

WHEFA

WHEFA has been providing active capital financing assistance to Wisconsin non-profit healthcare institutions since 1979. WHEFA's enabling statute has been subsequently expanded to include the issuance of bonds for the benefit of independent colleges and universities, independent K-12 schools, continuing care facilities, health education centers, and research facilities.

WHEFA staff assists healthcare and educational institutions in analyzing financing alternatives and in structuring revenue bond issues to meet their needs. Funds for each project are obtained through the sale of revenue bonds of WHEFA. Bonds are sold to institutional and bank lenders in "direct placement" transactions and to individual and institutional investors in "public offerings". Bond sale proceeds are loaned by WHEFA to the borrowing institution or project sponsor. Additional benefits and economies are gained when WHEFA does system financings, pooled loan programs, or structured financing programs which are utilized by multiple borrowers.

The credit supporting any WHEFA bond issue is the credit of the borrowing institutions involved. The availability of financing depends in each case upon the credit-worthiness of those institutions. WHEFA bonds are not a debt, liability, or "moral" obligation of the State of Wisconsin. In most cases, interest paid on WHEFA bonds is exempt from federal income taxation, resulting in materially lower financing costs to the borrowing institution. Interest on bonds issued by WHEFA is generally not exempt from present Wisconsin income taxation.

THE BENEFITS OF A WHEFA FINANCING

WHEFA staff assists healthcare and educational institutions in a variety of different ways, which may include:

- Providing front end analysis and advice when borrowers are deciding among financing alternatives and credit enhancements.
- Imparting the knowledge and experiences from one transaction to another.
- Employing high quality professionals, thereby standardizing work at a high level.
- Confirming interest rates negotiated are appropriate.
- Expediting the financing process.
- Verifying that costs of issuance are appropriate.
- Having the ability to issue bonds for projects in multiple locations (including contiguous states).
- Providing educational assistance through newsletters and conferences.
- Offering assistance in the determination of eligibility for tax-exempt financing.
- Developing unique financing alternatives.
- Advocating for the continuation and improvement of the tax-exempt financing process.
- Maintaining professional competence through membership in the National Association of Health & Educational Facilities Finance Authorities (NAHEFFA).

WHEFA ACTIVITY

For the fiscal year ending June 30, 2010, WHEFA successfully completed 30 financings totaling \$1,453,441,851. Thirty-one percent of the bonds issued were used to refinance outstanding debt, thus substantially reducing debt service costs. One borrower used WHEFA for the first time. As of June 30, 2010, WHEFA has participated in 633 bond issues totaling \$15.97 billion over its 31-year history.

RECENT WHEFA FINANCINGS

WHEFA has successfully completed a number of financings during 2010. Some recent activity includes:

- SSM Healthcare – Janesville, Madison, Baraboo
New Money - \$121,845,000
- Thedacare – Appleton, Neenah, New London, Waupaca
Refinancing - \$22,235,000
- Mercy Alliance – Janesville, Walworth
Refinancing - \$40,445,000
New Money - \$8,000,000
- Attic Angel – Madison
Refinancing - \$17,300,000
- Lakeland College – Sheboygan
Refinancing - \$12,700,000
New Money - \$3,400,000

MISSION STATEMENT

The Wisconsin Health and Educational Facilities Authority ("the Authority") assists all eligible borrowers to obtain and maintain access to the broadest range of low cost, private capital market funding possible.

VISION STATEMENT

WHEFA will be an ally to borrowers fulfilling its mission by providing prompt, user friendly services including communication, education, and advocacy directed towards borrowers, lenders, government, the public, trade associations, and financing team participants.

WHEFA's ability to be successful is dependent on effective Member leadership and a staff that can provide operational excellence. This success will require Members and staff who are well informed about the industries served and who stay abreast of financing needs and options; they will exercise strong oversight using performance indicators to ensure strategic objectives are being identified and met; and employee policies and incentives that provide for the recruitment and retention of high quality, experienced staff to implement programs and services.

WHEFA MEMBERS

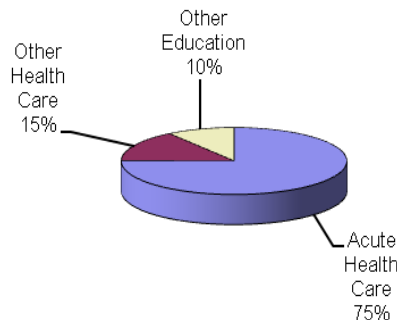
Richard J. Canter, *Chairperson*
Tim Size, *Vice-Chairperson*
Bruce Colburn
Kevin M. Flaherty
Beth L. Gillis, MD
Richard Keintz
Ken Thompson

WHEFA STAFF

Lawrence R. Nines, *Executive Director*
Dennis P. Reilly, *Associate Executive Director*
Tanya L. Wilson, *Manager of Operations & Finance*
Stephanie L. Schirripa, *Administrative Assistant*

WHEFA ACTIVITY

(TOTAL DOLLARS ISSUED – as of 06/30/10)



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WISCONSIN HEALTH AND EDUCATIONAL FACILITIES AUTHORITY

