APPLICATION FOR REGULAR MEMBERSHIP

ELFA
EQUIPMENT LEASING AND FINANCE ASSOCIATION

CB112016
Promotion Code

Community Bank Special Rate

All applications for Community Bank membership in the Equipment Leasing and Finance Association must include:

- ❑ Fully completed application form.
- ❑ An introductory letter on company stationery providing descriptive information.
- ❑ $1,500 membership fee.

Submit to: 1825 K Street, NW • Suite 900
Washington, DC 20006
202.238.3400 • fax 202.238.3401
membership@elfaonline.org

TO QUALIFY:

In order for your company to receive the special membership rate of $1,500 for the 2016 ELFA membership year, all three of the criteria below must apply to your company (offer ends 12/31/2016).

- Is based primarily in the United States.
- Has never been a member of ELFA.
- Is a commercial bank that derives funds from and lends to the community where it operates.

Please type or print clearly.

FULL NAME OF APPLICANT COMPANY

ADDRESS

CITY STATE ZIP

MAIN PHONE FAX

WEBSITE ADDRESS

OFFICIAL REPRESENTATIVE TO ELFA (KEY CONTACT)

TITLE

PHONE FAX

EMAIL

LENGTH OF TIME IN INDUSTRY

NAMES OF PRINCIPAL OFFICERS OR PARTNERS: (IF APPLICABLE) **LENGTH OF TIME IN INDUSTRY**

NAME & TITLE

NAME & TITLE

NAME & TITLE

NAME & TITLE

ADDITIONAL INFORMATION

1. List affiliated corporations or business enterprises under common ownership with applicant company.

2. Have you or your other principals been involved in leasing and finance under another name or employed by another leasing and finance company?
❑ Yes ❑ No If yes, name of company:

3. Are you presently in the business of direct leasing and finance?

❑ Yes ❑ No

If no, what is your current relationship to the leasing and finance industry?

4. How long has your company been in the leasing and finance industry?

5. Which describes your company's primary market focus? **(please check one)**

- ❑ Captive and Vendor Finance – Financial services organizations providing sales-assisted financing, vendor- and manufacturer-support activities, either on a third-party or captive basis.
- ❑ Financial Institution – Bank-related organizations and financial institutions involved in single transactions over $5 million.
- ❑ Independent Middle Market – Non-bank-related organizations primarily involved in transactions between $250,000 and $5 million, either individually or through lines.
- ❑ Small Ticket – Non-bank-related organizations primarily involved in transactions between $250,000 and $5 million, either individually or through lines.

6. How many employees does your company have involved in the leasing and finance industry?

7. In what other leasing and finance industry-related organizations is your company a member?

8. How did you hear about ELFA?

(over)

All memberships run from January 1 to December 31. Membership dues are non-refundable. The special discount rate is for the first year of membership only. Regular member rates will apply beginning in the second year of membership. Please complete the dues calculation worksheet below so that we may keep this information on file. The information contained here will be the basis for calculating dues in the second year of membership. Dues are based on the greater of #1 or #2 below.

1) TOTAL ANNUAL VOLUME:

a) Annual volume of equipment, equipment loans and leases, booked for own account + _____

b) Annual volume of equipment, equipment loans and leases, arranged through brokered or packaged transactions + _____

c) Add A and B above to arrive at total annual volume = _____

2) TOTAL ASSETS:

a) Total of assets (defined by FAS 13) under rent or lease + _____

b) Total of equipment loans + _____

c) Value of assets managed for others, including assets under securitization + _____

d) Total of loans outstanding to Lessors + _____

e) Add A through D above to arrive at total assets = _____

*Do not include international, real estate, inventory/receivable finance, corporate finance, or other non-equipment-related activities.

Regular member annual dues must reflect the size calculated above.

Size Based on #1 or #2 above *(whichever is greater)*	Annual Dues
❑ $0 – 20 Million	$ 3,040
❑ $20 – 50 Million	$ 4,420
❑ $50 – 250 Million	$ 6,630
❑ $250 – 500 Million	$ 8,830
❑ $500 – 800 Million	$11,040
❑ $800 – 1 Billion	$15,450
❑ $1.0 - 1.5 Billion	$19,310
❑ $1.5 - 2.0 Billion	$24,840
❑ $2.0 - 3.0 Billion	$35,870
❑ $3 – 5 Billion	$44,150
❑ $5 – 10 Billion	$55,180
❑ $10 – 25 Billion	$60,700
❑ $25 Billion +	$71,740

Membership applications must be completed in full and are subject to review by the Membership Committee and Board of Directors of the Equipment Leasing and Finance Association, who are authorized to collect such additional financial and other information as they may deem necessary for adequate applicant analysis. Any false information may result in delay or denial of admission to the Association.

Membership must be approved by the Board of Directors, which could take up to three weeks. If the application is denied, the applicant has the right to due process by answering any questions or charges before the ELFA Board.

The Association considers submission of a membership application as an indication of an applicant's willingness to read and abide by the provisions of the Association's Code of Fair Business Practices and ELFA Bylaws.

We request membership in the Equipment Leasing and Finance Association on the qualifying information given on the reverse side, and attach herewith our membership fee of $1,500. Please make checks payable to: ELFA. Tax ID # 52-6054211

_____
SIGNED BY

_____
TITLE DATE

REGULAR MEMBER ELIGIBILITY

A. Regular membership in this Association shall be open to any company, or division or subsidiary thereof, located in the United States, or in the case of a foreign domiciled company operating in the United States, in the financing of equipment to other commercial users or in the funding or arranging of such financing, or in investing in such financing or in any company which engages in such financing. The specific requirements for, and the financial obligations of, Regular members shall be specified from time to time by the Board of Directors. A member entity, as defined from time to time by the Board of Directors, shall be treated as a Regular member except for purposes of dues.

B. Regular membership in this Association shall be in the form of company membership, rather than individual representation, except that a sole proprietorship shall be eligible for Regular membership. In all matters requiring a vote of the membership, each Regular member shall be entitled to only one vote.

C. Application for Regular membership in the Association shall be made in writing in such manner and upon such forms as the Board of Directors may from time to time prescribe. Approval of an application for Regular membership shall be made in accordance with rules and procedures approved by the Board of Directors.

ELFA MEMBERSHIP FEE CREDIT CARD AUTHORIZATION

If you wish to pay the $1,500 membership fee by credit card, please fill out this form completely. Your credit card will be charged $1,500.

CREDIT CARD TYPE

CREDIT CARD NUMBER CSV

NAME ON CREDIT CARD

CREDIT CARD BILLING ADDRESS

CITY STATE ZIP

EXPIRATION DATE

I authorize ELFA to charge my credit card the above amount for the membership fee.

SIGNED DATE

ALL INFORMATION SUBMITTED WILL REMAIN CONFIDENTIAL.
Applications are also available for Regular, Associate and International Associate memberships.