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NEWS RELEASE

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CDFA-Stifel Nicolaus Innovative Deals Webcast Series Confirmed for 2013

Columbus, OH – The **CDFA-Stifel Nicolaus Innovative Deals Webcast Series** is a special five-part national webcast series focused on ground-breaking development finance deals across the country. Each webcast will focus on a unique topic, from infrastructure and transportation to hotel and retail development.

The **CDFA-Stifel Nicolaus Innovative Deals Webcast Series** will explore the creative financing structures of each deal and consider how bonds, tax credits, tax increment finance, and other sources can be used in combination to develop successful projects. The webcast series is free to join and is part of CDFA's ongoing leadership efforts to promote the sound use of development finance tools.

"CDFA is excited to partner with Stifel Nicolaus on this forward-thinking webcast series," said CDFA President & CEO, Toby Rittner. "Last year, over 800 professionals participated in our TIF-focused series, and we are looking forward to expanding these important and interactive discussions in 2013."

The first **CDFA-Stifel Nicolaus Innovative Deals Webcast Series** of the year will take place on Thursday, February 14, 2012 covering the topic "Hotels." This webcast will look at the latest in hotel development, showcase recent ground-breaking deals, and evaluate how the financing was assembled. Future webcasts will be held on May 16, August 8, October 17, and December 5. Webcasts are also recorded and saved for future review by CDFA members not able to attend the live presentations. Learn more and register for the Webcast Series [online](#).

"Stifel Nicolaus is proud to present this Innovative Deals Webcast Series with CDFA," said Laura Radcliff, Senior Vice President at Stifel, Nicolaus & Company, Incorporated "As one of the nation's largest brokerage and investment banking firms, it is clear to us that innovative approaches are key to successful project finance in today's economic environment."

The hour-long dialogues allow participants, no matter their location, to join the discussion, view presentations, and interact with experts around the country. Webcasts are open to all interested stakeholders in the economic development, energy finance, public finance and government leadership industries from both the private and public sectors.

Stifel Nicolaus is one of the nation's largest full-service brokerage and investment banking firms. Stifel maintains a retail brokerage force of approximately 2,000 financial advisors and has more than \$126 billion in assets under management. With more than 200 institutional sales professionals, Stifel covers nearly every major institutional bond purchaser throughout the country. The premier combination of retail and institutional penetration allows Stifel to structure and sell bond transactions with an optimal mix of buyers to help generate the lowest possible cost of capital for their clients.

The **Council of Development Finance Agencies** is a national association dedicated to the advancement of development finance concerns and interests. CDFA is comprised of the nation's leading and most knowledgeable members of the development finance community representing public, private and non-profit entities alike. For more information about CDFA, visit www.cdfa.net.

CDFA: Advancing Development Finance Knowledge, Networks & Innovation

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