.



Boots on the Ground

- ▶ We want to meet you and see the fruits of your labor and our financing assistance!
 - ▶ Invite us to ground breakings and ribbon cuttings.
 - ▶ If your project was completed 100 million years ago, we still want to see it, and to let you know it's time to build a new one.
 - ▶ If we haven't met you yet, we want to visit with you.
 - ▶ Call us, or we will call you!
 - ▶ 401-831-3770



Financing Team Choices

- ▶ This past July, RIHEBC undertook an RFP process to broaden our borrower's choices when it comes to financial advisor and bond counsel firms.
- ▶ In the past RIHEBC had two financial advisory firms and four bond counsel firms.
- ▶ We have expanded this pool to eight financial advisory firms and ten bond counsel firms.



Pre-Financing Assistance

- ▶ My most important message to you today is -- **call RIHEBC in the earliest stages of a borrowing.**
- ▶ We have knowledge and expertise that can help you formulate a plan and next steps.
- ▶ While not all RIHEBC's borrowers require such pre-financing assistance, for those that do, or are not sure if they do, we encourage you to call us.



Financing Process – New and Different

RIHEBC now has a single, dedicated financial advisory firm - Acacia Financial.

Previously, RIHEBC assigned an FA and a bond counsel to the transaction.

- Now borrower has input and choice on both roles. We will help you identify these professionals.
- We encourage you to have your own FA who will be your fiduciary and owe you a duty of care and loyalty.

Previously you were required to attend 3 separate RIHEBC board meetings.

- Now -- for a typical transaction, you are only required to attend the board meeting where Preliminary Approval is sought.
- You are always welcome to attend any and all of our board meetings.



Financing Process – the Same



- ▶ Three stage approval –
 - ▶ Application Acceptance
 - ▶ Preliminary Approval
 - ▶ Final Approval
- ▶ A lot of lawyers
- ▶ A lot of conference calls
- ▶ A lot of documents to read and sign

- ▶ **END RESULT:** Low-cost capital to fund your project or refinance high interest rate debt

- ▶ The process is more fully described at our website.
 - ▶ <http://rihebc.com/financing-assistance/>

