

Recent successes

Baird's Public Finance team is proud to celebrate a record-breaking year in 2010, and we thank the many communities, industry associations, colleagues and public, private and nonprofit organizations whose partnerships helped us achieve that success.



**Great outcomes.
Done well.**

High ranking as national managing underwriter*

- No. 1 by number of issues
- No. 1 for issues \$50 million or less (par amount and number of issues)
- No. 1 by number of American Recovery and Reinvestment Act (ARRA) issues
- No. 7 for issues \$100 million or less
- No. 11 by par amount

Record-breaking year

- Completed more than 650 issues as financial advisor, co-manager, senior manager or sole manager for a total of \$37.3 billion
- Increased our focus on specialty sectors such as charter schools, higher education, transportation, economic development and state financings
- Continued our presence as a leader in the fields of primary and secondary education and local government

Department growth

- Doubled our offices nationwide since 2005, increasing our staff by more than 30% and continuing to expand our services

Firm success

- While many competitors cut jobs during the economic downturn, our employment increased more than 12% over the last three years, including the addition of more than 150 senior-level professionals across our firm
- Baird ranked No. 14 on FORTUNE's 2011 100 Best Companies to Work For®, our eighth consecutive year among the nation's best employers

"Baird's Public Finance team has followed our clients' best interests while building a team of hard-working, dedicated leaders in our industry."

- Keith Kolb, Public Finance Director

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*Data sourced by Thomson Reuters as of December 31, 2010.

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