Northland Public Finance, the Midwest Consortium of Municipal Utilities (MCMU), and the Minnesota Municipal Utilities Association (MMUA), together have designed a financial program specifically for municipally-owned electric, gas, and water utilities in Minnesota.

The vision of this consortium is to provide member utilities with simple, flexible, and tailored capital market solutions for projects that range $100K - $25M+. Northland Public Finance can arrange financing terms, twenty years and shorter, at rates that are competitive with traditional bond financing, with lower upfront costs and no hidden fees. For longer-term financing, Northland will personally guide each issuer along every step necessary to complete traditional bond financing.

Once engaged, Northland will perform preliminary financial analysis to determine the appropriate financing. Qualified issuers will work with Northland's team on structuring the most cost-effective debt issuance strategy which also minimizes the burden on residents by soliciting competition through our extensive network of banking relationships and allows the issuer to choose from the best available financing options. No costs will be incurred by issuer or the MMUA for financings not fully executed.

Providing a simple, flexible, and tailored process to achieve the objectives of the utility:

- **Project Initiation**
  - Issuer gets Program Fact Sheet and Pre-Application from MCMU
  - Issuer submits Pre-Application to MCMU
  - MCMU sends Pre-Application to Northland
  - Northland sends Issuer Engagement Letter
  - Issuer returns signed Engagement Letter to Northland

- **Preliminary Analysis**
  - Contact Issuer to verify assumptions and collect additional information (if needed)
  - Prepare funding options and review with Issuer
  - Conduct additional analysis and create finance plan
  - Issuer approved finance plan and submits Full Application

- **Financing**
  - Prepare disclosure documents
  - Coordinate with bond counsel
  - Prepare proposed term sheet and review with Issuer
  - Place debt with one or more banks
  - Issuer approves bond resolution

- **Closing**
  - Preparation and execution of closing documents
  - Delivery of proceeds
  - Preparation of transcript

Northland’s skills and expertise can help you find the right balance between financial feasibility, risk, and possibility in your community.