

The National Funding Conference

April 9-11, 2019

Swissôtel • Chicago, Illinois



31 Years Helping the Industry
Meet Its Funding Needs

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.

2019: 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 state—"2019 should be a good year for funding, as a strengthening U.S. economy and elevated propensity to finance should propel growth in the equipment finance sector. Overall, a projected 2.3% GDP growth for 2019 is expected along with healthy 4.1% expansion in equipment and software investment." Funding Sources are in the best position to fuel this growth.

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/2019/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 here: www.elfaonline.org/events/2019/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, 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/2019/NFC/, click on Attendee Registration and simply 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:

Funding Programs

- 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 currently Funding Sources in this year's conference (as of 2/14/19):

36th Street Capital	First American Equipment Finance, an	People's Capital and Leasing Corp.
ATEL Capital Group	RBC / City National Company	PNC Equipment Finance, LLC
AvTech Capital, LLC	First Bank of Highland Park	Prime Alliance Bank
Banc of America Leasing	First Eagle Bank	Santander Bank Equipment Finance
Bank of the West	First Midwest Equipment Finance Co.	SCG Capital Corporation
Baystone Government Finance/KS State Bank	Flagstar Bank	Securcor Financial Group
BB&T Commercial Equipment Capital Corp.	Flushing Bank	Signature Financial
BB&T Equipment Finance	Fuyo General Lease (USA) Inc.	Societe Generale Equipment Finance
BMO Harris Equipment Finance Company	GE Capital Markets Group	Sterling National Bank Equipment Finance Division
Boston Financial & Equity Corporation	Hanmi Bank	Stonebriar Commercial Finance
Brean Capital, LLC	Hitachi Capital America Corp.	Sumitomo Mitsui Finance & Leasing Co., Ltd.
Bridge Funding Group, Inc.	Huntington Equipment Finance	SunTrust Equipment Finance & Leasing Corp.
Capital Guidance	IBERIA Corporate Asset Finance, Inc.	TCF Equipment Finance, a division of TCF National Bank
CapitalSource, Inc.	Innovation Finance USA LLC	TIAA Commercial Finance, Inc.
CapX Partners	J.P. Morgan Equipment Finance	Tokyo Century (USA) Inc.
Channel Partners Capital	Key Equipment Finance	U.S. Bank Equipment Finance
CIT	LEAF Commercial Capital Inc.	Verdant Commercial Capital LLC
Citizens Asset Finance, Inc.	MB Equipment Finance	VFI Corporate Finance
Crestmark Vendor Finance, A division of MetaBank	MB Financial Bank	Wells Fargo Equipment Finance
Customers Commercial Finance, LLC	MB Financial Bank - Paying Agent	Wintrust Commercial Finance
ECS Financial Services, Inc.	Mitsubishi UFJ Lease & Finance (U.S.A.) Inc.	Wintrust Specialty Finance
ENGs Commercial Finance Co.	Moody's Analytics	
Equipment Leasing Group of America, LLC	Nations Equipment Finance, LLC	
	NFS Leasing, Inc.	
	Peapack Capital Corporation	

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 "Booth 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 9, followed by a full day of meetings on April 10, concluding with a half day of meetings on April 11.

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 9. See Schedule of Events for more details.

Roundtable attendees can register for both the roundtable AND Funding at a reduced bundled price. Get a \$200 discount when you register for both National Funding Conference and any Roundtable!



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.

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 10 and 11 from 7:00 – 8:30 am in the Vevey Room. Tables of 8 and 10 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 9

11:00 am – Noon

Best Practices Roundtable Registration

(Separate registration fee from The Funding Conference)

- Bank Best Practices Roundtable

Sponsored by  PayNet

- Independent Best Practices Roundtable
- Captives and Vendor Finance Best Practices Roundtable

Roundtables are for senior executives from banks leasing companies, independent finance companies, 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, please contact Alexa Carnibella at acarnibella@elfaonline.org.

Noon – 12:30 pm

Hosted Luncheon

This luncheon will be held jointly with attendees from all three Roundtables.

12:30 – 1:30 pm

General Session

This session will be attended jointly by all three Roundtable participants.

1:45 – 4:30 pm

Bank Best Practices Roundtable

Facilitator to be announced.

Independent Best Practices Roundtable

Facilitator to be announced.

Captives Best Practices Roundtable

Facilitator to be announced.

2:30 – 7:00 pm

Funding Conference Registration

Hotel Key Cards Sponsored by



Conference Bags sponsored by



Beverage Sleeves sponsored by



Lanyards sponsored by



2:30 – 4:30 pm

Exhibitor Set Up

4:30 – 5:30 pm

Women's Council Reception

Sponsored by



5:00 – 7:00 pm

Opening Reception

WEDNESDAY, APRIL 10

7:00 – 8:30 am

Full Breakfast to Facilitate Networking

Sponsored by  BB&T Equipment Finance

8:30 am – Noon

Individual Appointments with Funding Source Exhibitors

Noon – 2:00 pm

Hosted Luncheon

Sponsored by  PayNet

2:00 – 5:00 pm

Individual Appointments with Funding Source Exhibitors

5:00 – 6:30 pm

Hosted Reception

Sponsored by



THURSDAY, APRIL 11

7:00 – 8:30 am

Full Breakfast to Facilitate Networking

8:30 am – Noon

Individual Appointments with Funding Source Exhibitors

Noon – 3:00 pm

Exhibitor Tear Down



REGISTRATION AND GENERAL INFORMATION

DISCOUNT BUNDLE BACK BY POPULAR DEMAND

ELFA Members: Get a \$200 discount when you register for both National Funding Conference and a roundtable:

\$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 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 26, 2019**. To register after this date, bring the registration form and payment to the conference. ELFA cannot guarantee receipt of any payments mailed after **March 26, 2019**.

In order to be included in the final list of attendees, registration and payment must be received by **April 2, 2019**.

To Register Use ELFA On-Line

This is the *fastest and easiest* way to register for the National Funding Conference. Simply go to www.elfaonline.org/events/2019/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.**

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 26, 2019**

Please Note: Cancellations will be accepted by telephone to Janet Fianko at (202) 238-3420 or by an email at fianko@elfaonline.org.

Substitutions

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

Conference Compliance Please Note the Following

Photographs Taken at the Conference –

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 Equipment Management Conference and Exhibition.

Attendee Contact Information –

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.

ELFA CODE OF CONDUCT

Thank you for choosing to enhance your professional development by attending this ELFA conference. One of our goals is to ensure that we promote a safe and productive environment for all conference attendees.

We invite you to help us make each ELFA-sponsored conference and live event a place that is welcoming and respectful to all participants, regardless of race, gender, gender identity and expression, age, sexual orientation, disability, physical appearance, national origin, ethnicity, political affiliation, or religion. We do not condone, nor will we tolerate harassment of our participants, including ELFA and facility staff, in any form—in person or online.

Examples of harassment include offensive comments, verbal threats or demands, sexualized images in public spaces, intimidation, stalking, harassing photography or recording, sustained disruption of sessions or events, and unwelcome physical contact or sexual attention.

We expect all participants—attendees, speakers, sponsors, volunteers, and staff—to follow the Code of Conduct during the conference. This includes conference-related social events at off-site locations and in related online communities and social media.

Participants asked to stop any harassing behavior are expected to comply immediately. Conference participants violating this Code of Conduct may be expelled from the conference without a refund, and/or prohibited from attending future ELFA events, at the discretion of ELFA.

Please bring any concerns to the immediate attention of the event staff, or contact Lisa Ramirez, ELFA Vice President of Business and Professional Development, at lr Ramirez@elfaonline.org. You may also report violations by calling call +1 202-238-3414. Thank you for your help in keeping this and all ELFA events professional, welcoming, and respectful to all.

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 lr Ramirez@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 or 440-247-1060 if you are interested in sponsoring any of the events/items listed below:

Wi-Fi in Exhibit Area	\$5,000
Mobile App	\$5,000
Attendee Roster	\$5,000
Attendee Bag	\$5,000 SOLD
Lanyard with Company Logo	\$5,000 SOLD
Hotel Card Key	\$5,000 SOLD
Pens with logo	\$3,000
Coffee sleeves	\$3,000 SOLD
Napkins with logo	\$3,000
Complete Sit-Down Networking Breakfast	
Wed. April 10	\$3,000 SOLD
Thurs. April 11	\$3,000
Luncheon	\$5,000 SOLD
Opening Reception	\$7,000
Closing Reception	\$5,000 SOLD

Hotel Reservations for Sleeping Rooms

For your convince 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 \$299 single/double (Standard Room) is available for attendees. You can make your hotel reservations on line. Follow these simple instructions:

Log on to: <http://bit.ly/2B60pKQ>

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).

Radisson Blu Aqua Hotel, Chicago

The Radisson Blu Aqua Hotel, Chicago is located at 221 North Columbus Drive, Chicago, IL 60601, and is directly in front of the Swissôtel. A special group rate of \$289 single/double (Standard Room) is available for attendees.

To make hotel reservations at the Radisson Blu Aqua Hotel, Chicago please call +1 312 565-5258 or go here:

<http://bit.ly/2FTmS11>

Available dates at the ELFA rate are between April 5th and April 13th. Promotional Code: ELFA19

Hotel Reservations for Funding Sources Suites at Swissôtel

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 \$499 single/double (Standard Room) is available for Suite Funding Sources. Following your Funding Conference registration completion, you will receive a separate email containing a separate link to reserve your Suite meeting space.

***Please Note: *Only companies that participate as Funding Sources will be able to reserve suites at the Swissôtel. ELFA members who are not registered for the Funding Conference will not be allowed to reserve suites at the Swissôtel.*

Phone-In and Email Reservations

Or if you prefer, you can make reservations by calling this number 1-888-73-SWISS (1-888-737-9477), or via email using this link: reservations.chicago@swissotel.com. 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 18, 2019**. After the cut-off date, rooms are on a first-come, first-served basis and possibly at a higher rate.

Getting There

The Swissôtel is a downtown hotel 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 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.

Deadline Dates at a Glance

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

March 18, 2019

Last day to cancel registration and receive a refund

March 26, 2019

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

March 26, 2019

2019 Funding Exhibition Planning Committee

MICHAEL J. ASH

(Committee Chair)

Signature Financial

ROBERT BLEE

GE Capital Markets Group

DAVID R. CARDEW

Element Financial Corporation

MICHAEL CLUNE

First American Equipment Finance,
an RBC/City National Company

DAN FLUHARTY

Huntington Equipment Finance

HENRY FROMMER

Wells Fargo Equipment Finance, Inc.

STEVE GRAY

BB&T Equipment Finance

TODD LEAVEY

GSG Financial

LINDSEY MCLORG

Hitachi Capital America Corp.

SERA OLIVER

Key Equipment Finance

THOMAS PAGANO

Customers Bank Commercial Finance, LLC

ERIC STACZEK

MB Equipment Finance

JACOB UEHLIN

U.S. Bank Equipment Finance