TUESDAY, MAY 4TH

Noon – 1:15pm  WELCOME REMARKS

LISA MOORE
Sr. Counsel
PNC Equipment
Finance, LLC

LEGAL UPDATE

Moderator:
JENNIFER D. GOULD, Esq.
Shareholder
Stark & Stark, PC

Panelists:
KENNETH WEINBERG
Partner
Rimon Law

ARLENE N. GELMAN, Esq.
Shareholder
Vedder Price

FRANK PERETORE, Esq.
Member
Chiesa Shahinian & Giantomasi PC

1:30 – 2:30pm  CONCURRENT BREAKOUT SESSIONS

- CA, NY, Federal Licensing and Disclosure
  Equipment leasing and finance companies continue to face a barrage of new state and federal laws applicable to various commercial transactions, including the introduction of consumer-style financing disclosures, expansion of state regulatory enforcement authority, and new licensing requirements, among others. This session provides an overview of recent and pending changes being considered in Washington D.C., California, and New York, as well as some noteworthy enforcement activity.

  Panelists:
  ROBERT COHEN
  Partner
  MORITT HOCK & HAMROFF LLP
This breakout session will highlight key issues affecting the financing and leasing of equipment used in the air, rail and marine sectors. Panelists will discuss new developments affecting each industry and audience members will have opportunities to ask questions based on their interests. This breakout session will help you spot issues unique to each asset class and provide practical solutions for resolving them. This session will be a great resource for those who routinely finance this kind of equipment as well as those who only occasionally encounter such transactions.

Moderator:

**ANDREA NICTERA**  
*Senior Corporate Counsel*  
U.S. Bank Equipment Finance

Panelists:

**EILEEN BROWN**  
*Partner*  
Thompson Coburn LLP

**JASON HUFF**  
*Partner*  
King & Spalding LLP

**MELISSA KOPIT**  
*Associate*  
Vedder Price P.C.

**EDWARD WANG**  
*Partner*  
Borden Ladner Gervais LLP

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2:30 – 3:00pm  
**BREAK**

3:00 – 4:00pm  
**CONCURRENT BREAKOUT SESSIONS**

- **The Courts, Bankruptcy and Workout strategies during the pandemic - What are the courts doing?**
  The Panel will explore -
  - Market/landscape overview
  - Particularly hard-hit industries/markets
• Differences in states depending on level of “lock down”
• Chapter 5/greater flexibility for small business debtors
• New statutes/executive orders/moratoriums, with examples from prominent states
• Implications for a “commercially reasonable” disposition and case law developments
• New defenses, including force majeure
• Access to courts – especially w/r/t jury trials

Moderator:
**MARC L. HAMROFF**  
*Managing Partner*  
Moritt Hock Hamroff LLP

Panelists:
**ANDREW ALPER**  
*Vice President*  
Frandzel Robins Bloom & Csato LC

**RICH TANNENBAUM**  
*Partner*  
Reed Smith

**Jennifer Crastz**  
*Partner*  
Hemar Rousso & Heald

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• **E-Docs and working remotely/ E-doks considering the pandemic.**

Panelists:
A discussion among a group of subject matter experts regarding real life considerations. Panelists will discuss challenges that have surfaced during the pandemic and accelerated adoption of digital transactions. The discussion will also include fact patterns and examples to assist your organization with analyzing electronic lease and e-signature questions and requests. The session will also touch upon the status of American Law Institute proposals for updates to the UCC regarding electronic leases.

Panelists:
**SCOTT ADAMS**  
*Senior Counsel-US*  
Volvo Financial Services

**STEPHEN BISBEE**  
*President & CEO*  
eOriginal

**DOMINIC A. LIBERATORE**  
*Deputy General Counsel*  
DLL

**STEPHEN T. WHELAN**  
*Partner*  
Blank Rome LLP
• **Inventory Financing/ International & Motor Vehicles**
Panelists will share their experiences advising lenders who provide inventory finance options in the United States and Canada, aiming to share best practices and advice on how to avoid pitfalls. The panelists will discuss the differences in perfection requirements in the U.S. and Canada and will also share some war stories and lessons learned.

Moderator:
**RACHEL BRECSCOLL**  
Associate  
Kutak Rock LLP

Panelists:
**BENJAMIN GROSS**  
Partner  
Borden Ladner Gervais LLP

**SHERRY LOWE JOHNSON**  
Director, Senior Counsel  
Volvo Financial Services

**ANN E. PILLE**  
Partner  
Reed Smith LLP

**ANGELA M. ULMU**  
Partner  
Mayer Brown LLP

• **Merger Up & Other Restructures**
Since the passage of the Dodd Frank Act (eliminating Federal preemption for bank owned equipment finance companies) many such equipment finance companies have considered and/or executed on a merger up into their parent entity. Following such a merger up, the equipment finance company operates as a division of the bank, rather than as a separate legal entity. This distinguished panel of inside and outside counsel will discuss the advantages and disadvantages of such a merger up transaction. They will also explore a variation of the merger up, which is a run off of the existing book of business of the subsidiary. Lastly, they will highlight the various issues and considerations that must be considered in such a merger up or run off transaction.

Moderator:
**DAVID MIELE**  
Senior Vice President  
Citizens Bank

Panelists:
**KENNETH WEINBERG**  
Partner  
Rimon Law
**WEDNESDAY, MAY 5TH**

11:00am – 11:45pm  
**Welcome**  
*State of the Association and Industry*

11:45pm – 12:00pm  
**BREAK**

**CONCURRENT BREAKOUT SESSIONS**

- **Managed/Bundled Services: Recent Developments and Market Practices**
  This breakout session will discuss recent developments, common challenges and suggested approaches, as well as applicable UCC provisions and the status of American Law Institute proposals for bundled transactions.

  **Panelists:**
  - **Scott Kearns**  
    *Senior Legal Director*  
    Dell Financial Services
  - **Dominic A. Liberatore**  
    *Deputy General Counsel*  
    DLL
  - **Stephen T. Whelan**  
    *Partner*  
    Blank Rome LLP

- **Government Finance - Municipal/Tribal**
  This panel will discuss issues commonly involved in financing and lease transactions with governmental entities, including financings with tribal governments. Among the topics to be addressed are the following:
  - Constitutional and statutory debt limitations
  - Authority for financings
  - Special approval requirements for tribal governments
  - Political risks
  - Financing structures
  - Sovereign immunity
  - Lien perfection
  - Sales of transactions or portfolios
While events of default and non-appropriation are rare in the governmental space, the impact of the pandemic and options after an event of default or event of non-appropriation will also be discussed.

Moderator:

**LISA MOORE**
*Senior Counsel*
PNC Equipment Finance, LLC

Speakers:

**NAOMI BARNES**
*Partner*
Kutak Rock LLP

**KRISTIN KNOX ESCHE**
*Associate Chief Counsel*
John Deere Financial

**BRAD NELSON**
*Partner*
Kutak Rock LLP

**SAMANTHA SKENANDORE**
*Of Counsel*
Quarles & Brady LLP

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**Cross-Border Lease Transactions**

Moderator:

**ANDREW HODHOD**
*Partner*
Borden Ladner Gervais LLP

Speakers:

**ADAM JACKSON**
*Associate*
Blake, Cassels and Graydon LLP

**LORENZA K. LANGARICA O’HEA**
*Partner*
Mijares, Angoitia, Cortés y Fuentes

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1:00 – 1:30pm  **BREAK**

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1:30pm – 2:30pm  **CONCURRENT BREAKOUT SESSIONS**

- **Does your contract work across state lines?**
  Parties to a contract commonly agree to the application of a certain jurisdiction and/or state’s law, without recognizing circumstances where such a governing law provision may be deemed unenforceable by a court. This session will discuss and analyze the
exceptions that can override a choice of law provision or forum selection clause and result in ramifications for which any lender/lessor may never have bargained.

Panelists:
**MARSHALL F. GOLDBERG**  
Managing Partner and Founder  
Glass & Goldberg

**JULIA GAVRILOV**  
Counsel  
Moritt Hock & Hamroff LLP

- **Fintech: What IS It and How Do I Help My Business Use It?**
  Broadly, FinTech describes any software technology used to perform financial services. Whether it covers back end system support or customer facing tools (commercial and consumer), FinTech's diverse uses present opportunities and challenges for businesses and their legal counsel. This panel will share in-house counsel, business partner, and vendor perspectives on the process of onboarding cutting-edge technology.

Moderator:
**ANDREA NICOTERA**  
Senior Corporate Counsel  
U.S. Bank Equipment Finance

Panelists:
**CHRISTA M. BALLIN**  
Legal Counsel,  
Dell Financial Services

**DOUGLAS NELSON**  
Senior Vice President, Innovation Research and Development  
U.S. Bank Equipment Finance

**KRISTIN KNOX ESCHEN**  
Associate Chief Counsel  
John Deere Financial

**WILLIAM VERHELLE**  
CEO  
Innovation Finance

- **UCC Basics and Advanced- Scott Adams and Ken Weinberg**
  Join this session to consider UCC issues for the equipment finance practitioner. Whether you are drafting transaction documents or litigating disputes, there is something for everyone in this informative panel. The format will include compounding fact patterns for you to analyze along with the panel, as well as brief presentations from the presenters on UCC nuances and solutions. This session will allow you to learn from others and build your UCC toolkit.

Panelists:
**SCOTT ADAMS**
Senior Corporate Counsel
Volvo Financial Services

KENNETH WEINBERG
Partner
Rimon, P.C.

SCOTT CHAIT
Vice President & Counsel
Sumitomo Mitsui Finance & Leasing Co., Ltd.

BENJAMIN COURT
Partner
Stinson LLP

BARBARA GOODSTEIN
Partner
Mayer Brown LLP

EDWARD GROSS
Shareholder
Vedder Price P.C.

2:30pm – 3:00pm  BREAK

3:00pm – 4:00pm  General Session - Ethics
Moderator:
RACHEL BRESCOLL
Associate
Kutak Rock LLP

Panelists:
MELISSA W. KOPIT
Associate
Vedder Price P.C.

ROBERT HORNBY
Member
Chiesa Shahinian & Giantomasi P.C.

RYAN THOMPSON
Counsel
PNC Bank, National Association