



Joe Britt
Managing Director
Public Finance

CONTACT

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BACKGROUND

Joe Britt joined Northland Securities in 2018 with over 20 years of municipal investment banking experience serving state and local finance authorities throughout the country. Joe has successfully led regional and sector teams in completing over \$35 billion in financings for capital improvement projects nationwide across a variety of sectors that include general government, housing, public infrastructure, state revolving fund, transportation, and utilities.

Prior to joining Northland Securities, Joe worked at FTN Financial for over five years, where he led Midwest and Southeast public finance. Additionally, he established and led the firm's housing and state revolving fund sector practices, working with state housing finance agencies and SRF bond issuers across multiple regions. Joe also previously worked at Wells Fargo and its acquired firms for 15 years and has significant career experience serving as lead banker and bond structuring specialist for a wide array of sophisticated issuers.

EDUCATION

Joe earned a BA degree in Economics from Cornell University.

PROFESSIONAL LICENSES/DESIGNATIONS

Joe holds and maintains the FINRA Series 7 General Securities Representative, Series 52 Municipal Securities Representative, and Series 63 Uniform Securities Agent State Law 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.