



Columbia Capital Firm Update
October 2014

A photograph of a road surface, showing a white line on the left and a textured surface on the right. A yellow banner is overlaid across the top of the image.

Innovative Solutions. Proven Results.


Kansas City

Saint Louis

Chicago


Los Angeles

www.columbiacapital.com
contactus@columbiacapital.com



Columbia Capital Management, LLC is a municipal advisor, registered with the United States Securities and Exchange Commission and the Municipal Securities Rulemaking Board. As a municipal advisor, Columbia Capital provides advice to its clients as a fiduciary, the highest standard of care under the law.

Columbia Capital is independently owned with no outside investors and no debt. We are not affiliated with commercial or investment banks, institutional investors, hedge funds or real estate companies. **Independence matters.**





475

successful
transactions

25

billions of dollars of
par offered



220

local government
transactions

7.8

billions of dollars of
local par offered



10

employees

8

municipal
advisors

2

staff members
trained as lawyers

3

former government
employees

True Independence. No Conflicts of Interest.

0

outside
investors

0

dollars of
company debt

0%

chance we will ever be underwriting
bonds for a comparable issuer at
the same time as advising on yours

100

percent employee
ownership

0

affiliations with
banks

Trusted in the Region. Trusted around the Nation.





Comprehensive Services. Expert Execution.

Columbia Capital provides comprehensive advisory services from financial planning to conceptual plan of finance development to transaction execution to final maturity.

- **Transaction Financial Advisory Services.** Columbia Capital is a full-service financial advisory firm, meeting the needs of issuer and borrower clients across the wide spectrum of the municipal market.
- **Economic Development Consulting Services.** Columbia Capital provides advice and assistance to its clients in evaluating, transacting and managing economic development projects and financings.
- **Complex Financial Modeling.** Columbia Capital undertakes complex financial modeling assignments for its clients, building tools that are simple for issuers and borrowers to use and maintain but powerful in their analytics and their output.
- **Financial Planning.** Columbia Capital assists its clients in their annual and multi-year financial planning, include developing debt service projections, assisting with construction of capital improvement plans and developing public information.
- **Conceptual Plan of Finance Development.** As a regular advisor on new credits to the market and new security structures for existing issuers, Columbia Capital assists its clients in developing the conceptual legal, financial, investor marketing and mechanical frameworks of novel financings.
- **Rating Agency Strategy.** Working across a variety of municipal sectors, Columbia Capital maintains proprietary tools and models to assist us in advising our clients on rating strategy for new credits, existing credits and surveillance calls.
- **Investor Relations and Outreach Strategy.** Columbia Capital assists its clients in developing effective means of investor outreach, including road shows, websites and investor conferences.
- **Bond Proceeds Investment and Idle Funds Cash Management.** As an SEC-registered investment adviser, Columbia Capital manages more than \$275 million in portfolios comprised of operating funds, capital funds and bond proceeds.
- **munivault® Post-Issuance Compliance Service.** Columbia Capital developed this suite of post-issuance compliance services to ease its clients' administrative burden of managing tax advantaged transactions after the sale.



High-Quality Advice for Today...and Tomorrow.

Execution of public sector debt transactions today requires high-quality analysis, expert rating agency interaction, a mix of financing tools, a strong transaction team and an approach that balances desired policy outcomes with market realities. Columbia Capital uses 18 years of transaction structuring and management expertise to assist its clients in developing, evaluating and executing their plans of finance.

Contact us to learn how adding Columbia Capital to your transaction team can enhance the outcomes of your next transaction, as well as your ongoing debt management program.

Jeff White

Principal

913.312.8077

jwhite@columbiacapital.com

Dennis Lloyd

President

913.312.8050

dlloyd@columbiacapital.com

Kelsi Spurgeon

Principal

913.312.8055

kspurgeon@columbiacapital.com

columbiacapital.com
municipaladvisor.info