

The Premier Event for Equipment Leasing and Finance Accounting Professionals



Program
Qualifies for
NASBA CPE
Credits

Lease & Finance Accountants Conference

September 16-18, 2019

Hilton Chicago • Chicago, IL



EQUIPMENT LEASING AND FINANCE ASSOCIATION
Equipping Business for Success

The Premier Event for Leasing and Finance Accounting Professionals

- CFO Roundtable
- Introduction to the Leasing and Finance Industry
- Taxation of Leases and Service Contracts
- Keynote: Economist, Rob Wescott
- State of the Association and State of the Industry
- Rev and Rec Issues
- Lease or Not a Lease
- Interpretive View Lessor- Hot Topics Part One
- Interpretive View Lessee- Hot Topics Part One
- CECL Overview
- Evolving for the Customers and Data Needs
- Interpretive View Lessee- Hot Topics Part Two
- Lease & Loan Pricing Basics
- Operationalizing Between IFRS or US GAAP
- Lease Implementation Pressure Points: Unexpected Questions You've Encountered and Operational Landmines
- Lease and Loan Sales
- Leases in Business Combinations
- Sale Leaseback
- The View from Across the Pond: An Update from the IASB
- CECL: Using Data Analytics to Support Better Decisions
- Leases and Real Estate
- Lease & Loan Pricing Advanced
- Ask the Auditor and Accountant
- Unmatched networking activities!

WHO SHOULD ATTEND

Accountants, CFOs, controllers, tax managers, treasurers, finance directors and others responsible for financial reporting activities, plus any business professionals or advisors who must be familiar with the impact of accounting on their transactions or activities.

BECOME AN EXHIBITOR OR SPONSOR!

The ELFA Lease and Finance Accountants Conference will be held concurrently with the ELFA Operations and Technology Conference. Both conferences will share a table top exhibit targeting companies that provide lease and finance accounting software, and other technology-related processes and systems. This is a great opportunity to get in front of an expected combined attendance of about 300 people!

Sponsorships at ELFA events offer several important benefits that allow your company to achieve its marketing and sales objectives. As a sponsor, your company is showcased to decision-makers in all facets of the equipment leasing and finance industry.

If you would like to be a part of the exhibition or a sponsor of the combined conferences, please contact Steve Wafalosky at steve@larichadv.com or 440-247-1060.

2019 ELFA FINANCIAL ACCOUNTING COMMITTEE

Mr. John Bober (*Committee Chair*)
IXL LEASE ADVISORY SERVICES, LLC

Ms. Deborah A. Brady
KEY EQUIPMENT FINANCE

Mr. Daryl Buck
GRANT THORNTON

Mr. Kyle Elken
DLL

Mr. Chris Galer
GE CAPITAL

Mr. Joseph Guage
FIRST AMERICAN EQUIPMENT FINANCE,
A CITY NATIONAL BANK COMPANY

Mr. Shawn Halladay
THE ALTA GROUP

Mr. Rodney W. Hurd
BRIDGEWAY CAPITAL ADVISORS

Mr. Marc Jerusalem
PRICEWATERHOUSECOOPERS

Mr. Tim Kolber
DELOITTE & TOUCHE LLP

Mr. Jeff Lezinski
ODESSA TECHNOLOGIES

Mrs. Dorina Maerean
IBM GLOBAL FINANCING

Mr. Scott Muir
KPMG LLP

Mrs. Mamta Shori
WELLS FARGO EQUIPMENT FINANCE

Mr. Joseph Sebik
SIEMENS FINANCIAL SERVICES

Mr. Charlie Shannon
MOSS ADAMS LLP

Ms. Jennifer Stembridge
SUNTRUST BANK

Ms. Amie Sweeney
CBRE CAPITAL MARKETS

Mr. Jeremy Simons
ERNST & YOUNG LLP

Mr. Vincent Tesoriero
MARLIN LEASING

Mr. Scott Thacker
IVORY CONSULTING CORP.

Mr. Jay Wilensky
CHICAGO FREIGHT CAR LEASING

Mr. Brian Wilson
BANC OF AMERICA LEASING



Lease & Finance Accountants Conference • September 16-18, 2019 • Hilton Chicago • Chicago, IL

MONDAY, SEPT. 16

9:00 am

Early Registration

10:00 am – Noon

Pre-Conference Workshops

CFO Roundtable

Discussion Leader:

SHAWN HALLADAY

Managing Principal

The Alta Group

Introduction to the Leasing and Finance Industry

Introduction to the industry and products offered, why customers lease and an overview of the lease accounting rules changes and the impact to the industry. Geared to newcomers to the industry.

Presenters:

RODNEY W. HURD

CFO

Bridgeway Capital Advisors

AMIE SWEENEY

Vice President

CBRE

Taxation of Leases and Service Contracts

A workshop of the tax rules which determine whether a transaction is considered a loan, a lease or a service agreement; how those determinations affect the tax benefits available to the lessor/project owner and the effect of recent extensions of certain tax

benefits, including bonus depreciation and alternative energy tax credits.

Presenter:

JOSEPH SEBIK

Director of Tax

Siemens Financial Services

11:30 am - 7:30 pm

General Conference Registration

1:00 - 2:00 pm

General Session (Joint Session)

Welcome

Presenters:

JOHN BOBER

Chair, ELFA Financial Accounting Committee

Managing Member

IXL Lease Advisory, LLC

ANDREW COTTER

Chair, ELFA Operations and Technology Committee

EVP, Chief Information Officer

Somerset Capital Group, Ltd.

State of the Association and State of the Industry

Presenters:

RALPH PETTA

President & Chief Executive Officer

Equipment Leasing and Finance Association

JUD SNYDER

ELFA Chairman

2:00 - 2:15pm

Refreshment Break/Exhibits Open

2:15 - 3:30 pm

Concurrent Sessions

- **Interaction Between Lease Accounting and Revenue Recognition (1)**

DORINA MAEREAAN

Senior Accounting Manager, Global Finance
IBM Global Financing

CHRIS BOLASH

Partner
Ernst & Young LLP

- **Lease or Not a Lease (1/2)**

BRIAN WILSON

Director – Leasing
Banc of America Leasing

JEFF ELLIS

Senior Managing Director
FTI Consulting

- **Interpretive View Lessor- Hot Topics Part One (2/3)**

SCOTT MUIR

Partner - Department of Professional Practice
KPMG LLP

DAVE AUGUSTYN

Partner – Accounting Advisory Services
KPMG LLP

AMIT SINGH

Director – Accounting Advisory Services
KPMG LLP

3:30 - 3:45 pm

Refreshment Break/Exhibits Open

3:45 - 5:00 pm

Concurrent Sessions

- **Interpretive View Lessee- Hot Topics Part One (2)**

TIM KOLBER

Managing Director
Deloitte

- **CECL in Leasing Transactions (3)**
This session will provide an overview of the CECL guidance (ASC 326), an update on the latest standard setting and regulatory activities, modeling approach and internal control considerations, and an update on the current state of companies' implementation efforts. The focus will be on CECL's impact on lessors' net investment in sales-type and direct financing leases and its interaction with the leases guidance (ASC 842).

SCOTT MUIR

Partner - Department of Professional Practice
KPMG LLP

KYLE ELKEN

Controller
DLL

REZA VAN ROOSMALEN

Principal – Accounting Advisory Services
KPMG LLP

- **Managing Data Requirements Beyond 842 Compliance (1)**
This session will provide a refresher on data requirements under ASC 842, share insights on what companies have done to use data during implementation and how to manage and streamline into the future.

EILEEN CHAN

Managing Director
Ernst & Young LLP

VINCENT TESORIERO

Controller
Marlin Business Services Corp.

5:00 - 5:45 pm

Newcomers Reception

5:30 - 7:30 pm

Hosted Reception/ Exhibits Open

TUESDAY, SEPT. 17

6:30 - 7:30 am

5K Fun Run

Lead Committee Member:

AMIE SWEENEY

Start the day with a little exercise and join your colleagues for a 5K fun run.

7:00 - 8:00 am

Continental Breakfast/Exhibits Open

8:00 - 9:00 am

Keynote Session (Joint Session)

Economist:

ROB WESTCOTT

President

Keybridge Research, LLC

9:00 - 9:15 am

Refreshment Break/Exhibits Open

9:15 - 10:15 am

Concurrent Sessions

- **Interpretive View Lessee- Hot Topics Part Two (2)**

MARC JERUSALEM

Director, Accounting & Consulting Services

PricewaterhouseCoopers LLP

- **Lease & Loan Pricing Basics (1)**

SCOTT THACKER, CPA, CLFP

Chief Executive Officer

Ivory Consulting Corporation

CARRIE NA, Ph.D., CFA

Managing Director - Head of Pricing & Portfolio Analysis

SunTrust Equipment Finance & Leasing Corp.

- **Operationalizing Between IFRS or US GAAP (1/2)**

DARYL BUCK

Partner

Grant Thornton LLP

LISA CASTLE

10:15- 10:30

Break

10:30 - 11:45 am

General Session

FASB: Current and Emerging Issues

This panel, which includes FASB Board Member Marsha Hunt, will review and discuss the FASB's current agenda and emerging issues of relevance to the leasing industry. The session will include a review of major Board projects and an overview of the Board's activities related to ASC 842, Leases. The panel will also briefly discuss other technical activities not otherwise covered in the conference program.

JOHN BOBER

Managing Member

IXL Lease Advisory, LLC

MARSHA HUNT

Board Member

Financial Accounting Standards Board

JAMES BARKER

Partner

Deloitte

MARC JERUSALEM

Partner

PricewaterhouseCoopers

DARYL BUCK

Partner

Grant Thornton

SCOTT MUIR

Partner

KPMG LLP

JEREMY SIMONS

Partner
Ernst & Young LLP

11:45- 1:15 pm

Hosted Luncheon

1:15 – 2:15 pm

Concurrent Sessions

- **Lease Implementation Pressure Points: unexpected questions you've encountered and operational landmines (2)**

TIM KOLBER

Managing Director
Deloitte

MAMTA SHORI

Group Controller
Wells Fargo Equipment Finance

- **Lease and Loan Sales (3)**

CHARLIE SHANNON

Partner
Moss Adams LLP

JOE GUAGE

Chief Financial Officer
First American Equipment Finance, an
RBC / City National Company

- **Leases in Business Combinations (2/3)**

JENNIFER STEMBRIDGE

Group Vice President, Controller's
Division
SunTrust Robinson Humphrey

MARC JERUSALEM

Director, Accounting & Consulting
Services
PricewaterhouseCoopers LLP

2:15 – 2:30 pm

Refreshment Break/ Exhibits Open

2:30-3:30 pm

Concurrent Sessions

- **Sale Leaseback (2)**

JAY WILENSKY

VP Accounting & Finance
Sasser Family Holdings, Inc.

DORINA MAERAN

Senior Accounting Manager, Global
Finance
IBM Global Financing

KERRIE CADUGAN

Executive Director
Ernst & Young LLP

- **REPEAT- Interpretive View Lessor-
Hot Topics Part One (2/3)**

SCOTT MUIR

Partner - Department of Professional
Practice
KPMG LLP

- **REPEAT- Managing Data
Requirements Beyond 842
Compliance (1)**

This session will provide a refresher on data requirements under ASC 842, share insights on what companies have done to use data during implementation and how to manage and streamline into the future.

EILEEN CHAN

Managing Director
Ernst & Young LLP

VINCENT TESORIERO

Controller
Marlin Business Services Corp.

3:30 – 4:00 pm

Refreshment Break/Exhibits Open

4:00 – 5:15 pm

General Session

The View from Across the Pond: An Update from the IASB

JOHN BOBER

Managing Member
IXL Lease Advisory Services, LLC

GARY KABURECK

Board Member
International Accounting Standards Board

5:30 - 7:00 pm

Hosted Reception/Exhibits Open

WEDNESDAY, SEPT. 18

7:00 – 8:00 am

Women's Council Breakfast

AMIE SWEENEY

Vice President
CBRE Capital Markets

7:00 - 8:00 am

Continental Breakfast/Exhibits Open

8:00 - 9:15 am

General Joint Session

CECL: Using Data Analytics to Support Better Decisions

JOE GUAGE

Chief Financial Officer
First American Equipment Finance, an RBC /
City National Company

KYLE ELKEN

Controller
DLL

LISA NOWAK

Sr. Product Manager
IDS

KRISTIE KOSOBUSKI, CLFP

Senior Director Product Management
IDS

9:15 - 9:30 am

Refreshment Break/Exhibits Open

9:30 - 10:45 am

Concurrent Sessions

- **Leases and Real Estate (1/2)**

AMIE SWEENEY

Vice President
CBRE Capital Markets

- **Lease & Loan Pricing Advanced (3)**

SCOTT THACKER, CPA, CLFP

Chief Executive Officer
Ivory Consulting Corporation

JOSEPH SEBIK

Director of Tax
Siemens Financial Services

- **REPEAT: Sale Leaseback (2)**

JAY WILENSKY

VP Accounting & Finance
Sasser Family Holdings, Inc.

DORINA MAEREAN

Senior Accounting Manager, Global
Finance
IBM Global Financing

KERRIE CADUGAN

Executive Director
Ernst & Young LLP

10:45 – 11:00 am

Refreshment Break/Exhibits Open

11:00 am – 12:00 pm

General Session

Ask the Auditor and Accountant (8 tables)

JEFF LEZINSKI

SVP Solution Architecture
Odessa

TIM KOLBER

Managing Director

Deloitte

REGISTRATION AND GENERAL INFORMATION

Please register as far in advance as possible. Register by **Monday, September 2, 2019** 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/events/2019/LAC/

Registration fees:

ELFA Member (1st Person):	\$1,225
Each additional ELFA Member representative:	\$1,180
Nonmembers:	\$2,450
First time attendee:	\$1,050
Spouse/Companion Fee:	\$250
Financial Accounting Committee Members or Member Speakers Fee (<i>attending entire conference</i>):	\$610
Speaker Fee (<i>if attending day of presentation/one day only</i>):	waived

***See speaker/committee registration and policy under "Registration and General Information" for fee clarification.**

*First Time Attendee Fee

First time attendee fee applies only to representatives from ELFA member companies. If at least one individual from your company is registered to attend this conference **at the full ELFA member rate**, and you have never previously attended the ELFA Lease and Finance Accountants Conference, you may register at the first time attendee rate.

Speaker/Committee Registration Fee and Fee Policy

All speakers and Financial Accounting Committee members must complete and return the registration form. Member speaker attending the entire conference pay half the registration fee (in this case \$610). Non-member speakers attending the entire conference must pay the non-member rate (\$2,450). The fee is waived for any speakers who is attending only on the day of their presentation. Financial Accounting Committee members, regardless of length of stay at the conference, pay half the registration fee (\$610). Please make sure you check the appropriate box on the registration form. If you have questions regarding these policies, please contact Lisa Ramirez at (202) 238-3414 or lramirez@elfaonline.org.

Spouse/Companion Fee

A spouse/companion attending any of the social functions must be registered and must pay the spouse/companion fee (\$250). Please mark the appropriate box on the registration form. If your spouse/companion is employed in the equipment leasing and finance industry and wishes to attend any portion of the conference content and social functions, the full attendee (ELFA member) registration fee is due.

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 non-member, pay the non-member registration fee, and subsequently join the ELFA within 60 days.

To learn more about ELFA membership and its benefits, contact Julie Benson at jbenson@elfaonline.org or 202-238-3432.

Mail-In-Address

Mail completed registration form and payments to: ELFA, Attn: Accounts Receivable 1625 Eye Street, NW, Suite 850, Washington, DC 20006.

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) 238-3457. Please be sure to include the appropriate credit card information. An email confirmation will be sent to you.

Cancellations & Substitutions

Cancellation Policy

- **Refund minus \$100:** Should you need to cancel, refunds will be processed less a \$100 administrative fee.
- **No refund:** No refunds of registration fees will be given for cancellations received on or after **Monday, September 2, 2019.**

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:

- mailed to Janet Fianko at ELFA Headquarters:
1625 Eye Street, NW, Suite 850
Washington, DC 20006
- faxed to (202) 238-3457, Attn: Janet Fianko, or
- emailed to Janet Fianko at 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 Lease and Finance Accountants Conference.

Continuing Professional Education

Individuals attending this conference will receive 15 CPE credits. The Equipment Leasing and Finance Association (ELFA) is registered with the National Association of State Boards of Accountancy (NASBA) as a sponsor of continuing professional education on the National Registry of CPE Sponsors. State boards of accountancy have final authority on the acceptance of individual courses for CPE credit. Complaints regarding registered sponsors may be addressed to the National Registry of CPE Sponsors, 150 Fourth Avenue North, Nashville, TN 37219-2417. Web site: www.nasba.org. For more details regarding your CPE credits please contact Janet Fianko at jfianko@elamail.com or you may call her at 202-238-3420. You may also contact her regarding administrative policies such as complaints.

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.

Pre-Conference Workshops

Three workshops have been scheduled prior to the start of the conference on Monday morning, September 16 from 10:00 am – Noon. If you would like to attend one of these workshops, please check the appropriate box on the registration form.

5K Fun Run

Members of the ELFA Financial Accounting Committee have planned a 5K Fun Run for Tuesday, morning, September 17 beginning at 6:30 am. If you would like to participate in this event, please check the appropriate box on the registration form.

Obtain all Handouts from this Conference from the Conference Resource Center

Handouts from all ELFA conferences are now accessible electronically through the Conference Resource Center located at the ELFA website: www.elfaonline.org/Events/?fa=crc. As a registered attendee to the Lease and Finance Accountants Conference you may download all handouts (and audio files if available) associated with this conference at no charge. An email will be sent to you when the handouts are available for download. Be sure to log onto the site using your user name and password. For complete information about the Conference Resource Center, please contact Alexa Carnibella at 202-238-3416 or acarnibella@elfaonline.org.

Exhibitor Opportunities

An exhibition is held in conjunction with the Operations & Technology and Lease and Finance Accountants Conference. Visit the ELFA website to obtain additional details about exhibiting at these events www.elfaonline.org/Events/Exhibit/ or contact Steve Wafalosky at (440) 247-1060 or stevew@larichadv.com.

Sponsorship Opportunities

Sponsoring events and functions at ELFA meetings provides excellent exposure for your company. Visit the ELFA website to obtain additional details about exhibiting at these events www.elfaonline.org/Events/Sponsor/ or contact Steve Wafalosky at (440) 247-1060 or stevev@larichadv.com.

(All pricing includes access to both conferences (Operations & Technology + Lease & Finance Accountants))

Online Attendee Handouts	\$4,000
Conference Mobile App	\$4,000
Conference bags (eco-friendly)	\$4,000
Lanyard with company logo	\$4,000
Wi-Fi	\$4,000
Hotel Card Keys with logo	\$4,000
Keynote Speaker	\$8,000
Pens with Company Logo	\$3,000
Coffee Sleeves	\$3,000
Napkins	\$3,000

Networking Events

Newcomers Reception (Monday)	\$2,000
Reception (Monday or Tuesday)	\$3,000
Luncheon (Tuesday)	\$2,500
General Breakfast (Monday or Tuesday)	\$2,000

Inquiries

If you have a question about this conference not related to registration, please call Janet Fianko at (202) 238-3420.

Email for registration inquiries:

jfianko@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 2019 Lease and Finance Accountants at the Hilton Chicago, 720 South Michigan Avenue, Chicago, Illinois, 60605, at a discounted rate of \$269 +tax. Check in time is 3:00pm, and check-out time is 11:00am. Please call Reservations at 1 (800) 774-1500, provide your arrival and departure dates and mention ELFA Lease and Finance Accountants Conference or you may use the custom web link below to reserve your hotel room online. Reservations must be made on or before 5:00pm EST on August 25, 2019 in order to secure the ELFA discounted rate.

Make Hotel Reservations Online!

We strongly encourage you to make your hotel reservations online. Please go to this link to register online: <https://book.passkey.com/go/ELFALeaseAccountingConf>.

Make your hotel reservations by August 25, 2019 to receive the discounted ELFA room rate of \$269.

Reservations after this date are based on availability and may be at a higher rate.

Getting There

The Hilton Chicago is about 19 miles from the Chicago-O'Hare International Airport (CHI). Approximate cost of a taxi from Chicago-O'Hare International Airport to the Hilton Chicago is about \$55. The Hilton Chicago is also about 11 miles from the Chicago Midway Airport. Approximate cost of a taxi from Chicago Midway Airport to the Hilton Chicago is about \$35.

For further information about this property, including driving directions, visit their website at

<https://www3.hilton.com/en/hotels/illinois/hilton-chicago-CHICHHH/maps-directions/index.html>

Attire

Business casual is appropriate for this meeting.

