



Joe Britt
Managing Director
Public Finance

CONTACT

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BACKGROUND

Joe joined Northland Securities in 2018 with over 20 years of experience serving state and local finance authorities throughout the country. He has assisted municipal bond issuers with over \$30 billion in financings across a variety of sectors, including general government, housing, public infrastructure, state revolving fund, and transportation.

Prior to joining Northland Securities, Joe worked at FTN Financial for over five years, where he led Midwest public finance and worked with select issuers in the Northeast and Southeast regions. He also established and led the firm's housing and state revolving fund sector practices, working with state agencies in multiple regions. Joe previously worked at Wells Fargo and its acquired firms for 15 years.

Joe lives in the West St. Louis County area with his wife and two sons. He enjoys spending time with family, camping, mountain biking, skiing, and trail running. Joe is an avid volunteer and serves in leadership positions for the Boy Scouts of America (BSA) organization. He completed the BSA advanced leadership training program and is an active member of the Order of the Arrow, BSA's National Honor Society.

EDUCATION

Joe earned a BA degree in Economics from Cornell University.

PROFESSIONAL LICENSES/DESIGNATIONS

Joe holds and maintains the FINRA Series 7 General Securities Representative, Series 52 Municipal Securities Representative, and Series 63 Uniform Securities Agent State Law registrations.

NORTHLAND SECURITIES, INC.

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