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BDA's Public Finance Leadership Roundtable: Event Recap

Yesterday, the BDA held its Public Finance Leadership Roundtable. The webinar was attended by dozens of representatives from BDA member firms and was sponsored by Quarles & Brady, DPC Data, and Lumesis. The panel discussion focused on the most recent market, legislative and regulatory topics facing middle-market banks and dealers in 2021.

A recording of the event can be viewed here.

Roundtable Recap

The panel was moderated by Jeff Peelen, Partner, Quarles and Brady and featured:

- Frank Fairman, Managing Director and Head of Public Finance Services, Piper Sandler
- Mark Borrelli General Counsel, Huntington Securities,
- Anne Noble, Managing Director, and Chair of the Public Finance Executive Committee, Stifel; and
- Brian Battle, Director and Principal, Performance Trust.

Roundtable Agenda

- Workforce Challenges/Strategies/Silver Linings
- Post-COVID office/virtual challenges generally
- Challenges getting out to see clients especially w/ "next generation"
- Recruiting issues
- What is the "typical" path to bankers these days?

Legislative Update

- Federal legislative update from the BDA

Business Trends

- Will (lower rates and) higher volume continue?
- Last year: flight to quality
- This year: the emergence of high yield
- "Green" and ESG deals
- Impact of federal dollars — e.g., schools
- Increased project costs (labor & supplies in general)
- Slow-down of taxable refundings
- Pensions borrowings bolstering taxable volume

Regulatory Environment

- Expectations from new SEC leadership
- Fundamentally different views (MAs, underwriters)
- Implications of coming back to the office

- Remote inspections
- G-17
- Politicization (e.g., gun manufacturers)

Bond Dealers of America

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