



**Brian Kujawa**  
**Senior Vice President**  
**Public Finance**

CONTACT

Phone: 612 851-4977

Email: [bkujawa@northlandsecurities.com](mailto:bkujawa@northlandsecurities.com)

BACKGROUND

Brian Kujawa is a Senior Vice President within the Public Finance Department. Brian's experience comes from trading and underwriting municipal bonds for more than 25 years. Brian has a deep understanding of the municipal market and has become an expert at analyzing municipal credits. He has worked closely with many public finance professionals throughout the region and the country in consulting on structure, market timing, pricing, and credit enhancement to help bring together the most optimal deals for both the issuers and buyers of municipal bonds. During his career, Brian has underwritten and traded bonds from nearly every issuer in the five state area, and thousands more throughout the country. He has managed or co-managed literally thousands of municipal syndicates and worked closely with buyers, both retail and institutional. He brings to Northland's Public Finance department a unique understanding of who exactly buys municipal debt and how the different issuers trade in the marketplace.

EDUCATION

He attended St. Thomas University in St. Paul, focusing on Economics.

PROFESSIONAL LICENSES/DESIGNATIONS

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

---

**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.

*NORTHLAND SECURITIES, INC. MEMBER FINRA AND SIPC*