



G.L. Hicks Financial

FINANCIAL SERVICES

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GARY L. HICKS, PRESIDENT

Mr. Hicks has served as investment banker or financial advisor on more than two hundred separate taxable and tax-exempt financings which total more than \$2.5 billion in aggregate principal amount of debt issued. He has worked with all levels of healthcare providers on bond financings, from multi-hospital systems to small rural hospitals, congregate care facilities, clinics, blood banks and rehabilitation centers. Having worked as an investment banker, as a financial advisor and as a board member of an organization seeking bond financing, he has an understanding of issues affecting both sides of a transaction.

Mr. Hicks has assisted clients secure tax-exempt financing for acute care hospitals, skilled nursing and congregate care facilities, clinics, industrial and other project financings. Mr. Hicks formed G.L. Hicks Financial in July 1994, after having served as Vice President and Regional Manager of a national investment banking firm and prior to that, President and Chief Operating Officer of a California based investment banking firm that specialized in providing financial advisory and underwriting services to nonprofit and district healthcare providers.

During his over twenty years in municipal finance, Mr. Hicks has provided a wide variety of financial services to his clients, including the design and implementation of financing strategies, preparing capitalization analysis and coordinating rating agency presentations. He has been responsible for financings which include certificates of participation, revenue bonds, general obligation bonds, master indentures, advance refundings and variable rate debt. He has secured various commercial insurance products, Farmers Home Administration loans, Federal Housing Administration insurance, bank letters of credit and Cal-Mortgage insurance for his clients. Mr. Hicks is a member of the finance committee of The Asian Community Center of Sacramento Valley, a nonprofit public benefit corporation that owns and operates a 99-bed skilled nursing facility located in south Sacramento. He also serves as a board member of the El Dorado High School District Corporation, which serves as a financing conduit for certificate of participation financings for education related projects.

Mr. Hicks received a Business Administration degree in Accounting and an MBA degree in Finance from California State University at Sacramento. He is affiliated with the Hospital Financial Management Association and the California Society of Certified Public Accountants.