



**Rusty Fifield**  
**Municipal Strategist**  
**Managing Director**

CONTACT

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BACKGROUND

Rusty's unique background spans more than 38 years. He draws on experience in public finance, economic development, community planning and city management to serve Northland clients. This breadth of experience provides Northland's clients with valuable understanding on planning for and implementing development and capital investment projects. There are very few financing needs of local governments that Rusty has not encountered. He draws on this extensive experience to help clients find creative solutions to complex issues. An important part of Rusty's skill set is extensive experience in group decision making. These abilities are an integral part of Northland's service. Successful financial consulting services must create understanding and build the consensus to act.

Rusty's areas of expertise include: Debt issuance and management, financial planning, economic development, redevelopment, housing, annexations/mergers, strategic planning, group decision making.

EDUCATION

Rusty received his Bachelor's Degree in Economics from Fort Hays State University (Hays, Kansas), and his Master's Degree in Planning, University of Minnesota.

PROFESSIONAL LICENSES/DESIGNATIONS

He holds and maintains the FINRA Series 7 General Securities Representative, Series 24 General Securities Principal, Series 50 Municipal Advisor, Series 53 Municipal Securities Principal, and Series 63 Uniform Securities Agent registrations.

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