



PRESS RELEASE

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Northland Securities Welcomes Jeffrey B. Kinney
Firm Adds Industry Veteran to Institutional Sales Force

MINNEAPOLIS, April 6, 2017 / -- Northland Securities, Inc., a full-service financial services firm based in Minneapolis, announces that Jeff Kinney has joined the firm as Director of Institutional Sales in their Denver office.

Jeff began his investment career in 1986 at Van Kampen Merritt and was there until 1991 when the Capital Markets division was closed. After that time, he worked for other leading securities firms, and later served as Vice President and manager of First Albany Corporation's Chicago branch. Jeff also worked for First Tennessee for eleven years prior to joining Wachovia Securities. At the time Wachovia was acquired by Wells Fargo, Jeff joined RBC for seven years and has now joined Northland Securities.

Before entering the securities business, Jeff served as assistant football coach at Northern Illinois University for two years. Prior to moving to Illinois, he was an insurance consultant and employee benefits administrator for HCK, Inc., in Lincoln, Nebraska. Jeff holds and maintains the FINRA Series 7 General Securities Representative and Series 63 Uniform Securities Agent registrations.

A University of Nebraska graduate, Jeff received his degree in education. While at Nebraska, Jeff played football and was named Academic All American, All American, and All Big Eight. In 1972, Jeff was drafted in the first round by the Kansas City Chiefs. He played there for four years and another two years with the Buffalo Bills.

Randy Nitzsche, Chief Executive Officer of Northland Securities, commented, "We are fortunate to have Jeff as part of the Northland team. He has the skills to continue building Northland Securities' leadership in the arena of institutional fixed income, and his proven industry experience and knowledge are valuable assets which will enhance the growth of our Denver office."

Jeff stated, "I am excited to start a new challenge and a new chapter in my career, and I look forward to building our team. Northland is a well-respected company, which is dedicated to integrity and service."

About Northland Securities, Inc.

Northland Securities, Inc., Member FINRA/SIPC, is a diversified financial services firm, including investment banking and full-service broker-dealer divisions, offering investment and finance services for government entities, financial institutions, non-profit organizations, and individual investors. Northland is a leading underwriter of tax-exempt bonds in the Midwest, and is recognized for its equity markets research and specialization in finance and capital market access for corporate, government, and non-profit clients. Headquartered in Minneapolis, Minnesota, Northland Securities has branch offices in Iowa, California, Colorado, New York, and Wisconsin.

News: <https://www.northlandsecurities.com/>

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