



Catherine Winkelhake
Senior Vice President
Public Finance Services Manager
Public Finance Department

CONTACT

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BACKGROUND

Catherine Winkelhake manages the analytical, closing and continuing disclosure staff of Northland's Public Finance Department. Her public finance career spans over three decades, including positions as a municipal trader/underwriter, financial analyst, disclosure specialist and project manager. Catherine joined Northland in 2007, after a six-year hiatus from public finance to help establish a start-up nonprofit and serve as its Director of Administration.

Catherine is experienced in structuring debt, providing credit analysis, preparing primary and continuing disclosure documents, and determining the various finance options available to city, county, and school district issuers, as well as utilities and special authorities. In her role managing Northland's Public Finance support staff, she ensures that the quality of the work for Northland clients maintains our highest standards in meeting issuers' financing needs, while also balancing the regulatory requirements of the municipal securities industry. In serving as "traffic cop" for the Public Finance group, her goal is to make sure that each transaction flows smoothly from beginning to end, and that Northland's work product is always accurate and timely, and clearly communicates to the issuer every key aspect of their financing.

EDUCATION

Bachelor of Arts in English, College of St. Benedict, St. Joseph, Minnesota

PROFESSIONAL LICENSES/DESIGNATIONS

Series 7 - General Securities Representative

Series 24 - General Securities Principal

Series 50 - Municipal Advisor Representative

Series 63 - Uniform Securities Agent State Law Registration

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