



WHAT WE DO

WE CREATE FINANCIAL SOLUTIONS TO INCREASE NET INCOME AND ACCELERATE ACCESS TO CAPITAL FOR CLIENTS IN BOTH THE PUBLIC AND PRIVATE SECTORS. THE CHALLENGE IS TO CREATE AND IMPLEMENT THESE FINANCIAL SOLUTIONS 1) IN ACCORDANCE WITH THE LAW; 2) WITHIN FINANCIAL COVENANT LIMITATIONS; 3) AT INCREASED ECONOMIC/FINANCIAL EFFICIENCY COMPARED WITH ANY CURRENT SOLUTION; AND (4) FOR PUBLIC SECTOR CLIENTS, WITHOUT ADDING A TAX BURDEN.

EXAMPLES

PUBLIC SECTOR #1: A SCHOOL DISTRICT WAS HAVING AN INCREASINGLY DIFFICULT TIME PASSING BOND ISSUES AS THEIR EFFORTS HAD BOTH FINANCIAL AND POLITICAL COSTS, IRRESPECTIVE OF THE BOND ISSUE'S SUCCESS. THE POLITICAL COST WAS UNIVERSAL REGARDLESS OF SUPPORT: THOSE IN FAVOR OF THE BOND ISSUE "HELD THEIR NOSES" WHILE VOTING "YES". NO ONE WANTED TO GIVE UP MORE MONEY. THERE WAS ALSO THE FINANCIAL COST. WIN OR LOSE, THE SCHOOL DISTRICT HAD TO PAY FOR THE REFERENDUM AND BOND COUNSEL. AND IF THEY WON, THEY ALSO PAID THE UNDERWRITING FEES. SO THE BOND "SOLUTION" FROM A FINANCIAL PERSPECTIVE IS HIGHLY INEFFICIENT – COMPARED WITH A SOLUTION THAT ACCOMPLISHES THE SAME GOAL (ACCELERATING RECEIPT OF TAX REVENUE) BUT WITHOUT THE COSTS OF A BOND. GOVERNANCE DEVELOPED SUCH A SOLUTION.

PUBLIC SECTOR #2: A STATE WAS STRUGGLING TO RETAIN BUSINESSES – THERE WAS A GENUINE, SIGNIFICANT LONG-TERM FLIGHT OF BUSINESSES TO OTHER STATES. AND YET, FOR POLITICAL REASONS, STATE LEADERSHIP COULD NOT DIVERT FINANCIAL RESOURCES FROM SOCIAL TO BUSINESS RETENTION AND ATTRACTION PROGRAMS. GOVERNANCE IDENTIFIED SIGNIFICANT FUNDS (\$ HUNDREDS OF MILLIONS) THAT THE STATE COULD USE FOR BUSINESS RETENTION PURPOSES. THE STATE BEGAN TO UTILIZE SAID FUNDS, SAVING JOBS THAT OTHERWISE WOULD HAVE BEEN LOST.

PRIVATE SECTOR: A CLIENT'S GROWTH WAS LIMITED BY ITS LINE OF CREDIT. GOVERNANCE CREATED A SOLUTION THAT PROVIDED BOTH: 1) ACCELERATED ACCESS TO RECEIPT OF REVENUE; AND 2) INCREASED AVAILABLE CAPITAL – IN COMPLIANCE WITH THE CLIENT'S EXISTING CREDIT FACILITY.





FAQS

- COLLABORATIVE NEGOTIATING APPROACH STEEPED IN ECONOMIC & DEMOGRAPHIC RESEARCH & ANALYSIS
- ALL SITUATIONS AND SOLUTIONS SATISFIED FROM TWO PERSPECTIVES: RAISON D'ÉTAT AND RAISON D'ÊTRE
- BENEFITS AVAILABLE FOR BOTH PUBLICLY TRADED AND PRIVATELY HELD COMPANIES
- BENEFITS AVAILABLE FOR MUNICIPALITIES, COUNTIES, PARISHES, SCHOOLS, HOSPITALS AND COLLEGES

