



Financial Institutions Conference

March 16-18, 2008

Hyatt Regency Grand Cypress
Orlando, Florida

This conference includes forward-looking sessions on key industry topics including:

- Market updates on corporate aircraft, trucking, marine, construction, renewable energy, rail, and oil and gas
- Managing the credit risk in your portfolio through structured credit products
- How financial accounting changes will affect the way companies finance equipment
- Regulatory and legislative update: what it means for your business
- A review of the current state of funding for the equipment market from the vantage point of the various capital market constituents - especially highlighting recent market trends

Who Should Attend?

Senior and middle level corporate executives responsible for managing a leasing and finance subsidiary of a national or regional bank; sales managers and account managers from these institutions; transaction-oriented people who provide financing to large, capital-intensive users of equipment; debt and equity sources; advisors; project finance specialists; attorneys and accountants.

Schedule of Events

Sunday, March 16

9:00 am

ELFA Golf Tournament

Tee times starting at 9:10 am on the New Course

Tennis Tournament

4:30 – 6:00 pm

Conference Registration

6:00 – 8:00 pm

Opening Reception

Mr. Greenlaw's primary duties involve analysis of the U.S. economy and credit markets, including Federal Reserve and Treasury activity. He is also responsible for the projections of key economic indicators. Mr. Greenlaw was recently named "Best Fed Forecaster" in a Bloomberg Markets magazine survey. He was also the first back-to-back winner of the Dow Jones MarketWatch "Forecaster of the Month" award. Before joining Morgan Stanley in 1986, David served on the staff of the Federal Reserve Board in Washington, DC for four years.

9:45 – 10:00 am

Break

10:00 – 11:00 am

Legislative, Regulatory and Accounting Update

Session will provide a Washington update, covering developments involving Congressional tax-writing committees and other legislative initiatives directly or indirectly impacting the equipment finance industry. In addition, a summary status of the Basel II Accord and the provisions in the Accord related to the equipment finance business will be covered. Lastly, session will provide the latest developments in the FASB/IASB's project to re-write the lease accounting rules as well as the standard, SFAS 157, related to fair value accounting.

Moderator:

RALPH PETTA

Vice President, Industry Services
EQUIPMENT LEASING AND FINANCE ASSOCIATION

Presenters:

DAVID FENIG

Vice President, Federal Government Relations
EQUIPMENT LEASING AND FINANCE ASSOCIATION

B. LYNN ROGERS

Senior Vice President, Accounting Policy
WACHOVIA EQUIPMENT FINANCE

Monday, March 17

7:00 – 8:30 am

Continental Breakfast

Sponsored by Wells Fargo Equipment Finance



8:30 – 8:45 am

Welcoming Remarks

HARRY J. KAPLUN

Co-Chair, Financial Institutions Business Council Steering Committee
President
FROST LEASING

GLENN P. DAVIS

Co-Chair, Financial Institutions Business Council Steering Committee
Vice President
NORLEASE, INC.

8:45 – 9:45

Keynote Address

Recession Coming: Risks for the Global Economy and Markets

If a US recession is coming, how deep will it be, how long will it last, what are the implications for financial markets and will it spill over to other economies?

Presenter:



DAVID GREENLAW

Managing Director
Chief U.S. Fixed Income Economist
MORGAN STANLEY

11:00 – Noon

State of the Corporate Aircraft Market

Corporate aircraft financing is a rapidly growing business segment. This panel will discuss a variety of issues and trends that affect not only today's business but the future of corporate aircraft.

Moderator:

HARRY J. KAPLUN

President
FROST LEASING

Presenters:

EDWARD H. KAMMERER

Partner
EDWARDS ANGELL PALMER & DODGE LLP

ANDREW YOUNG

Director of Sales and Marketing
AMSTAT CORP.

STAN PIERINGER

Partner
LOCKE LORD BISSELL & LIDDELL LLP

Noon – 1:30 pm

Hosted Luncheon

1:30 – 2:30 pm

Structured Credit Products

Session will provide an overview of a variety of products used in the equipment financing sector including credit default swaps, A/R Puts, credit derivative indexes, and Esstar

Presenters:

STEPHEN E. WHITE

Senior Managing Director
GE CAPITAL MARKETS, INC.

ONUR GOKER

Vice President, Principal Finance
DEUTSCHE BANK AG

2:45 – 3:45 pm

Construction

Session reviews the impact of changes in the construction industry; the impact on various equipment types; the outlook for 2008.

Speakers:

SCOTT HAZELTON

Director, Construction Services
GLOBAL INSIGHT, INC.

DON JOHNSON

Chief Economist
CATERPILLAR, INC.

3:45 – 4:00 pm

Break

4:00 – 5:00 pm

Concurrent Breakout Sessions

Trucking

Presenter will discuss the following: Current trailer & Class 8 market indicators; Freight environment and trends; Equipment demand, capacity & availability; Near-term production & sales of equipment; Current truck market indicators; 2010 EPA emission mandate: what are the engine companies going to do?

Moderator:

BYRON PAYNE

Executive Vice President, National Sales Manager
WELLS FARGO EQUIPMENT FINANCE, INC.

Presenter:

ERIC STARKS

President
FTR ASSOCIATES

Renewable Energy

Moderator:

EDWARD I. SPROULL

Senior Vice President, Leasing
HSH NORDBANK AG

Presenter:

RHONE RESCH

President
SOLAR ENERGY INDUSTRY ASSOCIATION

5:30 – 7:00 pm

Hosted Reception

Tuesday, March 18

7:30 – 8:30 am

Continental Breakfast

Women in Leasing Breakfast

Pre-registration recommended

8:30 – 9:30 am

State of the Securitization Market

Session will discuss the following key issues: recent transactions/pricing/structures; AAA issuance vs. availability of subordinate investors; accessibility for new issuers: conduit vs. public; favored asset classes/performance; changes in structures; accounting/reporting/regulatory changes; what is the future of the product, both domestically and globally.

Moderator:

RONALD R. COTY
Managing Director
GE COMMERCIAL FINANCE

Presenters

FOUAD ONBARGI
Asset Securitization Group
BARCLAYS CAPITAL

JOHN CHO
Managing Director
J.P. MORGAN SECURITIES, INC.

9:30 – 9:45 am
Break

9:45 – 10:45 am
Oil and Gas

Presenter:
JOHN OLSON
Managing Partner
HOUSTON ENERGY PARTNERS

10:45 – 11:00 am
Break

11:00 am - Noon
Concurrent Breakout Sessions
Marine

This session will provide an overview of current trends in the shipping business. Panelists will discuss current and forecasted trends in rates, business, and equipment values, including what equipment is in high demand and what is not. Financing options used for the vessels will be discussed as well.

Moderator:

JEANNINE S. DOUGLAS
Executive Vice President
RBS ASSET FINANCE, INC.

Presenters:

PETE MERRILL
CEO
MERRILL MARINE SERVICES

OTHERS TO BE ANNOUNCED

Rail

Rail experts examine current market conditions from the perspectives of a lessor, lessee and manufacturer. Expectations for equipment values, use and needs will also be discussed

Moderator:

J. CHRISTOPHER SWANTON
Market CEO & President
SOVEREIGN BANK, CEVFF DIVISION

Presenters:

BETSY SNYDER
Managing Director
STANDARD AND POORS

TED BAUN
VP, Sales
FREIGHTCAR AMERICA

JIM HUSBAND
President
RAILSOLUTIONS, INC.

JEFF RILEY
Senior Vice President
GATX RAIL

Financial Institutions Business Council Steering Committee

CHRISTOPHER BUCHER
SVP, Commercial Equipment Finance
CAPITAL ONE N.A.

STEVEN CALIGOR
President
BANK LEUMI LEASING CORPORATION

GLENN P. DAVIS (CO-CHAIR)
ELFA Director
VP
NORLEASE, INC.

JEANNINE S. DOUGLAS
Executive Vice President
RBS ASSET FINANCE, INC.

RIAN W. EMMETT
VP, Lease Advisory Services
KEY EQUIPMENT FINANCE

BILL G. FITE
EVP, Managing Director
MAGNET BANK EQUIPMENT FINANCE

LORI W. FOWLER
EFD Secondary Markets Officer, VP
BANK OF THE WEST

HAM HOMAN
President
BANK OF HAWAII LEASING, INC.

ROBERT ITKIN
Vice President Assistant Chief Counsel
CIT

HARRY J. KAPLUN (CO-CHAIR)
President
FROST LEASING

GERALD T. MOHR
President & CEO
AFFILIATED FINANCIAL SERVICES

SAMUEL M. MUNDEL
Managing Director
BANK OF AMERICA

BYRON PAYNE
Executive Vice President, National Sales Manager
WELLS FARGO EQUIPMENT FINANCE, INC.

EDWARD I. SPROULL
Senior Vice President, Leasing
HSH NORDBANK AG

J. CHRISTOPHER SWANTON
Market CEO & President
SOVEREIGN BANK, CEVFF Division

STEPHEN E. WHITE
Senior Managing Director
GE COMMERCIAL FINANCE

MICHAEL C. ZAMAN
Vice President-Capital Markets
AIG COMMERCIAL EQUIPMENT FINANCE, INC.

Registration and General Information

Please register as far in advance as possible. Register by **Monday, March 10, 2008** to ensure that your name appears on the list of attendees. *Please note:* you may also register for this conference via the Internet at ELFA Online – www.elfaonline.org/pub/events/2008/FIC

Registration Fees

ELFA Member (1st Person):	\$1,050
Each additional ELFA Member representative:	\$945
Non-Members:	\$2,100
Committee Member or Speaker Fee (attending entire conference):	\$525
Speaker Fee (if attending day of presentation/one day only):	waived
Spouse/Companion Fee:	\$175
Golf: (Sunday):	\$250
Tennis:	\$75

Non-Members: Please read carefully.

Non-members are welcome to attend this conference and must register at the non-member rate. In addition, if you are employed by a company that has not renewed its membership in the ELFA, you must wait one year to attend this conference as a non-member.

Speaker/Committee Registration Fee and Fee Policy

All speakers and committee members must complete and return the registration form. Speakers attending the entire conference pay half the registration fee (In this case \$525). The fee is waived for speakers who are attending only on the day of their presentation. Committee members, regardless of length of stay at the conference, pay half the registration fee (\$525). Please make sure you check the appropriate box on the registration form. If you have questions regarding these policies, please contact Racquel Codling at (202) 238-3414 or rcodling@elfaonline.org

Spouse/Companion Fee

A spouse/companion attending any portion of the conference or social functions must be registered and must pay the spouse/companion fee (\$175). Please mark the appropriate box on the registration form. If your spouse/companion is employed in leasing and wishes to attend any portion of the conference, the full attendee (member/nonmember) registration fee is due.

Get Credit Toward Your Certified Leasing Professional (CLP) Designation

Attendees who possess the Certified Leasing Professional (CLP) designation are required to maintain that designation in a variety of ways, including teaching and attending leasing and finance-related events. If you have your CLP and wish to get credit for attending or teaching at this conference, please contact Janet Fianko at 202-238-3420 or jfianko@elfaonline.org. If you wish to learn more about the CLP, please contact Cindy Spurdle at 610-687-0213 or cindy@clpfoundation.org

Golf

There will be a golf tournament on **Sunday, March 16** (tee times starting at 9:10 am) on the New Course. If you are interested in playing in the tournament, please check the appropriate box on the registration form and include your \$250 fee. The fee includes green fees, cart, taxes and the luncheon immediately following the tournament. *Note: no refunds for golf cancellations will be made after Friday, March 7, 2008.* To put together or join a foursome, visit the online registration page at www.elfaonline.org/pub/events/2008/FIC/Golfpairings.cfm

Tennis

Tennis has been scheduled for 9:00 am on **Sunday, March 16, 2008**. The fee is \$75. Please include this amount with your registration fee if you are interested in playing.

Women in Leasing Breakfast (pre-registration required)

On Tuesday, March 18th from 7:30-8:30 am a Women in Leasing Breakfast is scheduled. We encourage you to register in advanced on the registration form.

Mail-In-Address – Please Review Carefully

- 1) For check or credit card payments, mail to: Equipment Leasing and Finance Association, Inc. PO Box 34733, Alexandria, VA 22334-0733
- 2) If you are using express mail to register for this conference, please mail to: ELFA, 1825 K Street, NW, Suite 900, Washington, DC 20006-1203

Register On-Line

Visit ELFA Online at www.elfaonline.org for information about this and other educational programs. Go to the Events & Training section for details on the agenda, speakers, location and registration information. You can register directly on-line via American Express, MasterCard, Discover, Diners Club or VISA on our secure server. You will receive a confirmation from the website.

Register By Fax

You may also fax your completed registration form to ELFA at (202) 478-0980. Please be sure to include the appropriate credit card information. An email confirmation will be sent to you.

Cancellations & Substitutions

Cancellation Policy

- Full Registration Fee Refunded: Cancellations must be received no later than **Monday, March 3, 2008**
- Refund minus \$100: **Between Tuesday, March 4, 2008 and Friday, March 7, 2008**, a \$100 service fee will be applied to your cancellation request
- No refund: No refunds of registration fees will be given for cancellations received on or after **Monday, March 10, 2008**
- No golf fee refund after **Friday, March 7, 2008**

Please Note: Cancellations by telephone will be accepted, but must be followed up with a letter that includes the name of the ELFA staff member who accepted the cancellation. This letter may be:

- a. mailed to Morinia Scott at ELFA Headquarters: 1825 K Street, NW, Suite 900, Washington, DC 20006-1203.
- b. faxed to (202) 478-0980, Attn: Morinia Scott, or
- c. emailed to Morinia Scott at mscott@elfaonline.org

Substitutions

Substitutions for the entire program may be made at any time including on-site registration

Photographs Taken at the Conference – Please Note the Following: Photographs of speakers and attendees may be taken at this conference. These may appear in ELFA publications or on the ELFA website. By registering for this conference, you authorize ELFA the right to use any photographs taken of you during the course of the Financial Institutions Conference.

Registration and General Information

Membership Information

If you are interested in joining ELFA, please call ELFA Member Services at (202) 238-3418, or check the appropriate box on the registration form.

Sponsorship Opportunities

Sponsoring events and functions at ELFA meetings provides excellent exposure for your company. Contact Sally Maloney at smaloney@elfaonline.org or (202) 238-3427 if you are interested in sponsoring any of the conference events. Below is a list of the sponsorship opportunities at the ELFA Financial Institutions Conference:

Hotel Card Keys	\$4,000
Conference Bag	\$3,500
Welcome Hospitality (Sun)	\$3,000
Keynote Speaker (Mon)	\$5,000

Networking Events

Continental Breakfast (Mon or Tues)	\$3,000/each
Monday Luncheon	\$5,000
Women in Leasing Breakfast (Tues)	\$2,000
Reception (Sun or Mon)	\$7,500/each
After Hours Cordials (Sun/Mon)	Actual Cost

Golf Tournament (Sunday, March 16)

Individual Holes	\$500/each
Long Drive	\$600/each
Closest to the Pin	\$600/each
Continental Breakfast	\$3,000
Golf Luncheon	\$3,500
Golf Hospitality Cart	\$7,000

Sponsorship Benefits

As a sponsor, your company will receive the following benefits:

- Recognition (your logo) in all promotional materials and the final program
- Recognition (your logo) on the ELFA website with a link to your website
- Recognition onsite at the Opening General Session
- Signage at the Conference
- Pre/Post roster in Excel Format
- Sponsor ribbon
- Right of "first refusal" for the same event/item the following year (good for one year)
- Company description and contact information included in onsite attendee packets
- Recognition as a sponsor in ELT

- Event Sponsorships of \$5,000 or more receive 2 complimentary passes to the event they sponsor

- Event sponsorships of \$10,000 or more receive 1 complimentary conference registration

Remember to contact Sally Maloney at smaloney@elfaonline.org or (202) 238-3427 if you are interested in sponsoring any of the conference events or items.

Inquiries

If you have a question about this conference not related to registration, please call ELFA Professional Development at (202) 238-3400.

Email for registration inquiries:

msscott@elfaonline.org

(Note: no registrations can be made by telephone)

Email for conference brochure:

jfianko@elfaonline.org

Hotel Information

A block of rooms is being held for attendees of the 2008 Financial Institutions Conference at the **Hyatt Regency Grand Cypress**, One Grand Cypress Boulevard, Orlando, Florida 32836. A special conference rate of \$259 +12.5% tax is being offered to attendees. There is also a \$15 per day resort fee. Please call the hotel directly at **(407) 239-1234 before February 25, 2008** to ensure the group rate. Be sure to tell the reservations clerk you are attending the ELFA Financial Institutions Conference in order to get the group rate. Reservations made after the February 25 cutoff date are based on availability and may be at a higher rate.

Getting There

The Hyatt Regency Grand Cypress Resort is located just 17 miles from Orlando International Airport. Transportation from the airport can be arranged with Mears Transportation one of several ways. 1) Once you arrive at the airport, claim your luggage and go to the Mears Transportation desk to purchase a ticket. 2) For an advanced reservation, call the Mears Transportation desk at the Hyatt Regency Grand Cypress Hotel which is opened from 7:30am-9pm daily. Phone number is 407-239-1234 extension 4149. 3) Go to the Mears Transportation website www.mearstransportation.com and make your reservations and prepay for a ticket. Cost is \$19/one way, \$31/roundtrip

For further information about this property, including driving directions, visit their web site at <http://grandcypress.hyatt.com/hyatt/hotels/index.jsp>

Attire

Resort casual attire is appropriate for this meeting.

Conference Registration Form

Please register as far in advance as possible. Register by **Monday, March 10, 2008** to ensure that your name appears on the list of attendees. Please complete and return this registration form and mail with payment to: Equipment Leasing and Finance Association, Inc. PO Box 34733, Alexandria, VA 22334-0733. If you are registering using Express Mail, send completed conference registration form and check to ELFA, 1825 K Street, NW, Suite 900, Washington, DC 20006-1203.

Please use one form per registrant: copy form for additional registrations.

Please note: you may also register for this conference via the Internet at ELFA online at www.elfaonline.org/pub/events/2008/FIC

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Spouse/Companion Fee:	\$175
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Tennis:	\$75

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NAME _____

NICKNAME FOR BADGE _____

TITLE _____

COMPANY _____

ADDRESS _____

CITY/STATE/ZIP _____

TELEPHONE _____ FAX _____

E-MAIL ADDRESS _____

Spouse/Companion Option

Yes, I would like to bring a Spouse/Companion for an additional fee of \$175.

Spouse Name: _____

Spouse Nickname for Badge: _____

Yes, I'm interested in becoming a **sponsor** at this conference.
Please contact me.

Yes, I would like information about my company becoming a **member** of ELFA

Golf:

Yes, I will be participating in the Golf Tournament on **Sunday morning, March 16, 2008** (tee times starting at 9:10 am). I am enclosing an additional \$250 with my registration fee.

No refunds for golf cancellations will be made after Friday, March 7, 2008.

To put together or join a foursome, visit the online registration page at www.elfaonline.org/pub/events/2008/FIC/Golfpairings.cfm

Tennis:

Yes, I would like to play tennis in **Sunday, March 16, 2008** beginning at 9:00 am. I have enclosed an additional \$75 with my registration fee.

Women in Leasing Breakfast:

Yes, I will be attending the Women in Leasing Breakfast on **Tuesday, March 18, 2008** at 7:30 am.

Please note the following:

By registering for this conference you authorize ELFA the right to use any photographs taken of you during the course of the Financial Institutions Conference. Photographs may be used in promotional materials or stories that appear in professional publications.

Credit Card Reservations:

FAX this form to (202) 478-0980 Attn: Meetings Dept.

VISA Mastercard Amex Discover Diners Club

Total Amount to be charged \$ _____

Card Number _____ Exp. Date _____

Name on card (PLEASE PRINT) _____

Signature _____

Help Us Understand What You Want From Your Association!

To ensure that ELFA focuses its efforts and resources on what you do, please complete the following two sections. *Note:* Registration for this conference cannot be completed without this information.

Section I.

I am primarily involved in the following market (choose one)

Small Ticket – Transactions under \$250,000 either individually or through lines

Middle Market – Transactions between \$250,000 and \$5 million either individually or through lines

Financial Institutions – Financial services companies (commercial banks, investment banks, multi-line finance companies) engaged in middle market and large ticket sectors

Captive & Vendor Program – Vendor and manufacturer support activities either as a third party or captive organization

Service Provider – All Associate members of ELFA. Primarily involved in providing legal, accounting, software and systems support, as well as other specialized professional services

Section II.

My Primary Job Function and Areas of Interest (Choose no more than three)

Accounting (AC)

Administrative (AD)

Appraisals (AP)

Asset Manager (AM)

Broker (BR)

Business Development

(BD)

Collections (CO)

Corporate Executive (CE)

Consultant (CT)

Controller (CN)

Credit (CT)

Documentation (DM)

Equip. Mngmt. (EM)

Human Resources (HR)

Insurance (IN)

Legal (LG)

Marketing (MK)

Mergers & Acquisition

(MA)

MIS (IT)

Municipal (MU)

Operations (OP)

PR/Communications (PR)

Recruiter (RC)

Research (RE)

Sales (SA)

Syndications (SN)

Tax (TX)

Training (TG)

Treasurer (TR)

Confirmations will be forwarded after registrations are received and processed.

For Office Use Only

Account #4110-0312000

Date _____ Approval Code _____ Amount _____