

# The National Funding Conference

April 4-6, 2017 • Swissôtel • Chicago, Illinois

29 Years Helping the Industry Meet Its Funding Needs

*Funding For Growth*

## ATTENDEE INFORMATION

*There is no better place to reconnect with funding sources you know and make contact with new funding sources who want your business.*

*For a quarter of a century, companies like yours have relied on the ELFA National Funding Conference for the funding that is the lifeblood of equipment finance. You've met, talked and done business with some of the finest funding sources in the industry, all in one convenient place. For many, it is the most productive two days of the year.*

### 2017: A Good Year for Funding

According to the economists at Keybridge Research, providers of the annual *Equipment Leasing & Finance U.S. Economic Outlook* on behalf of the Equipment Leasing & Finance Foundation, investment in equipment and software is expected to grow 3.0% in 2017. A strengthening U.S. economy and elevated propensity to finance should propel growth in the equipment finance sector.

### Why Attend the ELFA Funding Conference?

The National Funding Conference is an unparalleled opportunity to meet funding sources face-to-face in an efficient, professional setting. You need funding, the dozens of funding source exhibitors need investments—it doesn't get simpler or more convenient. The National Funding Conference is all about meeting with your current funding sources and establishing relationships with new ones. If you are responsible for funding the leasing and finance company and its transactions, and for participating in transactions, this is the one conference you cannot afford to miss.

### How It Works: Create Your Profile, then Schedule Appointments in Advance and Online

Once you have registered as an attendee with ELFA, you must enter or edit your company profile online. You will then be able to view the profiles of all the funding sources that are exhibiting and select those with whom you would like to schedule an appointment. Funding Sources have 5 days to accept your appointment if they believe your business is a good fit, or reject your appointment if they believe it doesn't fit their business objectives.

Appointments with Funding Source Exhibitors are in 20-minute increments. Be one of the first to get the best appointment times with Funding Source exhibitors of your choice! Member attendees who register online at the ELFA website: [www.elfaonline.org/events/2017/NFC/](http://www.elfaonline.org/events/2017/NFC/) will be able to view exhibitor profiles and set up appointments with Funding Sources in advance online.

Remember: Your time is valuable and you don't want to spend it meeting with funding sources that do not fit your profile, or

worse, get your appointment request rejected by a funding source for lack of adequate information! To create your profile, go to: [www.elfaonline.org/events/2017/NFC/](http://www.elfaonline.org/events/2017/NFC/).

NOTE: All member attendees not registering online will need their user IDs and passwords to enable them to schedule appointments online. If you don't have one or can't remember yours, go to the ELFA homepage: [www.elfaonline.org](http://www.elfaonline.org), click on user login and follow the instructions. However, the FASTEST and EASIEST way is to register online!

### So, what are you waiting for?

Log onto [www.elfaonline.org/events/2017/NFC/](http://www.elfaonline.org/events/2017/NFC/) click on Attendee Registration and follow the instructions.

### Profile of Exhibitors

Funding sources that focus on various ranges of transaction size are expected to exhibit at the ELFA National Funding Conference. Here is a summary of the type of funding programs offered by last year's exhibitors:

- Buy Paper from Brokers
- Buy Paper: Our Documents Only
- Buy Paper from Leasing Companies
- Buy Paper: Standard Industry Documents Subject to Approval
- Discount-Nonrecourse
- Discount-Recourse
- Debt Side of a Leveraged Lease
- Equity/Purchase of Tax-Oriented Leases
- Fund Leases as a Group
- Fund Leases Individually
- Inventory Financing/Floor Planning
- Tax-Exempt Municipal Leasing
- Other
- Purchase Portfolios
- Progress Payments
- Residual Financing
- Residual Sharing
- Securitizations
- Venture Leasing
- Warehouse Lines (Direct Lines to Leasing Companies)

**Remember: Online is the fastest and most efficient way to register and get the best appointment times with Funding Source Exhibitors!**

## ***There Is Still No More Efficient, Cost-Effective Way To Access The Investors You Need***

**Once again, we've kept it easy and attractive to meet the funding sources that fit your business profile:**

**1. FUNDING SOURCES:** The following companies are participating as funding source exhibitors in 2017.

<i>36th Street Capital</i>	<i>First American Equipment Finance, a City</i>	<i>SCG Capital Corporation</i>
<i>Acrecent Financial</i>	<i>National Bank Company</i>	<i>Securcor Financial Group</i>
<i>ATEL Capital Group</i>	<i>First Bank of Highland Park</i>	<i>Signature Financial</i>
<i>Banc of America Leasing</i>	<i>First Eagle Bank</i>	<i>Societe Generale Equipment Finance</i>
<i>Bank of the West</i>	<i>Flagstar Bank</i>	<i>Stearns Bank NA-Equipment Finance Division</i>
<i>BB&amp;T Equipment Finance</i>	<i>Flushing Bank</i>	<i>Sterling National Bank Equipment Finance</i>
<i>BMO Harris Equipment Finance Company</i>	<i>Fuyo General Lease (USA) Inc.</i>	<i>Division</i>
<i>Boston Financial &amp; Equity Corporation</i>	<i>GE Capital Markets Group</i>	<i>Stonebriar Commercial Finance, LLC</i>
<i>Bridge Funding Group, Inc.</i>	<i>Hanmi Bank</i>	<i>SunTrust Equipment Finance &amp; Leasing Corp.</i>
<i>CapitalSource, Inc.</i>	<i>Huntington Equipment Finance</i>	<i>Susquehanna Commercial Finance, Inc.</i>
<i>Channel Partners Capital</i>	<i>J.P. Morgan Equipment Finance</i>	<i>TCF Equipment Finance, a division of TCF</i>
<i>CIT</i>	<i>Key Equipment Finance</i>	<i>National Bank</i>
<i>Citizens Asset Finance, Inc.</i>	<i>MB Equipment Finance</i>	<i>Tetra Financial Group, LLC</i>
<i>ECS Financial Services, Inc.</i>	<i>MB Financial Bank - Lease Banking</i>	<i>UniFi Equipment Finance</i>
<i>Equipment Leasing Group of America, LLC</i>	<i>MB Financial Bank - Paying Agent Services</i>	<i>VFI Corporate Finance</i>
<i>EverBank Commercial Finance, Inc.</i>	<i>Mitsubishi UFJ Lease &amp; Finance (U.S.A.) Inc.</i>	<i>Wells Fargo Bank Northwest-Corporate Trust</i>
<i>Fifth Third Equipment Finance Company</i>	<i>Nations Equipment Finance, LLC</i>	<i>Services</i>
<i>Financial Pacific Leasing, Inc., an Umpqua</i>	<i>People's Capital and Leasing Corp.</i>	<i>Wells Fargo Equipment Finance</i>
<i>Bank Company</i>	<i>PNC Equipment Finance, LLC</i>	<i>Wintrust Commercial Finance</i>
	<i>Santander Bank Equipment Finance</i>	<i>Wintrust Equipment Finance</i>

**2. Booths are large** (10' x 15') offering needed privacy during meetings.

**3. Funding Sources have significant flexibility in determining who they meet with.** Funding Source Exhibitors who purchase a "Suite on the Floor" have **access to all attendee profiles**, not just the ones who have made appointments with them. Therefore, it is very important that your business profile be as complete and as accurate as possible.

**4. Convenient Schedule:** The National Funding Conference will begin with a reception on Tuesday, April 4, followed by a full day of meetings on April 5 and concluding with a half day of meetings on April 6.

**5. Half-Day Best Practices Roundtables for Senior Execs from Banks, Captives and Independent Finance Companies**

These events immediately precede the start of the National Funding Conference on April 4. See Schedule of Events for more details.

## **NEW THIS YEAR!**

**Roundtable attendees can register for both a Roundtable AND Funding at a reduced bundled price!**

### **Impromptu Gatherings? We've Got You Covered!**

We know you want more places to meet with potential funding sources. This year's exhibit hall and foyer area is spacious, which will allow ELFA to provide more seating areas for attendees and exhibitors for more impromptu meetings.

*Liquidity  
Lounge*

### **Breakfast Meetings? Not to Worry!**

Once again, the ELFA has planned for complete sit-down breakfasts to facilitate networking. These breakfasts are scheduled for Wednesday and Thursday, April 5 and 6 from 7:00 – 8:30 am in the Vevey Room. Tables of 6 and 8 will be available for private conversations. No need to make a reservation at the hotel restaurant and waste valuable time waiting in line for a table.



## SCHEDULE OF EVENTS

### TUESDAY, APRIL 4

11:00 am – Noon

#### Best Practices Roundtable Registration

- Bank Best Practices Roundtable
- Captive and Vendor Finance Best Practices Roundtable
- Independent Best Practices Roundtable

Roundtables are for executives from banks leasing companies, independent finance companies and captive finance companies and vendor finance companies respectively. Attendees must be from ELFA member companies only. The goal is to get a group of like-minded individuals together to discuss current issues they are facing and to learn from one another how each is addressing these issues. To receive more information on any of these Roundtables, contact Alexa Carnibella at [acarnibella@elfaonline.org](mailto:acarnibella@elfaonline.org).

Noon – 4:30 pm

#### Bank Best Practices Roundtable

Sponsored by  TAKING THE RISK OUT OF SMALL BUSINESS LENDING

#### Independent Best Practices Roundtable Captive and Vendor Finance Best Practices Roundtable

Sponsored by  The Alta Group™


2:30 – 7:00 pm

#### Funding Conference Registration

Attendee Roster Sponsored by 

Wi-Fi Sponsored by  NATIONS EQUIPMENT FINANCE

Hotel Key Cards Sponsored by 

Conference Bags, Lanyards and Coffee Sleeves Sponsored by 

2:30 – 4:30 pm

#### Exhibitor Set Up

4:30 – 5:30 pm

#### Women in Leasing Reception

Sponsored by 

5:00 – 7:00 pm

#### Opening Reception



Tweet about the Funding Conference using hashtag #ELFAFunding

### WEDNESDAY, APRIL 5

7:00 – 8:30 am

#### Full Breakfast to Facilitate Networking

Sponsored by  EAST WEST BANK

8:30 am – Noon

#### Individual Appointments with Funding Source Exhibitors

Noon – 2:00 pm

#### Hosted Luncheon

Sponsored by  TAKING THE RISK OUT OF SMALL BUSINESS LENDING

#### Federal Regulatory Update

Speaker:  
Andy Fishburn  
VP, Federal Government Relations

2:00 – 5:00 pm

#### Individual Appointments with Funding Source Exhibitors

5:00 – 6:30 pm

#### Hosted Reception

Sponsored by 

### THURSDAY, APRIL 6

7:00 – 8:30 am

#### Full Breakfast to Facilitate Networking

Sponsored by  Equipment Finance

8:30 am – Noon

#### Individual Appointments with Funding Source Exhibitors

Noon – 3:00 pm

#### Exhibitor Tear Down

### Deadline Dates at a Glance

**Monday, March 13, 2017**

Hotel cutoff for room reservations  
(after this date, based on availability)

**Monday, March 20, 2017**

Last day to cancel registration and receive a refund

**Wednesday, March 22, 2017**

Last day for mail-in registration  
(to be included on the list of attendees)

## REGISTRATION AND GENERAL INFORMATION

### NEW THIS YEAR!

**Funding attendees can register for both a Roundtable AND Funding at a reduced bundled price!**

\$995 Roundtable + Funding (first member attendee)

\$945 Roundtable + Funding (each additional member attendee)

### Funding Only Pricing:

\$795 First Member Attendee

\$745 Each additional ELFA Member

\$1590 Nonmembers \*

\$390 Funding Planning Committee Members

### \*Non-Members: Please Read Carefully

1. A non-renewing, Regular Member organization will be permitted to attend one ELFA conference as a non-member and pay the applicable non-member registration fee. If the company wishes to attend another ELFA conference thereafter, it must join as a Regular Member.
2. An organization that has never been a member of the ELFA, and is qualified to be a Regular Member, is subject to the same attendance policy that applies to the non-renewing ELFA Regular Member: i.e., they will be permitted to attend one ELFA conference as a non-member and pay the applicable non-member registration fee. If the company wishes to attend another ELFA conference thereafter, it must join as a Regular Member.
3. New members will receive a discount (the difference between the non-member and member registration fee) towards their dues if they attend a conference as a nonmember, pay the non-member registration fee, and subsequently join the ELFA within 60 days.

To learn more about ELFA membership and its benefits, please contact Julie Benson at [jbenson@elfaonline.org](mailto:jbenson@elfaonline.org) or 202-238-3432.

We highly recommend that you register for this conference online. Please register as early as possible to ensure inclusion on the List of Attendees. ELFA will accept payment on-site using Visa, Master Card, American Express, Discover, checks and cash; however, we strongly urge you to pre-register.

**Note:** The Pre-registration deadline is **March 22, 2017**. To register after this date, bring the registration form and payment to the conference. ELFA cannot guarantee receipt of any payments mailed after **March 22, 2017**.

In order to be included in the final list of attendees, registration and payment must be received by **March 22, 2017**.

### To Register Use ELFA On-Line

For the easiest way to register for the National Funding Conference simply go to [www.elfaonline.org/events/2017/NFC/](http://www.elfaonline.org/events/2017/NFC/) and follow the instructions. Remember: Registering online gives you the ability to make advance appointments with the Funding Source Exhibitors of your choice. *Note: Registration online is highly encouraged. If you require a paper registration form please contact Janet Fianko at [jfianko@elfaonline.org](mailto:jfianko@elfaonline.org).*

### Cancellation Policy

- Refund minus \$100: If you need to cancel your registration, 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 **March 20, 2017**.

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 Janet Fianko at ELFA Headquarters:  
1825 K Street, NW, Suite 900, Washington, DC 20006-1203
- b. faxed to (202) 478-0980, Attn: Janet Fianko, or
- c. emailed to Janet Fianko at [jfianko@elfaonline.org](mailto:jfianko@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 Funding Conference.

### Attendee Contact Information - Please Note the Following

By registering for this conference, attendees authorize ELFA to share your contact information, including but not limited to email address and telephone number with other registered attendees, sponsors, and exhibitors. For more information please contact Janet Fianko at [jfianko@elfaonline.org](mailto:jfianko@elfaonline.org).

### Membership Information

If you are interested in joining ELFA, please call the Julie Benson, Vice President Membership (202) 238-3432, or check the appropriate box on the registration form.

### Funding Source Information

For information on how to register as a Funding Source, contact Lisa Ramirez at [lramirez@elfaonline.org](mailto:lramirez@elfaonline.org) or 202-238-3414.

### Sponsorship Opportunities

In addition to the many benefits of exhibiting, sponsoring events and functions at the ELFA Funding Conference provides excellent exposure for your company. Contact Steve Wafalosky at [steve@larichadv.com](mailto:steve@larichadv.com) or 440-247-1060 if you are interested in sponsoring any of the events/items listed below:

Wi-Fi in Exhibit Area	<del>\$6,000</del>	SOLD
Attendee Roster	<del>\$5,000</del>	SOLD
Attendee Bag	<del>\$5,000</del>	SOLD
Lanyard with Company Logo	<del>\$5,000</del>	SOLD
Hotel Card Key	<del>\$5,000</del>	SOLD
Pens with logo	\$3,000	
Coffee sleeves	<del>\$3,000</del>	SOLD
Napkins with logo	\$3,000	
Complete Sit-Down Networking Breakfast		
Thurs. April 5	<del>\$3,000</del>	SOLD
Fri. April 6	<del>\$3,000</del>	SOLD
Luncheon	<del>\$5,000</del>	SOLD
Women In Leasing	<del>\$2,000</del>	SOLD
Opening Reception	\$7,000	
Closing Reception	<del>\$5,000</del>	SOLD

### Hotel Reservations for Sleeping Rooms

For your convenience two hotel room blocks have been arranged for ELFA Funding Conference Attendees.

#### Swissôtel Chicago

A block of rooms has been reserved for this exhibition at the Swissôtel, 323 E. Wacker Drive, Chicago, IL 60601. A special group rate of \$279 single/double (Standard Room) is available for attendees. You can make your hotel reservations on line. Follow these simple instructions:

Log on to: <https://aws.passkey.com/go/elfantlfunding2017>

Enter: Arrival and Departure Dates

Click on: Check Availability and rates

Once the reservation is complete, you will receive an instant confirmation number via e-mail (as long as your e-mail address has been entered).

#### Hyatt Regency Chicago

The Hyatt Regency Chicago located at 151 East Wacker Drive, Chicago, Illinois, USA, 60601, and is a mere block away from the Swissôtel and accessible via the underground walk way. A special group rate of \$299 single/double (Standard Room) is available for attendees.

To make hotel reservations at the Hyatt Regency Chicago please call 1(888) 421-1442 or go here:

<https://aws.passkey.com/go/2017EquipmentLeasingandFinance>.

#### Phone-In Reservations

Or if you prefer, you can make reservations by calling this number 1-800-441-3313. Be sure to tell the reservations clerk you will be attending the ELFA Funding Conference. Reservations should be guaranteed with a credit card and made before the **cut-off date of Monday, March 13, 2017**. After the cut-off date, rooms are on a first-come, first-served basis and possibly at a higher rate.

#### Getting There

The Swissôtel and Hyatt Regency Chicago are downtown hotels located in Illinois Center overlooking Lake Michigan, five minutes from I-55 and I-90/94. The hotel is within walking distance of the downtown business district and the Magnificent Mile. The Swissôtel and Hyatt Regency Chicago is 18 miles, 30 minutes, from O'Hare International Airport. The Airport Express Shuttle bus is available every 30 minutes for \$27 per person one way, and taxis are about \$40. The hotel is 12 miles, 20 minutes, from Midway Airport; the airport bus runs every 30 minutes for \$21 per person one way.

#### 2017 Funding Exhibition Planning Committee

**MICHAEL J. ASH**  
(Committee Chair)  
Signature Financial

**ROBERT BLEE**  
GE Capital Markets Group

**DAVID R. CARDEW**  
Element Financial Corporation

**DAN FLUHARTY**  
Huntington Equipment Finance

**HENRY FROMMER**  
Wells Fargo Equipment  
Finance, Inc.

**STEVE GRAY**  
BB&T Equipment Finance

**SCOTT KILEY**  
Fifth Third Equipment Finance  
Company

**TODD LEAVEY**  
First Financial Corporate  
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**LINDSEY MCLORG**  
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EverBank Commercial  
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First American Equipment  
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Company

**ERIC STACZEK**  
MB Equipment Finance