



REGIONAL
BOND DEALERS
ASSOCIATION

**1940 Duke St.
Second Floor
Alexandria, VA 22314
703-486-5672**

PRESS RELEASE

For Immediate Release

Regional Bond Dealers Association Announces Formation; Group Will Focus on Key Issues Facing Regional Dealers

Washington, D.C.—Fourteen regional bond dealers today announced they are forming a new organization, the Regional Bond Dealers Association, which will focus on the issues and interests specific to U.S. regional, fixed-income securities dealers. The Association will work to advocate public policies and market practices aimed at improving the market environment and will also provide a forum for its members to discuss and debate issues of common interest.

“We are looking forward to promoting public policies and market practices that will improve the bond markets and the business environment for regional firms,” said Mark Medford, Chair of the new Association and President and CEO of FTN Financial. “We will also be focusing on forums for education, networking and discussion of opportunities and challenges unique to regional bond dealers.”

Membership in the new Association is open to any regional securities firm with a focus on the fixed income markets. The initial group of 14 founding members is Crews & Associates, Inc., Cronin & Co., Inc., Duncan-Williams, Inc., Fifth Third Securities, FTN Financial, G.X. Clarke & Co., Incapital LLC, ML Stern & Co., Seattle-Northwest Securities Corp., Southwest Securities, Inc., Stone & Youngberg LLC, Tejas Securities, Vining-Sparks IBG, and Wells Fargo Brokerage Services LLC.

In addition to Mr. Medford who was elected Chair, Kenneth Williams, President and CEO of Stone & Youngberg LLC, was elected Vice Chair and Silas Matthies, Executive Vice President of Wells Fargo Brokerage Services LLC, was chosen as Secretary-Treasurer.

As the first staff members of the new Association, Michael Decker and Mike Nicholas will serve as Co-Chief Executive Officers. Each brings substantial financial trade association experience to the new organization. Mr. Decker most recently served as Senior Managing Director, Research and Public Policy, at the Securities Industry and Financial Markets Association (SIFMA), while Mr. Nicholas was Managing Director, Capital Markets Group, at SIFMA where he directed all regional dealer activities.

“There has never been an organization before focused solely on the unique perspective of regional fixed income dealers,” said Mr. Decker. “The Regional Bond Dealers Association will serve an important role by representing the views of this vital segment of the financial services industry and providing a forum for firms to work together to improve the markets.”

“Last year, regional dealers underwrote over \$340 billion of municipal, securitized, corporate and agency bonds,” said Mr. Nicholas. “These firms serve a vital role in the market of bringing together borrowers and investors and providing market liquidity. In particular, regional bond dealers play a key role in financing the capital needs of innumerable public entities throughout the U.S.”

Media contact: Jon Teall at 212-317-8296 or jteall@teallassociates.com

The Regional Bond Dealers Association is a group of U.S. regional, fixed-income securities dealers with common interests and shared goals and values. RBDA works passionately to promote public policies and market practices that will improve the market environment and provides a forum for its members to debate and discuss issues of common interest.