



***From Your Citizens to Overseas Investors – Who is
Interested in Your Bonds?***

Sunday, May 19, 2019 ■ 3:50 – 5:05 PM

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Speakers:

- Bryan Kidney, Director of Finance and Administration, City of Independence, MO (moderator)
- Tim Coffin, Senior Vice President, Breckinridge Capital Advisors
- Kimberley Nichols, Deputy Director – Division of Bond Finance, State of Florida
- Tom Paolicelli, Senior Manager, Business Development, BondLink

Session Outline:

1) Introduction of Topic and Speakers

2) Enhancing Marketability of Your Bonds

- Evolution of the vendor market base
- Response to the credit crisis
- Not just any TEB will do
- Where are we now?

3) Green Bonds/ESG

- Changing complexion of what investors care about
- Growing interest in sustainability
- What are the credit implications?
- Added transparency might drive additional interest

4) Outreach to Retail Investors

- Retail Order Periods
- How do you reach other interested investors? Europe? Asia?
- Electronic trading

5) Disclosure and Transparency

- Use of Technology

6) Questions and Answers

Learning Objectives:

Key takeaways and learning objectives for this session include:

- Insight about how to improve disclosure and investor outreach programs