



**Chip Schultz**  
Managing Director  
Public Finance

**CONTACT**

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**BACKGROUND**

Chip Schultz is a Managing Director with Northland Public Finance, joining the firm in 2018. He has over 20 years of public finance experience and is responsible for working with governmental issuers throughout the Midwest. He has served municipalities on over \$2 billion in financings for a variety of city government, county, and utility issuers. Chip assists his clients from the development of a sound financial plan, critical execution of strong benchmark-based pricing performance, through continuing disclosure filings after closing.

Chip's public finance work includes assisting cities in the development of financial policies, rating agency presentations, utility rate studies, tax increment financing development projects, and wholistic issuer-oriented financing plans. His public finance experience includes the quantitative work on the development of a comprehensive public infrastructure financing plan surrounding Iowa's premier shopping destination - Jordan Creek Town Center in West Des Moines, Iowa, and serving as the lead public finance staff person for his firm relating to the City of Kansas City, Missouri's Series 2018B Sanitary Sewer System Refunding Revenue Bonds which was a unique forward delivery transaction completed in early 2018 with an October 4, 2018 closing. Chip also has extensive experience working with the cities of Des Moines, Cedar Falls, and Sioux City, Iowa, as well as leading quantitative analyses for the Iowa League of Cities relating to the anticipated financial impact of alternative legislative proposals.

Chip has prior experience working for PFM Financial Advisors, D.A. Davidson, and UMB Bank.

**EDUCATION**

Bachelor's Degree in Business and Political Science from Luther College in Decorah, Iowa.

**PROFESSIONAL LICENSES/REGISTRATIONS**

FINRA Registrations:

Series 7 – General Securities Representative  
Series 50 – Municipal Advisor Representative  
Series 52 – Municipal Securities Representative  
Series 53 – Municipal Securities Principal

Series 54 – Municipal Advisor Principal  
Qualification Exam  
Series 63 – Uniform Securities State Law

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