



# PROVIDING DIRECTION PRODUCING RESULTS

## Northland Securities, Inc. is a Leader in Underwriting Bank Qualified Municipal Bonds in IOWA (2019)

2019 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>
D A Davidson	144.62	1	38
<b>NORTHLAND SECURITIES</b>	<b>132.76</b>	<b>2</b>	<b>36</b>
Robert W Baird & Co	90.08	3	15
UMB Bank NA	33.44	4	8
FHN Financial	33.35	5	4
Piper Jaffray & Co	27.45	6	7
Country Club Bank NA/Kansas City	18.88	7	5
Bankers Bank/Madison WI	18.04	8	11
Baker Group LP	12.60	9	3
Raymond James & Associates	11.00	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.*



Visit us at: [www.NorthlandSecurities.com](http://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**

Northland Public Finance is a division of Northland Securities, Member FINRA and SIPC, registered with SEC and MSRB.

For informational purposes only. Consult the appropriate professionals for tax and legal information. This is not an offer to buy or sell securities.

Source: Bloomberg Finance L.P., 2019 League Tables Rankings, Full Year 2019. Calculations are based on full credit to the book running manager, or equal credit for joint managers.