



## Company Overview

Northland Securities, Inc., headquartered in Minneapolis, is a full service broker dealer and a member of FINRA and SIPC. The firm has offices in 6 states.

Northland Capital Holdings, Inc., the parent company, has three additional subsidiaries – Northland Networks, Inc., Northland Trust Services, Inc. and Northland Directions, Inc.

Since the origin of the company in October 2002, Northland and its affiliates have underwritten over \$4 billion of notes and securities, primarily tax exempt municipal bonds.

Northland has approximately 139 employees, 39 of whom are shareholders of the company.

In October of 2004, Mr. Glen Taylor, well known Minnesota business leader and owner of the Minnesota Timberwolves, became an investor in Northland Capital Holdings, Inc. and a member of the Board of Directors.

Clearing services for clients of Northland Securities are provided by Pershing LLC, an affiliate of The Bank of New York Mellon Corporation. The Bank of New York Mellon has equity capital of nearly \$29 billion, with total assets over \$184 billion.

Northland Securities is approved for all types of municipal underwritings. Its specialists include five fixed income traders, thirty fixed income investment brokers, and nineteen fixed income investment bankers.

Northland has acted as the underwriter or financial advisor on bond issues for over 200 midwest communities. Northland's largest bond underwriting as sole manager was for \$93,375,000.

Institutional equity research, sales and trading is a focus for the company, with over 20 employees dedicated to this area. In addition, Northland Corporate Finance professionals provide capital formation and advisory services.

Northland has over 5000 individual client investment accounts, and does business with over 300 midwest community banks, as well as other large institutional investors.



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**Member FINRA and SIPC**