

BDA Bond Dealers of America

National Fixed Income Conference

Conference Day 1: Thursday, October 19, 2017

8:00am **Registration Desk and Exhibits Open**

11:45am **Opening Lunch**

12:20pm **Welcoming Remarks**

Speaker:

Mike Nicholas

Chief Executive Officer

Bond Dealers of America

12:30 – 1:15pm

Fixed Income Oversight and Regulation – a Fireside Chat with FINRA President and CEO Robert Cook

Moderator:

Tom Dannenberg

President & CEO

Hutchinson, Shockey, Erley & Co.

Keynote Speaker:

Robert Cook

President & CEO

Financial Industry Regulatory Authority (FINRA)

1:15 – 2:00pm

Investor Roundtable

This panel of regional investors will focus on the investment outlook for municipal and corporate credit, the views of regional investors about how the fixed-income business and fixed-income markets are changing, and regional investor viewpoints related to fixed income market structure.

Moderator:

John Miller

Managing Director, Head of Municipal Institutional Sales & Underwriting for Fixed Income Services

Piper Jaffray

Panelists:

Wayne Becker

Executive Vice President, Corporate Treasurer & Chief Investment Officer

Plains Capital Bank

Other Panelists TBD

2:00 – 2:30pm

Networking and Refreshment Break in Exhibit Area

2:30 – 3:15pm

U.S. Corporate Bond Market Structure

This panel discussion will focus on U.S. corporate bond market structure. The panelists will discuss liquidity conditions, the role of electronic trading, changes on the buy side, and how regional dealer sales and trading teams are adapting to deliver client value.

Moderator:

Kevin McPartland

Principal of Market Structure & Technology Research

Greenwich Associates

Panelists:

Fred Allen

Managing Director & Head of Credit Sales

KeyBanc Capital Markets

Horace Carter

Managing Director, Head of Fixed Income Trading

Raymond James

Richard Schiffman

Open Trading Product Manager
MarketAxess

Bill Vulpis

Managing Director, Head of Virtu BondPoint
Virtu BondPoint

3:15 – 4:00pm

Market Opportunities and Outlook for U.S. Public Finance

This panel discussion will engage senior public finance professionals in a conversation about current municipal market conditions, including the credit and issuance outlook. Additionally, panelists will discuss how regulation and enforcement activities have changed the market in recent years.

Moderator:

Dan Deaton

Partner
Nixon Peabody

Panelists:

Keith Kolb

Managing Director, Director of Public Finance
Robert W. Baird

Sean McCarthy

Managing Director and Chief Executive Officer
Build America Mutual

David Medanich

Vice Chairman, Head of Public Finance
Hilltop Securities

Alex Wallace

Managing Director, Head of Public Finance
U.S. Bancorp, Municipal Products Group

4:00 – 4:15pm

Networking and Refreshment Break in Exhibit Area

4:15 – 5:00pm

Market, Business and Regulatory Trends Impacting the U.S. Fixed Income Markets

This panel discussion featuring senior capital markets professionals will focus on the most significant trends impacting the fixed-income business, including the shift from the brokerage model to the advisory model, how regulation, including the Fiduciary Duty Rule, will change the way dealers engage with retail customers, and how dealers are utilizing technology to connect with clients.

Moderator:

John Cahalane

Managing Director, Head of Tradeweb Direct
Tradeweb

Panelists:

Gregg Bienstock

Chief Executive Officer & Co-Founder
Lumesis

John Fechter

Managing Director, Taxable Fixed Income Trading
Wells Fargo Advisors

Kevin Giddis

Executive Vice President, Head of Fixed Income Capital Markets
Raymond James

5:00 – 5:30pm

View from the Buy Side: The Future of Fixed Income

In this featured interview, Jim Switzer, Head of Credit Trading at AllianceBernstein, and Kevin McPartland of Greenwich Associates will discuss buy-side perspectives on the future of the U.S. fixed income markets, the market and regulatory forces impacting the fixed-income business, how the buy side is changing the way it does business, and what it all means for the U.S. regional dealer community.

Moderator:

Kevin McPartland

Principal of Market Structure & Technology Research
Greenwich Associates

Panelist:

Jim Switzer

Head of Credit Trading

AllianceBernstein

5:30pm: Conclusion of Day 1
Cocktail Reception in Exhibit Area
Dinner on you own

Conference Day 2: Friday, October 20, 2017

8:00am

Breakfast and Networking in Exhibit Areas

9:00 – 9:45am

Managing the Growing Regulatory Burden

Panelists will discuss how increased regulation is impacting the fixed-income business. Specific regulatory discussions will focus on how best execution, the Municipal Advisor Rule, and FINRA 4210 will change the fixed-income business for regional dealers.

Moderator:

Lana Calton

Managing Director, Head of Clearing Services

Hilltop Securities

Panelists:

John Holman

Chief Operating Office/Chief Compliance Officer

First Southern Securities

Paige Pierce

Larimer Capital Corp.

John Reilly

Managing Director, Head of Business Strategy & Capital Markets Trading

Wells Fargo Advisors

Don Winton

Chief Operating Officer
Crews & Associates

9:45 – 10:30am

Municipal Market Rulemaking – An Interview of MSRB Executive Director Lynnette Kelly

Moderator:

Bernard Bailey

Managing Director
Assured Guaranty

Keynote Speaker:

Lynnette Kelly

Executive Director

Municipal Securities Rulemaking Board (MSRB)

10:30 – 11:15am

Tax Reform and DC Outlook

The panelists will discuss the political climate in Washington and the potential for congressional action on tax reform, including the potential impact on the municipal bond interest exemption, the possibility of a federal infrastructure package and what it could mean for public-private partnerships, and financial services regulatory reform.

Moderator:

Justin Underwood

Federal Policy Advisor
Bond Dealers of America

Panelists:

Jane Campbell

Director of Washington Office
National Development Council

Robert Kyle

Partner
Hogan Lovells

Vince Sampson
Special Counsel
Cooley LLP

11:15am

Closing Remarks

Speaker:

Mike Nicholas
Chief Executive Officer
Bond Dealers of America