



PROVIDING DIRECTION PRODUCING RESULTS

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

2020 MIDWEST BANK-QUALIFIED NEGOTIATED & COMPETITIVE NEW MUNICIPAL ISSUES

Managing Underwriters	Par Amount (US \$ mil)	Rank	# of Issues
Robert W Baird & Co	1,247.29	1	262
Piper Sandler & Co	939.82	2	232
D A Davidson	699.53	3	217
Stifel	643.99	4	129
NORTHLAND SECURITIES	576.27	5	164
LJ Hart & Company	480.46	6	123
UMB Bank NA	252.71	7	65
Bankers Bank/Madison WI	238.47	8	91
Bernardi Securities	195.52	9	61
Ameritas Investment Corp	189.81	10	80

2020 MIDWEST BANK-QUALIFIED COMPETITIVE NEW MUNICIPAL ISSUES

Managing Underwriters	Par Amount (US \$ mil)	Rank	# of Issues
Robert W Baird & Co	737.64	1	162
Piper Sandler & Co	475.17	2	80
NORTHLAND SECURITIES	343.77	3	97
UMB Bank NA	226.63	4	60
Bankers Bank/Madison WI	198.56	5	75
FHN Financial	177.44	6	31
BOK Financial Corp	170.76	7	48
Country Club Bank NA/KS City	147.72	8	36
Baker Group LP	123.39	9	27
Bank of New York Mellon	80.09	10	19

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Ameritas Investment Corp	189.81	8	80
UMB Bank NA	252.71	9	65
First National Capital Markets	121.20	10	64

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

612-851-5900 | 800-851-2920

www.NorthlandSecurities.com

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

Member FINRA and SIPC, Registered with SEC and MSRB

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