



PROVIDING DIRECTION PRODUCING RESULTS

**Northland Securities, Inc. is a Leader in Underwriting
Bank Qualified Municipal Bonds in IOWA (2018)**
--- #1 for Par Amount and Number of Issues ---

2018 IOWA BANK QUALIFIED NEGOTIATED & COMPETITIVE NEW MUNICIPAL ISSUES			
<i>Managing Underwriters</i>	<i>Par Amount (US \$ mil)</i>	<i>Rank</i>	<i># of Issues</i>
NORTHLAND SECURITIES	128.12	1	31
Robert W Baird & Co	103.83	2	14
D A Davidson & Co	75.89	3	20
UMB Bank NA	67.33	4	17
Piper Jaffray & Co	67.08	5	9
FTN Financial	28.96	6	4
Janney Montgomery Scott LLC	26.89	7	3
SunTrust Robinson Humphrey	24.99	8	3
Baker Group LP	22.85	9	3
Bankers Bank/Madison WI	22.25	10	13

Northland's industry veterans have successfully met the investment and capital needs of a vast range of clients --- individual investors, schools, corporations, non-profits, institutions, and municipalities. Please contact us for more information on how Northland Securities may assist with the issuance of bonds or with other municipal financial services.

*Serving the Midwest with offices
in Denver, Des Moines, Milwaukee,
Minneapolis, and St. Louis.*



Visit us at: www.NorthlandSecurities.com

515-657-4675 | 800-851-2920 | 612-851-5900

**6903 Vista Drive
W. Des Moines, IA 50266**

**150 S. Fifth Street, Suite 3300
Minneapolis, MN 55402**

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Source: Bloomberg Finance L.P., 2018 League Tables Rankings, Full Year 2018. Calculations are based on full credit to the book running manager, or equal credit for joint managers.