



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

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MONDAY, SEPT. 16

8:30 am

Early Registration

Location: Salon C Foyer, Lower Lobby

10:00 am – Noon

Pre-Conference Workshops

CFO Roundtable

Location: Salon C, 5&6, Lower Lobby

Discussion Leader:

SHAWN HALLADAY

Managing Principal

The Alta Group

Introduction to the Leasing and Finance Industry

Location: Salon C, 1&2, Lower Lobby

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

Location: Salon C, 7&8, Lower Lobby

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

ROBERT KRUGER

Vice President, Tax

TCF Equipment Finance, a division of TCF

National Bank

11:30 am - 7:30 pm

General Conference Registration

Location: Salon C Foyer, Lower Lobby

1:00 - 2:00 pm

General Session (Joint Session)

Location: Continental A, Lobby Level

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

Location: Salon C Foyer, Lower Lobby

2:15 - 3:30 pm

Concurrent Sessions

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

Location: Salon C, 1&2, Lower Lobby

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)**

Location: Salon C, 5&6, Lower Lobby

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)**
Location: Salon C, 7&8, Lower Lobby

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

Location: Salon C Foyer, Lower Lobby

3:45 - 5:00 pm

Concurrent Sessions

- **Lessee ‘Hot Topics’ Part 1: Applying the ASC 842 Requirements to Certain Scenarios (2)**
Location: Salon C, 1&2, Lower Lobby

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

AMY WINKLER

Advisory Manager
Deloitte

- **CECL in Leasing Transactions (3)**
Location: Salon C, 5&6, Lower Lobby

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)**
Location: Salon C, 7&8, Lower Lobby

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

Location: Salon C Foyer, Outside of 1&2, Top of Hall, Lower Lobby

5:30 - 7:30 pm

Hosted Reception/ Exhibits Open

Location: Salon C Foyer, Lower Lobby

Sponsored by:



TUESDAY, SEPT. 17

6:00 - 7:30 am

5K Fun Run

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

Lead Committee Member:

AMIE SWEENEY

7:00 - 8:00 am

Continental Breakfast/Exhibits Open

Location: Salon C Foyer, Lower Lobby

8:00 – 9:00 am

Keynote Session (Joint Session)

Location: Continental A, Lobby Level

Presenter:

JOHN BOBER

Chair, Lease Accounting Committee
IXL Lease Advisory, LLC



Keynote Presenter:

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

Location: Salon C Foyer, Lower Lobby

9:15 - 10:15 am

Concurrent Sessions

- **Lessee “Hot Topics” Part 2: Considerations Around “Day 2” Accounting (2)**

Location: Salon C, 1&2, Lower Lobby

Many companies transitioned to ASC Topic 842 earlier this year. This session will discuss interpretive views on the “Day 2” accounting for certain common, but nuanced, scenarios subject to the ASC 842 requirements from the lessee perspective. The ‘hot topics’ that will be discussed include, but will not be limited to: (1) allocating consideration and variable payments to lease and nonlease components in an arrangement, (2) accounting for lease modifications and the resulting outcome when multiple types of modifications are made concurrently, (3) applying the ASC 842 requirements when a lessee plans to cease use of a right-of-use asset, abandons the asset, or is required to impair the ROU asset, (4) applying the ASC Topic 830 (i.e., currency foreign exchange guidance) requirements to lease assets and liabilities, and (5) presenting operating lease activity in the statement of cash flows.

MARC JERUSALEM

Director, Accounting & Consulting Services
PricewaterhouseCoopers LLP

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

Location: Salon C, 5&6, Lower Lobby

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.

MATTHEW IVORY, CLFP

Training Support Specialist
Ivory Consulting Corporation

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

Location: Salon C, 7&8, Lower Lobby

The presentation will focus on (1) the similarities and changes from the existing guidance to the new guidance; (2) the key differences between IFRS and US GAAP; and (3) the operational challenges that companies are facing during implementation.

DARYL BUCK

Partner
Grant Thornton LLP

LISA KAESTLE

Audit-Exp Manager
Grant Thornton LLP

10:15- 10:30 am

Break

Location: Salon C Foyer, Lower Lobby

10:30 – 11:45 am

General Session

FASB: Current and Emerging Issues

Location: Continental A, Lower Lobby

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

MARC JERUSALEM

Partner
PricewaterhouseCoopers LLP

DARYL BUCK

Partner
Grant Thornton LLP

SCOTT MUIR

Partner
KPMG LLP

JEREMY SIMONS

Partner
Ernst & Young LLP

AMY PARK

Partner
Deloitte

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)**

Location: Salon C, 1&2, Lower Lobby

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).

TIM KOLBER

Managing Director
Deloitte

MAMTA SHORI

Group Controller
Wells Fargo Equipment Finance

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

Location: Salon C, 5&6, Lower Lobby

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)**

Location: Salon C, 7&8, Lower Lobby

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

LATINA FAUCONIER

Managing Director, CMAAS – Deals
Practice
PricewaterhouseCoopers LLP

2:15 – 2:30 pm

Refreshment Break/ Exhibits Open

Location: Salon C Foyer, Lower Lobby

2:30-3:30 pm

Concurrent Sessions

- **Sale Leaseback (2)**

Location: Salon C, 1&2, Lower Lobby

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 MAEREA

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)**

Location: Salon C, 5&6, Lower Lobby

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)**

Location: Salon C, 7&8, Lower Lobby

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

3:30 – 4:00 pm

Refreshment Break/Exhibits Open

Location: Salon C Foyer, Lower Lobby

4:00 – 5:15 pm

General Session

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

Location: Continental A, Lower Lobby

This session will focus on IFRS developments of significance to companies in the leasing industry and features IASB Board member Gary Kabureck. The session will cover major IASB projects along with recent developments related to revenue recognition and IFRS 16, Leases.

JOHN BOBER

Managing Member
IXL Lease Advisory Services, LLC

GARY KABURECK

Board Member
International Accounting Standards Board

CHAD SOARES

Partner
PricewaterhouseCoopers LLP

5:30 - 7:00 pm

Hosted Reception/Exhibits Open

Location: Salon C Foyer, Lower Lobby

WEDNESDAY, SEPT. 18

7:00 – 8:00 am

Women's Council Breakfast

Location: Continental C

AMIE SWEENEY

Vice President
CBRE Capital Markets

7:00 - 8:00 am

Continental Breakfast/Exhibits Open

Location: Salon C Foyer, Lower Lobby

8:00 - 9:15 am

General Joint Session

CECL Implementation – Data Need, Modeling Requirements and Project Governance Considerations

Location: Continental A

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

ALEX SMITH

Director, Risk Analytics
KPMG

9:15 - 9:30 am

Refreshment Break/Exhibits Open

Location: Salon C Foyer, Lower Lobby

9:30 - 10:45 am

Concurrent Sessions

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

Location: Salon C, 1&2, Lower Lobby

AMIE SWEENEY

Vice President
CBRE Capital Markets

SCOTT SILVER

Sr. Product Manager – Real Estate
LeaseAccelerator

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

Location: Salon C, 5&6, Lower Lobby

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

MATTHEW IVORY, CLFP

Training Support Specialist
Ivory Consulting Corporation

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

Location: Salon C, 7&8, Lower Lobby

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

Location: Salon C Foyer, Lower Lobby

11:00 am – 12:00 pm

General Session

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

Location: Continental A

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