

DMKC

INSTITUTIONAL SERVICES

The five financial consultants and directors who make up DMKC Institutional Services have more than 100 combined years of industry experience. Four of our five members hold Series 53 licenses, which is the industry designation of Municipal Securities Principal.

While our employees' credentials and experience are impressive, they are far from inaccessible. Access to their knowledge base is just one of the many advantages our clients enjoy when they work with DMKC Institutional Services.

D.M. Kelly & Company is the parent Company of DMKC Institutional Services. D.M. Kelly & Company is unique as an independently owned brokerage firm located in Central Iowa with its own dedicated, in-house Municipal Bond Trader. With more than 30 years of experience as a trader, Bob Dorweiler has a vast array of dealer contacts and relationships with other firms, which provides our clientele with competitive bids for nearly every kind of fixed-income product. "No other firm in Central Iowa has as strong a bond inventory or is as committed to the fixed-income business as D.M. Kelly & Company," says Bob.

Having an in-house trader allows us to obtain highly competitive bids for our clients. We do not need to rely on an outside firm's trading desk or subject our clients to the additional markups associated with going outside the firm for this type of service.

Carrying our own inventory differentiates our firm from the wire houses and other regional firms found throughout Central Iowa. If we want to participate in the selling group of a particular offering that fits our clients' needs, we have the capital to make that type of commitment. We are a healthy firm that is fiscally responsible and we operate with a low overhead and no debt.

DMKC Institutional Services also acts as a dealer of thinly traded bank stocks and provides safe-keeping services for many of its institutional clients. "Many banks use our services as a one-stop solution to their investment management needs," says David Lorbiecki, Branch Manager.

DMKC Institutional Services was formed to provide institutions with the same exceptional services our retail customers experience. We meet that goal by offering attractive products without many of the markups found at other firms, and provide an outstanding team of specialists that are accessible and knowledgeable about the Iowa municipal bond market.

DMKC Institutional Services

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