

2025 Financial Management Conference

Lender and Investor Response to the Current Environment

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Agenda

- Introductions
- Review **Learning Objectives**
- Overview of session plan and timing
- Q&A
- Wrap up

Learning Objectives

- Discuss the current macroeconomic environment from a lender and investor perspective
- Explain how to tailor a request and approach to capital partners.

Questions

- We will pause during presentation and again at the end for Q&A.

Poll Question 1 – Show of Hands

The lens through which investors (debt/equity) view investment is:

- A. Project strength**
- B. CRA investor interest in the geography**
- C. Sponsor strength**
- D. All of the above**

Poll Question 2 – Show of Hands

Which of these is the most likely indicator of favorable pricing?

- A. Project strength**
- B. CRA investor interest in the geography**
- C. Sponsor strength**

Evaluation Reminder

- Please submit all conference evaluations.
- Look for the electronic evaluation link in your email.
- Contact consult.lwells@gmail.com if you do not receive the link.

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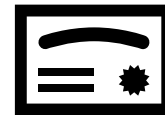
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