



Troy Bernberg
Managing Director
Public Finance

CONTACT

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BACKGROUND

Troy Bernberg is a 17-year public finance veteran and Managing Director for Northland Securities. Troy is responsible for covering Colorado, the Rocky Mountain West, as well as the Midwest. Troy has worked on over \$1.1 billion in financings for a variety of borrowers including municipalities, counties, special districts, education, healthcare, as well as 501(c)(3) organizations. Troy assists his clients from the plan of finance to closing, structuring the most cost effective and efficient transaction to meets his clients' needs. This includes work on revenue bonds (sales tax, water, wastewater, etc.), certificates of participation, (COP)/lease revenue bonds, and tax increment financing, all on a tax-exempt or taxable basis. Troy also brings creativity to an engagement and is proud to have worked Colorado's first forward delivery refunding in 2014 as well as a unique TIF transaction for the United States Olympic Museum in Colorado Springs.

Troy is a member of a variety of industry organizations including the Colorado Municipal League (CML), Colorado Counties, Inc. (CCI), the Special District Association (SDA), as well as the Colorado Government Finance Officers Association (CGFOA) and Downtown Colorado Incorporated (DCI), both for whom he's served as a conference speaker on several occasions.

EDUCATION

Troy received a B.S. degree in Business Administration (Finance Emphasis) from the Leeds School of Business, University of Colorado - Boulder.

PROFESSIONAL LICENSES/DESIGNATIONS

He holds FINRA Series 7 General Securities Representative and Series 63 Uniform Securities Agent Exam registrations.

NORTHLAND SECURITIES, INC.

Northland Securities, Inc., Member FINRA/SIPC, Registered with SEC and MSRB, is a diversified financial services firm, including investment banking and full-service broker-dealer divisions, offering investment and finance services for government entities, financial institutions, non-profit organizations, and individual investors. Northland is a leading underwriter of tax-exempt bonds in the Midwest, and is recognized for its equity markets research and specialization in finance and capital market access for corporate, government, and non-profit clients. Headquartered in Minneapolis, Minnesota, Northland Securities has branch offices in Iowa, California, Colorado, Michigan, New York, and Wisconsin.



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COMPLETED TRANSACTIONS (2013-2018)					
ISSUER	STATE	DESCRIPTION	SIZE	DEAL TYPE	YEAR
Alamosa	CO	Certificates of Participation	\$4,300,000	Private Placement	2017
Alpensee Water District	CO	Revenue	\$1,245,000	Direct Loan - Refunding	2016
Auraria Higher Education Center	CO	Certificates of Participation	\$13,065,000	Direct Loan - Refunding	2015
Auraria Higher Education Center	CO	Revenue - Student Fees	\$6,000,000	Direct Loan	2015
Basalt	CO	General Obligation - Taxable	\$1,888,000	Direct Loan	2014
Basalt (Rocky Mountain Institute)	CO	Revenue - Private Activity	\$7,500,000	Direct Loan - Variable/Fixed Rate Draw	2014
Beaver Creek Metropolitan District	CO	Certificates of Participation	\$6,345,000	Direct Loan	2015
Cedaredge	CO	Revenue - Water Utility	\$2,314,000	Private Placement	2017
Colorado College	CO	Revenue	\$16,730,000	Direct Loan - Refunding	2015
Denver (Botanical Gardens)	CO	Certificates of Participation	\$15,506,673	Direct Loan - Refunding	2017
Denver Art Museum	CO	Revenue	\$47,000,000	Direct Loan	2018
Denver Health & Hospital Authority	CO	Lease Purchase/COP	\$52,000,000	Direct Loan	2015
Golden	CO	Revenue - Water Utility	\$2,900,000	Direct Loan - Refunding	2013
Golden	CO	Certificates of Participation	\$8,795,000	Direct Loan - Refunding	2016
Gunnison	CO	Revenue - Sales Tax	\$5,945,000	Direct Loan - Refunding	2015
Gunnison County	CO	Certificates of Participation	\$9,710,000	Negotiated Underwriting	2013
Gunnison Valley Health	CO	Revenue - Healthcare	\$22,250,000	Private Placement	2017
Little Thompson Water District	CO	Revenue - Water Utility	\$4,905,000	Direct Loan	2014
Metro State University of Denver	CO	Revenue	\$4,000,000	Direct Loan - Variable Rate	2014
Pagosa Springs	CO	Certificates of Participation	\$2,660,000	Negotiated Underwriting	2016
Parker	CO	Revenue - Sales Tax	\$9,880,000	Direct Loan - Refunding	2015
Superior	CO	Revenue - Sales Tax	\$3,550,000	Direct Loan - Refunding	2015
Superior Metropolitan District #1	CO	Revenue	\$19,850,000	Direct Loan - Refunding	2015
U.S. Olympic Museum (Colorado Springs)	CO	Revenue - Tax Increment Financing (TIF)	\$39,000,000	Direct Loan	2017
University of Denver	CO	Revenue	\$41,575,000	Direct Loan - Refunding	2014
Upper San Juan Health Service District	CO	Revenue - Healthcare	\$11,135,000	Negotiated Underwriting	2016
Westminster	CO	Revenue - Water/Sewer Utility	\$4,000,000	Direct Loan	2015
Valley Center	KS	General Obligation	\$5,530,000	Negotiated Underwriting	2017
Saint Louis Community College	MO	Certificates of Participation	\$36,775,000	Negotiated Underwriting	2017
Webster University	MO	Revenue - Educational Facilities	\$49,690,000	Negotiated Underwriting	2017

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Transactions based on Mr. Bernberg's previous experience prior to joining Northland Securities.

These issues are shown as a matter of record only. This is not an offer to buy or sell any investment.