



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

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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

ROB BOYER

President
BB&T Commercial Equipment Capital Corp.
Treasurer of the Board, ELFA

2:00 - 2:15 pm

Refreshment Break/Exhibits Open

2:15 - 3:30 pm

Concurrent Sessions

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

This session covers areas of crossover between the revenue and leasing standards, such as separating and allocating consideration between lease and non-lease components, recognition of variable consideration, sales with repurchase agreements, performance guarantees, and highlights conceptual

similarities and differences between the standards.

DORINA MAEREAN

Senior Accounting Manager, Global Finance
IBM Global Financing

CHRIS BOLASH

Partner
Ernst & Young LLP

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

This session will provide an overview of the types of arrangements that would be in the scope of ASC 842, the new lease accounting standard. Additionally, the session will describe the relevant guidance in determining whether a contract is or contains a lease for GAAP purposes. The application of this guidance will be demonstrated through a series of illustrative examples. Finally, the presenters of this session will point out certain pressure points that may exist when applying the 'lease identification' guidance.

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

- **Lessee ‘Hot Topics’ Part 1: Applying the ASC 842 Requirements to Certain Scenarios (2)**

Many questions have been raised about the application of the ASC Topic 842 provisions when certain scenarios exist. This session will highlight the interpretive views on certain ‘hot topics’ related to the initial and subsequent measurement of a lease from the lessee perspective. The ‘hot topics’ that will be discussed include, but will not be limited to: (1) establishing a capitalization threshold for operating leases, (2) determining certain key assumptions in measuring a lease (e.g., lease term, lease payments, and discount rate), (3) accounting for lease incentives when certain conditions exist, and (4) other ‘hot topics’ such as those related to accounting for subleases and asset abandonment.

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.

MARK KOPPERSMITH

Vice-President Product Strategy and
Planning
LeaseAccelerator

5:00 - 5:45 pm

Newcomers Reception

5:30 - 7:30 pm

Hosted Reception/ Exhibits Open

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Technology

TUESDAY, SEPT. 17

6:00 - 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 WESCOTT

President

**Keybridge Research,
LLC**



What if a Recession Happened? How Might One Ripple Through the Economy? Which Business Sectors Would be Hit Hardest?

This session will put US recessions in context—what are they? How often do they hit? What tend to be the main drivers of recession? Rather than a formal recession, it is very possible that there could be a “growth pause” with growth falling to, say, 1%

Recent research at Keybridge has attempted to track the likelihood of a looming recession, including a quantification of the next recession’s probable depth.

The session will also discuss the usefulness of an inverted yield curve in anticipating future recessions. (Why is this tool often accurate?) The heart of the session will describe Keybridge analysis about the sensitivity of main business sectors to recessions—which sectors are likely to come through largely unscathed? Which ones will be hardest hit? (Manufacturing? Autos? Finance and Banking? Advertising? Wireless? Healthcare? Oil and Gas/Energy? Commercial Real Estate? etc.)

We will also discuss policy responses by the Fed and fiscal policymakers—could their actions be sufficient to forestall a recession?

9:00 - 9:15 am

Refreshment Break/Exhibits Open

9:15 - 10:15 am

Concurrent Sessions

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

MARC JERUSALEM

Director, Accounting & Consulting Services

PricewaterhouseCoopers LLP

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

This session will cover the key elements of pre-tax lease and loan pricing from the lessor perspective, including addressing the new accounting rule changes.

Topics will include an introduction to lease pricing, lessor return measures, pricing policy, various pricing methodologies, and the differences between economic pricing and pricing based on accounting rules.

Questions to be addressed:

- What are the key concepts of lease and loan pricing?
- What are the key metrics used in lease and loan pricing?

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 KAESTLE

Audit-Exp Manager
Grant Thornton LLP

10:15- 10:30 am

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 LLP

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: A Post Mortem of What Was Observed From the First Waves of Adopters (2)**
Many companies adopted ASC Topic 842 earlier this year. This session will share thoughts and perspectives about various pressure points that were observed when implementing the requirements of ASC Topic 842 from both the lessee and lessor perspectives. This includes discussing (1) the need to and related challenges associated with socializing the new lease accounting requirements to both internal and external stakeholders, (2) the organization-wide mindset shift required when adopting the requirements including the need to enhance processes, systems, and controls, and (3) some of the more common pressure points and related pitfalls that were observed when applying certain provisions of ASC Topic 842 (e.g., the lease identification, discount rate, lease term criterion, and applying the presentation/disclosure requirements).
 - **Lease and Loan Sales (3)**
- TIM KOLBER**
Managing Director
Deloitte
- MAMTA SHORI**
Group Controller
Wells Fargo Equipment Finance
- 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)**

The adoption of ASC 842 raises additional considerations when acquiring leases through a business combination. This session will provide an overview of various considerations associated with accounting for acquired leases, covering scenarios when the acquiree is a lessee and/or a lessor.

JENNIFER STEMBRIDGE

Group VP, Controller's Division
SunTrust Robinson Humphrey

MARC JERUSALEM

Director, Accounting & Consulting Services
PricewaterhouseCoopers LLP

LATINA FAUCONIER

Managing Director, CMAAS – Deals Practice
PricewaterhouseCoopers LLP

2:15 – 2:30 pm

Refreshment Break/ Exhibits Open

2:30-3:30 pm

Concurrent Sessions

- **Sale Leaseback (2)**

One of the most significant areas of change from previous accounting principles and one in which the new leasing standard and the new revenue recognition standard intersect is in sale leaseback transactions (SLB). This session will cover these changes including criteria for sale recognition, specific changes for real estate assets vs equipment assets, the effect of repurchase options, gain or loss recognition, accounting for failed sales, the effect of operating lease vs finance lease in regards to SLBs, symmetry

required between lessor and lessee, differences in standards on SLBs between FASB and IASB, transition considerations, and disclosure requirements.

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

REPEAT- 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

- **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.

MARK KOPPERSMITH

Vice-President Product Strategy and
Planning
LeaseAccelerator

project management requirements for implementing CECL guidance (ASC 326). The session will address the latest standard setting and regulatory activities, data needs and modeling approach, internal control considerations, and the current state of companies' implementation efforts and lessons learned.

JOE GUAGE

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

KYLE ELKEN

Controller
DLL

KRISTIE KOSOBUSKI, CLFP

Senior Director Product Management
IDS

JENARO CERVANTES

Vice President, Risk
HSBC

ADAM LEVY

Managing Director, Advisory
KPMG

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 Implementation – Data Need, Modeling Requirements and Project Governance Considerations

This session will provide an open panel discussion on the broad data, modeling and

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

SCOTT SILVER

Sr. Product Manager – Real Estate
LeaseAccelerator

- **Lease & Loan Pricing Advanced (3)**
This session is a continuation of Lease & Loan Pricing – Basics. It will cover the most often used advanced concepts

in lease and loan modeling and pricing and from the lessor's perspective, including the new accounting rule changes.

Topics will include all after-tax pricing methodologies, targeted returns, true leases, synthetic leases, quasi leases, renewable energy and municipal (tax-exempt) lease pricing.

Questions to be addressed:

- What factors need to be considered in after-tax pricing?
- What are the tax laws considered in lease pricing?

SCOTT THACKER, CPA, CLFP

Chief Executive Officer
Ivory Consulting Corporation

JOSEPH SEBIK

Director of Tax
Siemens Financial Services

- **REPEAT: Sale Leaseback (2)**
One of the most significant areas of change from previous accounting principles and one in which the new leasing standard and the new revenue recognition standard intersect is in sale leaseback transactions (SLB). This session will cover these changes including criteria for sale recognition, specific changes for real estate assets vs equipment assets, the effect of repurchase options, gain or loss recognition, accounting for failed sales, the effect of operating lease vs finance lease in regards to SLBs, symmetry required between lessor and lessee, differences in standards on SLBs between FASB and IASB, transition considerations, and disclosure requirements.

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

10:45 – 11:00 am

Refreshment Break/Exhibits Open

11:00 am – 12:00 pm

General Session

Ask the Accountant - Get Those Burning Accounting and Audit-related Questions Answered!

After more than two and a half days of accounting and operational-related discussions at this conference, there are certainly a number of open questions that participants may have on their minds. This session will provide conference attendees the opportunity to ask the accounting firm professionals any questions that are lingering about: (1) the application of the new accounting standards that were discussed during the conference (e.g., revenue recognition, lease accounting, CECL) and (2) the expectation of the external auditor when it comes to auditing the initial adoption and continued application of the new accounting standards.

JEFF LEZINSKI

SVP Solution Architecture
Odessa

TIM KOLBER

Managing Director
Deloitte