



# PROVIDING DIRECTION PRODUCING RESULTS

## Northland Securities, Inc. is a Leader in Underwriting Bank Qualified Municipal Bonds in MINNESOTA (2018)

2018 MINNESOTA BANK QUALIFIED NEGOTIATED & COMPETITIVE NEW MUNICIPAL ISSUES			
<i>Managing Underwriters</i>	<i>Par Amount (US \$ mil)</i>	<i>Rank</i>	<i># of Issues</i>
Robert W Baird & Co	351.55	1	95
<b>NORTHLAND SECURITIES</b>	<b>259.55</b>	<b>2</b>	<b>80</b>
Piper Jaffray & Co	76.24	3	11
FTN Financial	64.95	4	10
Stifel	33.97	5	6
Fifth Third Bancorp	28.24	6	5
BOK Financial Corp	19.09	7	2
Janney Montgomery Scott LLC	16.49	8	2
United Bankers Bank	15.30	9	11
PNC Financial Services Group	14.78	10	2

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.*



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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.