
Rhode Island Office of the General Treasurer's Municipal Training Conference

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Rating Agency Relationships

- Create trust
 - Know your Ratings Analyst
 - Be forthright
 - Straightforward and honest
 - Minimize surprises
 - Regular communication
 - Be prepared
- Create rating agency capital

Rating Agency Trends

- Rating Agency fees have become, in some cases, the largest cost of issuance category.
- Additional agency competition
- Increased use of one rating
- Market share of non-rated issues has declined
- Criteria has become more transparent
- Institutions have stronger credit research resources
- Risks associated with going with one rating or reducing number of ratings.
 - Seen as rating shopping
 - Other investor concerns
 - Issuer related risks