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THE RedFLYER Newsletter
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*publisher's note*

## New Muni Releases Still Setting Records as Q4 Begins

We are only a week into Q4 today but as of this writing, 2025 continues to be another banner year for Municipal Bonds, and **The Red Book** is the **Municipal Bond Marketplace®**, also known as **The Red Book**, looks forward to confirmation of that once final issuance numbers are released after that date. Here's why I think so:

What has your firm experienced so far in 2025? Deep into the fall season now, have you reached most of the goals you set back in January or do so many new bond issues this year have you in non-stop "catch-up" mode and always feeling just a bit behind?

### Fall Red Book to Ship in 4 Weeks

We are less than a month away now from the release of the Fall 2025 edition of **The Red Book** and we presume that you have ordered a robust sales season of our one-time-a-year offering which's trending in the industry. Establishment customers added new offices – two or more offices in some cases – in the Spring Edition of **The Red Book**, and we presume that when you receive your copy, it's worthwhile to address full circle to their advertising. In fact, look to open the most "color-filled" edition of **The Red Book** to decades when it heads out to notifices because it's the most "colorful" edition.

### 2025 Cal Pols Set for Nov. 3-6 in San Diego

Perhaps we will see you that same week at the **California Public Finance Conference** in San Diego this year, November 3-6, Monday-Wednesday. Whether attending sessions on trends in the industry, checking out new products in the Exhibit Hall, or networking at evening cocktail parties, leaders in the municipal-bond industry met great new business opportunities and connections that might not be made any other way while also enjoying what sometimes feels a little like a family-reunion at these events. If you do attend, please stop by and introduce yourself to John Schade, Regional Sales Manager, and me as we love meeting the faces behind the names.

The Red Book's sole purpose is to connect you all with one another through a simple, straightforward tool that helps you hold your business as you develop long-standing relationships with the people you do, bring in new business, and grow your business. Thank you for being part of the power of **The Red Book** itself to the **Municipal Marketplace®** Online or **MuniMarketplace.com**, more than **10,000 names of industry professionals** used subscribers as they research, reference and connect with these decision-makers, all who can help build your business, too.

As your business plans for 2026 continue to take shape here in these last three months of the year, consider how The Red Book can help you achieve your goals in 2026 and beyond. Learning our names is so easy and we do not limit the number of times you can call us. Learn more about our sales tools including the term of the Green Sheet **Business Development Center**, below | *Mention this Publisher's Letter when you reach out to us, and we will take 25% OFF orders placed by December 31!*

May you all have a productive and prosperous end to 2025!

Tom Rauch

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Sponsorship – Greenberg Traurig: National Leaders in Public Finance

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## Product News

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**Fall 2025 Edition** – The Fall 2025 edition of **The Bond Buyer's Municipal Marketplace®**, also known as **The Red Book**, will ship the first week of November. For subscription information and **special end-of-year pricing**, please visit **this web page** or contact:

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**More Municipal Issuers** – Do you want to reach Municipal Issuers? **The Red Book** has them and can now connect you with them. Over the years, **The Red Book** is now being provided twice a year free of charge to **1,200 of the Top Municipal Issuers** by volume of issues released as certified by EMMA (Electronic Municipal Market Access, a division of the Municipal Securities Rulemaking Board) and Bloomberg. Make a great first impression on these industry decision-makers with your firm's messaging in **The Red Book!**

Sponsorship – Taft Stettinius & Hollister, LLP

Taft Sherman Howard

**Sherman & Howard has joined forces with Taft, one of America's fastest-growing middle market law firms. Our combination brings a deeper bench of legal services, industry knowledge, and nearly 140 years of innovative thinking to the Mountain West region.**

Both firms have been pivotal in the economic development and growth of numerous cities and towns throughout the Midwest and the Mountain West serving as bond, issuers, tax, borrowers, disclosure, and underwriters counsel.

We take a proactive stance in our work, foreseeing potential legal challenges and opportunities, as we collaborate with bond financings, economic development instruments, tax incentive programs, and novel financing methods for projects throughout the country.

From conceptualization and structural assessment to finalization and ongoing compliance after issuance, our team is at work across the transportation industry, government, healthcare and cultural facilities, housing, airports, stadiums, and more. **Learn more about our capabilities here:**

**https://www.taftlaw.com/services/practices/public-finance-and-economic-development/**

## Business Development Center

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### The Red Book Database - Reach Who You Want, When & How You Want

Ever thought about reaching out to the **Municipal Marketplace®** listed in **The Red Book** for a new marketing campaign? Are you ready to launch a new product or service campaign to municipal-bond issuers, underwriters and tax-exempt funds? Do you want to reach them in large numbers? Does your team need some fresh sales leads that are both accurate and timely?

**The Red Book Database** might be just the resource to meet those needs and more. The Database includes all firms and individual names that are listed in **The Red Book** as well as those that have purchased Mailing Lists, Labels, Emails, or Phone Lists in the past. Depending on the year, the Database provides main- and branch-office locations and the sections in which they list. Each record contains the individual's first and last names, title, postal and e-mail addresses, and phone and fax numbers. For Mailing Lists, we also provide debt totals and the number of issues released going back more than a decade.

Lease the entire file of more than 10,000 names or narrow down the criteria by section, geography, or year of listing to the two. Our contact information comes directly from the companies who pay to be included in **The Red Book**, thus making it the most accurate and complete contact data in the industry. *Mention this Publisher's Letter when you reach out to us, and we will take an additional 25% OFF orders placed by December 31.*

Please **contact us** for more unique opportunities to help you achieve your firm's advertising and marketing goals.

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For more information about Foley, please contact:
Dana Leach | Partner | dleach@foley.com
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## Conference Schedule

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**The Bond Buyer's California Public Finance Conference**
**Monday-Wednesday, November 3-5**
Manchester Grand Hyatt
San Diego, California

Sponsorship – Dentons US LLP

DENTONS

### Award Winning Polycentric Global Reach

In recent years, state and local governments have been hard hit by historically low interest rates to issue tax-exempt bonds for infrastructure and community development. Simultaneously, increased federal and state regulation has heightened the need for skilled legal counsel to navigate complex municipal finance transactions.

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## Company News

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Here is a list of New Companies and Additional Offices that appear in the upcoming Fall 2025 edition of *The Red Book*, and are already on the **Municipal Marketplace®** Online at **MuniMarketplace.com**:

**New to The Red Book**

**Holley & Pearson-Farmer LLP** – Welcome to **The Red Book!** This firm is now listing its Atlanta, Georgia, and New York offices in the Municipal Bond Advisors Section.

**Lifebase Advisors, Inc.** – Welcome to **The Red Book!** This firm is now listing its Consulting Services in the Suppliers & Services Section.

**Tibbetts Law, PLLC** – Welcome to **The Red Book!** This firm is now listing its Scarborough, Maine, office in the Municipal Bond Attorneys Section.

**Adding New Offices**

**Academy Securities, Inc.** – added its Palm Beach Gardens, Florida, and San Antonio, Texas, offices to the Broker-Dealers & Underwriters Section.

**Akerman LLP** – added its Fort Lauderdale, Florida, office to the Municipal Bond Attorneys Section and its New York City office to the Project Finance: Attorneys Section.

**Baker Tilly Municipal Advisors, LLC** – added its Irvine, California, Frisco, Texas, and Seattle, Washington, offices to the Municipal Bond Advisors Section and its Frisco, Texas, office to the Project Finance: Advisors Section.

**Cathex, Hatter & Griewold LLP** – added its Cleveland, Ohio, office to the Project Finance: Attorneys Section.

**FHN Financial Capital Markets** – added its Cincinnati, Ohio, offices to the Broker-Dealers & Underwriters Section.

**Foley & Lardner LLP** – added its Madison, Wisconsin, office to the Municipal Bond Attorneys Section.

**Hawkins Delafield & Wood LLP** – added its Walnut Creek, California, and Pittsford, New York, offices to the Arbitrage Rebate, Municipal Bond Attorneys, and Tax Controversy Representation sections.

**Kutak Rock LLP** – added its Atlanta, Georgia, and Spokane, Washington, offices to the Tax Controversy Representation Section.

**McCarter & English, LLP** – added its Indianapolis (Carmel), Indiana, office to the Municipal Bond Attorneys Section.

**Orrick, Herrington & Sutcliffe LLP** – added its Miami and Boston offices to the Municipal Bond Attorneys Section.

**Stern Brothers** – added its Chicago, Illinois, and Dresel Mill, Pennsylvania, offices to the Broker-Dealers & Underwriters Section.

*Between print editions of* **The Red Book**, *companies can always contact us at* **RedBook@LexisNexisRisk.com** *to discuss changes to their listings. These changes begin appearing on the* **Municipal Marketplace®** *Online on* **MuniMarketplace.com** *within two weeks of submission.*

Sponsorship – SSBC's DBC

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*more information*

For more information about listing new offices, starting your own *Red Book* subscription, or updating information in *The Red Book*, contact:

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