



PRESS RELEASE

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**Northland Securities Announces New Hires in Regional Offices
*Troy Bernberg, Joe Britt, and Chip Schultz Join Firm***

MINNEAPOLIS, January 9, 2019 / -- Northland Securities, Inc., a full-service brokerage firm based in Minneapolis, announces three new hires on their Public Finance team.

Troy Bernberg has joined the firm as Managing Director in the Public Finance division within the firm's Denver office. He joins Northland Securities as a 15-year public finance veteran, responsible for covering Colorado, the Rocky Mountain West, as well as the Midwest. Troy has worked on over \$1 billion in financings for a variety of borrowers including municipalities, counties, special districts, education, healthcare, and 501(c)(3) organizations. He earned his B.S. degree in Business Administration from the Leeds School of Business, University of Colorado – Boulder, and maintains the FINRA Series 7 and 63 registrations.

Joe Britt has joined the firm as Managing Director in the Public Finance division within the firm's new St. Louis office. He joins Northland Securities 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. He earned his B.A. degree in Economics from Cornell University, and maintains the FINRA Series 7, 52, and 63 registrations.

Chip Schultz has joined the firm as Managing Director in the Public Finance division within the firm's West Des Moines office. He has 20 years of public finance experience, primarily working with local governments throughout the State of Iowa. He was previously the head of Iowa Public Finance at D.A. Davidson, and has worked at UMB Bank, Ruan Securities, and PFM Financial Advisors. He earned his B.A. degree in Business/Political Science from Luther College, and maintains the FINRA Series 7, 53, and 63 registrations.

Randy Nitzsche, Chief Executive Officer of Northland Securities, commented: "All three of these bankers bring unique industry expertise and commitment to client relationships, traits we hold as cornerstones of our business philosophy. They all have the proven skills necessary to help Northland Securities' Public Finance Division continue to grow and exceed within the Midwest."

About Northland Securities, Inc.

Northland Securities, Inc., Member FINRA and SIPC, Registered with SEC and MSRB, 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, Missouri, New York, and Wisconsin.

Since its founding in 2002, Northland Securities has developed into a leader in Midwest Public Finance through its service to municipalities as Municipal Financial Advisor, Bond Underwriter, or Placement Agent.

SOURCE: Northland Securities, Inc., northlandsecurities.com.

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