



PROVIDING DIRECTION PRODUCING RESULTS

Northland Securities, Inc. is a Leader in Underwriting Bank-Qualified Municipal Bonds in the Midwest

2019 MIDWEST BANK-QUALIFIED NEGOTIATED & COMPETITIVE NEW MUNICIPAL ISSUES

Managing Underwriters	Par Amount (US \$ mil)	Rank	# of Issues
Robert W Baird & Co	1,413.13	1	320
Stifel	473.102	2	92
NORTHLAND SECURITIES	457.19	3	131
D A Davidson	383.59	4	131
Piper Jaffray & Co	383.24	5	90
LJ Hart & Company	310.58	6	81
Hutchinson Shockey Erley & Co.	244.66	7	59
Baker Group LP	225.77	8	45
Ameritas Investment Corp	219.87	9	100
FHN Financial	172.87	10	24

2019 MIDWEST BANK-QUALIFIED COMPETITIVE NEW MUNICIPAL ISSUES

Managing Underwriters	Par Amount (US \$ mil)	Rank	# of Issues
Robert W Baird & Co	837.74	1	205
NORTHLAND SECURITIES	285.30	2	74
Piper Jaffray & Co	229.16	3	37
Baker Group LP	214.50	4	42
FHN Financial	172.87	5	24
Hutchinson Shockey Erley & Co.	172.14	6	44
BOK Financial Corp	112.98	7	39
Country Club Bank NA/Kansas City	102.69	8	27
Fifth Third Bancorp	65.77	9	17
Bank of New York Mellon	63.45	10	16

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Piper Jaffray & Co	383.24	6	90
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Hutchinson Shockey Erley & Co.	244.66	8	59
Bernardi Securities	172.80	9	57
Baker Group LP	225.77	10	45

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Hutchinson Shockey Erley & Co.	172.14	3	44
Baker Group LP	214.50	4	42
BOK Financial Corp	112.98	5	39
Piper Jaffray & Co	229.16	6	37
Bankers Bank/Madison WI	57.49	7	30
Country Club Bank NA/Kansas City	102.69	8	27
FHN Financial	172.87	9	24
Bernardi Securities	56.95	10	22

For information on how Northland's experienced Fixed Income Professionals can help your bank, please call us at:

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www.northlandsecurities.com

Serving Community Banks with offices in Denver, Des Moines, Milwaukee, Minneapolis, and St. Louis.

Member FINRA and SIPC, Registered with SEC and MSRB

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