



20TH ANNUAL EFC MEMBERSHIP MEETING

Chandler, Arizona

March 8 – 9, 2012

PRELIMINARY AGENDA

SUBJECT TO CHANGE

WEDNESDAY, MARCH 7, 2012

- 10:00 a.m.** **Golf Outing** (pre-registration required – limited space)
- 3:00 p.m. – 4:30 p.m.** **Registration**
- 3:30 p.m. – 4:15 p.m.** **Board Meeting – *Executive Session – Closed Session***
- 4:15 p.m. – 4:30 p.m.** **Break**
- 4:30 p.m. – 6:00 p.m.** **EFC Voting Member CEO Meeting (*Voting Members Only*)**

Evening on Your Own

THURSDAY, MARCH 8, 2012

- 7:30 a.m. – 8:30 a.m.** **Breakfast**
- 7:30 a.m. – 4:00 p.m.** **Registration**
- 8:15 a.m. – 9:00 a.m.** **Chairman & President's Reports / Results of EFC Board of Director's Election**
In celebration of the EFC's 20th Anniversary, EFC will provide a quick review of how the association has transitioned from its humble beginnings to where it stands today.
- 9:00 a.m. – 9:45 a.m.** **Federal Direct Loan Servicing – Implementation Challenges for NFP Servicers**
As not-for-profit servicers begin to go live – conversion issues and new criteria from the Department of Education arise. This session will identify and discuss these challenges, how they can be overcome, and what has yet to be resolved.



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- 9:45 a.m. – 10:30 a.m. Federal Direct Loan Servicing – Multiple Servicer Challenges for Institutions of Higher Education**
The elimination of the FFELP and changes to the preferred lender list rules has had a tremendous impact on institutions of higher education. Schools may no longer select their servicer and must now work with the TIVAS as well as the not-for-profit loan servicers. A panel of school representatives will discuss challenges financial aid administrators face in a multiple servicer environment and provide feedback on ways to improve servicing services.
- 10:30 a.m. – 10:45 a.m. Break**
- 10:45 a.m. – 11:45 a.m. Overcoming Hurdles and Obstacles in Setting Up a Supplemental Loan Program**
As college costs increase, federal loan limits remain capped, and institutions of higher education are seeking alternatives to federal financial assistance programs, new market opportunities for supplemental loan programs could develop. A panel of experts will examine the realities of creating and maintaining a supplemental loan program. The discussion will encompass operational issues such as staff requirements, origination, and servicing, as well as financing issues such as liquidity and rating agency challenges for start-up programs, refinancing portfolios, and statutory blocks for 150(d) organizations.
- 11:45 a.m. – 12:45 p.m. Credit Risk Management for Supplemental Loan Programs**
Student loan data analytics, risk management, and portfolio trends are key components to managing a successful supplemental loan program. Panelists will share expertise on maximizing these components in a strategic plan to ensure credit-based supplemental loan programs meet the capital markets' demand for portfolio credit quality.
- 12:45 p.m. – 1:45 p.m. Luncheon**
- 2:00 p.m. – 2:45 p.m. Implementation of the Dodd-Frank Act – What You Need to Know**
The enactment of the Dodd-Frank Wall Street Reform and Consumer Protection Act (Dodd-Frank Act) increased the role of federal finance regulatory agencies into the student loan finance market. This discussion will review the regulations proposed and finalized issued by the various governing agencies, including the impact of the Tower Rule, the Office of Municipal Securities, and the growing role of the SEC.



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- 2:45 p.m. – 3:30 p.m.** **CFPB in the Student Loan Marketplace**
President Obama’s recess appointment of Richard Cordray as Director of the Consumer Financial Protection Bureau (CFPB) has mobilized the bureau. This session will examine CFPB initiatives affecting nonprofit and state agency student loan agencies including those from the: Consumer Education & Engagement (Financial Education & Office of Students including the private student loan ombudsman); Research, Markets & Regulations (Installment & Liquidity Lending Markets); and the Supervision, Enforcement, Fair Lending and Equal Opportunity (includes non-bank supervision).
- 3:30 p.m. – 3:45 p.m.** **Break**
- 3:45 p.m. – 4:45 p.m.** **Washington Update**
From analyzing the after effects of the Supercommittee, to the litany of regulations on the horizon, the events in Washington will continue to impact nonprofit and state agency student loan providers. This presentation will provide an update on the key legislative issues and executive branch initiatives, including a discussion on activities from the Department of Education.
- 4:45 p.m. – 5:30 p.m.** **Time on Your Own**
- 4:45 p.m. – 5:30 p.m.** **EFC Board of Directors – *Executive Session – Closed Session***
- 5:30p.m. –** **EFC Reception & Dinner**

FRIDAY, MARCH 9, 2012

- 7:30 a.m. – 9:00 a.m.** **Breakfast**
- 8:00 a.m. – 11:00 a.m.** **Registration**
- 8:30 a.m. – 9:30 a.m.** **Capital Markets Update – The New Normal**
The capital markets continue their volatile trends as the European debt crisis creates continued uncertainty. A panel of experts will discuss the current state of the capital markets including the numerous factors that influence supply and demand for student loan bonds and what issuers should be aware of when evaluating future issuances or restructuring alternatives. Panel members will provide their insights on relevant topics such as the capital markets outlook, the U.S. and foreign sovereign ratings implications, and other macroeconomic trends that have an effect on investor demand and deal structures.



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- 9:30 a.m. – 10:15 a.m.** **Leveraging the National Focus on College Success: Effective Messaging & Communications Strategies**
In recent months, there has been a national focus on improving postsecondary access, affordability, and completion. This session will explore how nonprofit and state agency student loan organizations can leverage national goals to increase awareness of their college access and completion programs. Panelists will focus on effective messaging techniques and communications strategies.
- 10:15 a.m. – 10:30 a.m.** **Break**
- 10:30 a.m. – 11:15 a.m.** **Tax-Exempt and Government Entities – Tax Discussion**
The debate on tax reform on the Hill and activities of the tax-exempt and government entities (TEGE) division of the IRS has raised the importance of tax issues to nonprofit and state agency student loan agencies. Panelists will discuss key tax topics including TEGE and tax-exempt bond compliance initiatives.
- 11:15 a.m. – 12:00 p.m.** **New Market Opportunities – Sustainability of Direct Loans**
The ever-increasing federal debt has raised concerns that may open a national discussion on the sustainability of the Federal Direct Loan Program. This session will examine the potential for a new private sector/public sector student loan program including possible structures that the capital markets would support, the role of nonprofit and state agencies, and the political groundwork that needs to be laid to facilitate the development of the new student loan program in the future.
- 12:00 p.m.** **Adjourn**