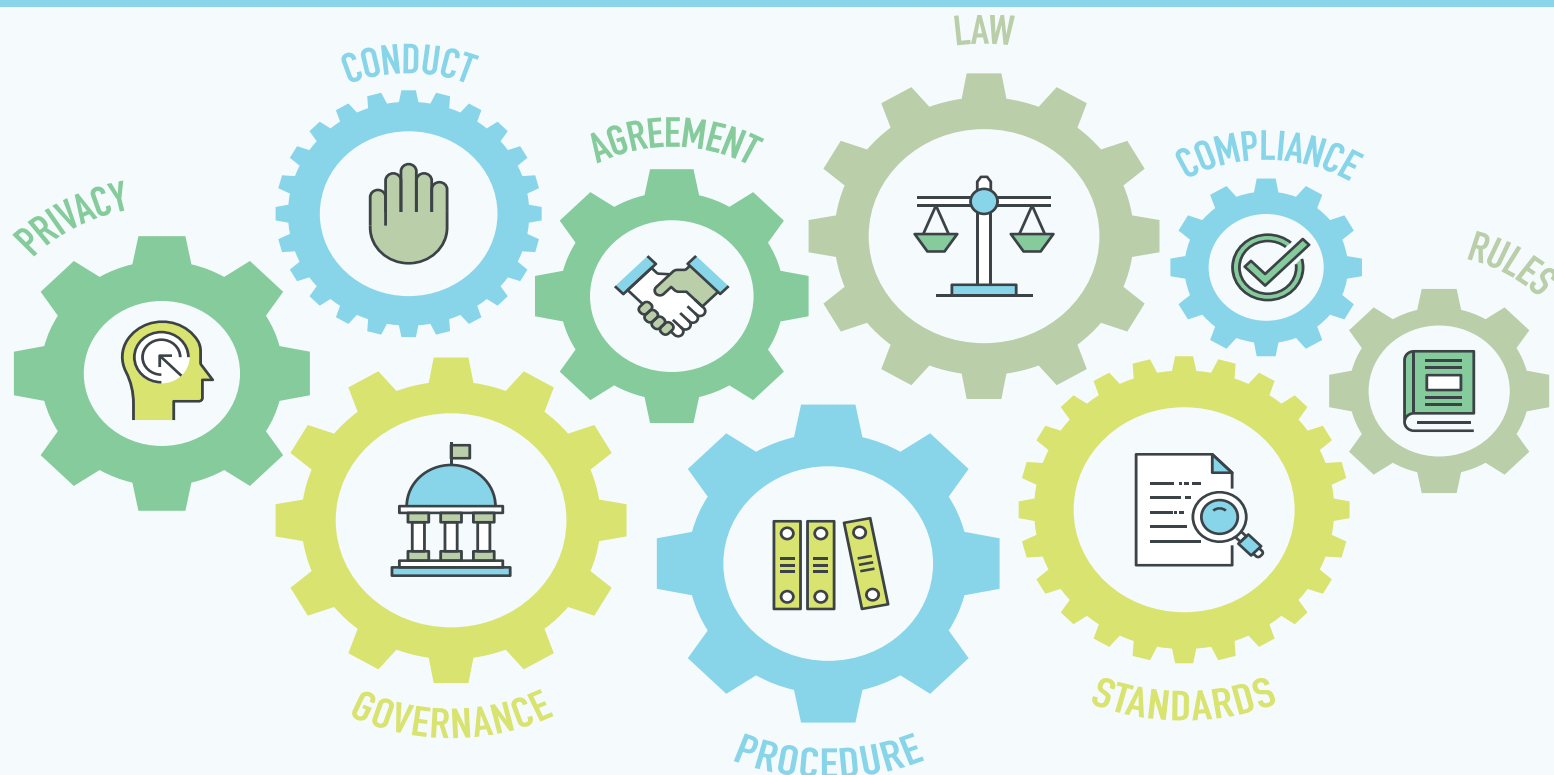


# ELFA LEGAL FORUM

MAY 1-3, 2022  
OMNI SHOREHAM HOTEL  
WASHINGTON, DC



***Providing Legal Direction and Valuable Counsel for Over 50 Years.***

The PREMIER EVENT for attorneys serving the equipment leasing and finance industry.  
The best place to OBTAIN UPDATES ON LEGAL ISSUES that impact your company.  
UNMATCHED NETWORKING OPPORTUNITIES with your peers in the industry.

## Highlights at the 2022 Legal Forum:

- Air Rail Marine Roundtable
- Bankruptcy
- Crisis Management Roundtable
- E-Leasing for Lawyers
- Emerging Talent and Leadership Skills
- Emerging Technology for Lawyers
- ESG (Environmental, Social, and Governance) in our Industry
- Hot Topics Discussion
- Internal/External Counsel Communication Roundtable
- Introduction to Leasing
- Legal Ted Talks
- Motor Vehicles Roundtable
- Municipal Govt. Leasing Roundtable
- New UCC Provisions
- Regulatory Update
- Syndications
- Trends in Cross-Border Leasing
- UCC Basics
- UCC Advanced

## Sponsorship Opportunities

Contact Steve Wafalosky at 440-247-1060 or [steve@larichadv.com](mailto:steve@larichadv.com) if you are interested in sponsoring any of the conference events. 0

Complete conference details and registration information can be found here:

**[www.elfaonline.org/events/2022/LF/](http://www.elfaonline.org/events/2022/LF/)**



EQUIPMENT LEASING AND FINANCE ASSOCIATION  
*Equipping Business for Success*

## WHO SHOULD ATTEND

Internal and external counsel of all experience levels will benefit from this Forum.

## SPONSORSHIP OPPORTUNITIES

Sponsorships provide invaluable exposure for your company. Contact Steve Wafalosky at 440-247-1060 or [steve@larichadv.com](mailto:steve@larichadv.com) if you are interested in learning more about sponsoring any of the Forum events.

## 2020 ELFA LEGAL COMMITTEE

**Jeanette Dannenfelser** (2020-2022), *Chair*  
SUMMIT FUNDING GROUP, INC.

**Marc L. Hamroff**  
MORITT HOCK & HAMROFF LLP

**Lisa Moore** (2018-2020), *Immediate Past Chair*  
PNC EQUIPMENT FINANCE, LLC

**Alexis Levine**  
BLAKE, CASSELS & GRAYDON LLP

**Dominic Liberatore**, *Subcommittee Coordinator*  
DLL

**David T. Miele, Esq**  
CITIZENS ASSET FINANCE, A DIVISION OF CITIZENS BANK, N.A.

**Scott Adams**  
VOLVO FINANCIAL SERVICES

**Molly Simon, CLFP**  
U.S. BANK

**Vince Borst**  
ROBBINS, SALOMON & PATT, LTD.

**Richard J. Tannenbaum**  
REED SMITH LLP

**Eileen P. Brown**  
THOMPSON COBURN, LLP

**Alexandra “Lexie” E. Dressman**  
THE HUNTINGTON NATIONAL BANK

### Equipment Leasing and Finance Association Staff Liaisons

**Kristin Knox Esche**  
JOHN DEERE FINANCIAL

**Ralph Petta**  
EQUIPMENT LEASING AND FINANCE ASSOCIATION

**Arlene N. Gelman**  
VEDDER PRICE P.C.

**Lisa Ramirez**  
EQUIPMENT LEASING AND FINANCE ASSOCIATION

**Barbara Goodstein**  
MAYER BROWN LLP



# ELFA LEGAL FORUM

**MAY 1-3, 2022**  
**OMNI SHOREHAM HOTEL**  
**WASHINGTON, DC**

Online Handouts Sponsored by:



Mobile App Sponsored by:



Hotel Key Cards sponsored by:



Conference Bags sponsored by:

**BLANKROME**

## **SUNDAY, MAY 1<sup>st</sup>**

9:15 – 9:30am **Tour Attendee Grab and Go Continental Breakfast in the Lobby**

9:30am **Tour Buses Depart from the Lobby**

10:00 – 1:15pm **DC Tour (Pre-Registration Required)**

You'll depart the Omni with breakfast in hand in a luxury bus with your favorite Legal Forum attendees. Visit the National Archives, where our country's most sacred documents are on display for an hour. Home to the Charters of Freedom, including the original Declaration of Independence, U.S. Constitution and Bill of Rights, the core of our nation's history is not to be missed. Following the National Archives, you will continue to the world's largest natural history museum and the second most visited Smithsonian Museum, the National Museum of Natural History (1hr.). Stare in awe of the life-size behemoths in the popular Hall of Dinosaurs, marvel at the Hope Diamond in the National Gem Collection, and admire the giant squid in Sant Ocean Hall. Your final stop will be the National Museum of American History where history and culture meet. Marvel at the first original American Flag, our First Lady's dresses and even peer into Julia Child's kitchen for the final hour.

2:00 – 6:00pm **Attendee Registration**  
*Palladian Foyer*

---

3:00 – 4:00pm **BREAKOUT AND ROUNDTABLE SESSIONS**

- **Who Wants to be a Leasing Lawyer? Breakout**  
*Palladian Ballroom*

An introductory-level, interactive, game show inspired session on all things legal in leasing! Topics covered will include indemnity, insurance, default and remedies, choice of law, waiver of jury trial, municipal leasing concepts, and much, much more!

Moderator:

**MOLLY SIMON**

*Senior Corporate Counsel*

U.S. Bank

Panelists:

**SCOTT ADAMS**

*Director Legal & Compliance, Global Senior Counsel*

Volvo Financial Services

**MICHAEL GALLO**

*Associate General Counsel*

LEAF Commercial Capital Inc.

**TROY KEPLER**

*Corporate Counsel*

Channel

- **Trends in Cross-Border Transactions Breakout**

*Cabinet Room*

A discussion of trends and a refresher of issues to consider in cross-border leasing, including COVID relief programs, IFRS standards, electronic chattel paper, perfection, vehicle titling, benchmark replacement, governing law and true sale.

Panelists:

**ALEXIS LEVINE**

*Partner*

Blake, Cassels & Graydon LLP

**MELANIE GNAZZO**

*Partner*

Chapman and Cutler LLP

**CARLA POTTER**

*Lawyer*

Cassels Brock & Blackwell LLP

- **Emerging Technology Breakout**

*Diplomat Room*

Panelists:

**VINCE BORST**

*Shareholder*

Robbins DiMonte, Ltd

**EDDIE GROSS**

*Shareholder*

Vedder Price P.C.

**ERICH DYLLUS**

*Associate*

---

4:00 – 4:15pm

**BREAK**

---

4:15 – 5:15pm

**BREAKOUT AND ROUNDTABLE SESSIONS**

- **Are You Smarter Than a Law Student? (UCC Edition) Breakout**

*Palladian Ballroom*

An engaging, gamified session exploring the basics of the Uniform Commercial Code that are applicable to equipment leasing and financing. Through a series of questions and answers, the panel (i.e., the “professors”) will discuss various topics, including a true lease versus a lease that creates a security interest, Article 2A Finance Leases, attachment, perfection, priority, purchase money security interests, and much more.

Moderator:

**MOLLY SIMON**

*Senior Corporate Counsel*

U.S. Bank

Panelists:

**BRAD SALYER**

*Senior Corporate Counsel*

U.S. Bank

**BRITTANY OGDEN**

*Attorney, Partner*

Quarles & Brady LLP

**KRISTIN KNOX ESCHE**

*Associate Chief Counsel*

John Deere Financial

- **Air, Rail, Marine Roundtable**

*Congressional Room*

Join your colleagues in roundtable conversations focused on each asset class. Share your challenges and learn from colleagues. Each of our panelists will “host” a roundtable. Then, we will come together as a group and hear from the panelists. Panelists will describe key issues discussed at each sector table and will also outline new developments. This roundtable session will provide you with practical solutions to common problems and information about the latest issues affecting the air, rail and marine sectors.

Moderator:

**EILEEN BROWN**

*Partner*

Thompson Coburn LLP

Panelists:

**MELISSA KOPIT**

**MICHAEL BEATTIE**

*Shareholder*

Baker, Donelson, Bearman, Caldwell & Berkowitz PC

**JASON HUFF**

*Partner*

Smith, Gambrell & Russell, LLP

- **Motor Vehicles Roundtable**

*Empire Ballroom*

Join this interactive discussion that will cover a variety of topics related to financing and leasing motor vehicles. The panel includes law firm and in-house attorneys who will provide their unique perspectives, followed by an opportunity for attendees to ask questions and discuss with colleagues.

Panelists:

**SCOTT ADAMS**

*Director Legal & Compliance, Global Senior Counsel*

Volvo Financial Services

**ANN PILLE**

*Partner*

Reed Smith

**RYAN ADAMS**

*Assistant General Counsel*

Daimler Truck Financial Services

**KENT CARTER**

*Partner*

Gordon & Rees, LLP

5:15 – 6:00pm

**Newcomers Reception**

*Robert's Terrace*

6:00 – 7:30pm

**Opening Reception**

*Diplomat Terrace and Ballroom*

Sponsored by:

**DARCY & DEVASSY** PC  
ATTORNEYS AT LAW

**MONDAY, MAY 2<sup>nd</sup>**

7:00 – 8:00am

**BREAKFAST**

*Palladian Foyer*

8:00 – 10:15am

**General Session**  
*Palladian Ballroom*

**Welcoming Remarks**



**Edward A. Groobert Award for Legal Excellence**  
**Marc L. Hamroff – 2022 Recipient**

**Legal Update**

A timely discussion of recent case law and statutory developments covering bankruptcy, the Uniform Commercial Code, and creditor litigation.

Moderator:

**ARLENE GELMAN**  
*Shareholder*  
Vedder Price P.C.

Panelists:

**VINCE BORST**  
*Shareholder*  
Robbins DiMonte, Ltd

**BARBARA GOODSTEIN**  
*Partner*  
Mayer Brown LLP

**MARC HAMROFF**  
*Partner*  
Moritt Hock & Hamroff LLP

---

10:15 – 10:30am

**BREAK**  
*Palladian Foyer*

---

10:30 – 11:30am

**BREAKOUT SESSIONS AND ROUNDTABLES**

- **UCC Advanced Breakout**  
*Palladian Ballroom*

The panel will tackle advanced issues arising under the Uniform Commercial Code, including:

- the often-misunderstood provisions on proceeds and how long you may be perfected in them;

- post-filing occurrences that may cause you to lose your perfected status unless additional actions are taken;
- pre-litigation issues surrounding the enforcement of security interests; and
- things you may not know about collateral categories (they're not as basic as some people think).

Please note that issues surrounding the amendments to the UCC being considered to accommodate emerging technologies will be the focus of a separate session on Tuesday.

Panelists:

**KEN WEINBERG**

*Partner*

Rimon, P.C.

**BARBARA GOODSTEIN**

*Partner*

Mayer Brown LLP

**SCOTT CHAIT**

*Vice President & Counsel*

Sumitomo Mitsui Banking Corporation

**RUTHANNE HAMMETT**

*Partner*

Thompson Coburn LLP

- **ESG with a Focus on E-Financing Opportunities: Solar Energy, Windfarm and Electric Vehicles**

*Congressional Room*

Come join us for a very informative breakout session on the key issues you should be aware of when thinking about your organization's Environmental – Social – Governance (ESG) strategy. This panel will include industry experts who will provide: an overview of tax equity financing for Solar Energy projects (both lease purchase structures and partnership flip structures); an overview of the tax equity financing of windfarms utilizing the partnership flip structure; a discussion of opportunities in Electric Vehicle Financing.

Moderators:

**DAVE MIELE**

*Chief Administrative Officer*

Citizens Asset Finance, a division of Citizens Bank, N.A.

Speakers:

**JOHN ELIASON**

*Partner and Co-Chair Energy Finance*

Greenberg Traurig, LLP

**HILARY LEFKO**



*Partner*  
Hunton, Andrews, Kurth

**JOSH GREEN**  
*Founder and CEO*  
Inspiration Mobility

**LEXIE DRESSMAN**  
*Counsel - Senior/Assistant Vice President*  
Huntington Asset Finance

---

11:30am – 12:45pm    **Hosted Luncheon**  
**State of the Association and State of the Industry**  
*Empire Ballroom*

Speakers:

**RALPH PETTA**  
*President and CEO*  
ELFA

Sponsored by:

**VedderPrice**

---

12:45 – 1:45pm    **General Session**  
**Diversity, Equity & Inclusion: A Legal Perspective**  
*Palladian Ballroom*

This engaging session will provide insight into market trends and the increasing demand for data transparency in the equipment finance industry, analyze recent legislation passed to further an organization's diversity and inclusion efforts, examine the legal implications that may result from a lack of commitment to diversity, and highlight best practices to move your organization toward its diversity goals while proactively avoiding and/or mitigating the potential legal ramifications.

Moderator:

**LEXIE DRESSMAN**  
*Counsel - Senior/Assistant Vice President*  
Huntington Asset Finance

Speakers:

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

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

**NATE GIBBONS**  
*Chief Operating Officer*  
QuickFi by Innovation Finance, USA LLC

---

1:45 – 2:00pm

**BREAK**  
*Palladian Foyer*

---

2:00 – 3:00pm

**BREAKOUT SESSIONS AND ROUNDTABLES**

- **Valuation, Experts, Post-Fulton, and Sanctions – Practical Bankruptcy Tips From Both Sides of the Bench Breakout**  
*Palladian Ballroom*

Join Hon. Eugene R. Wedoff (ret.) and our practitioner panelists as they discuss a range of current issues:

- practical litigation considerations when litigating valuation disputes,
- best use of expert witnesses,
- recent Post-Fulton cases regarding creditor actions (and inactions) and stay violations, and
- seeking sanctions.

Although the panel will discuss topics relevant to bankruptcy litigation, this practical discussion will provide valuable insight to all attorneys involved in litigating disputes.

Moderator:

**ARLENE GELMAN**  
*Shareholder*  
Vedder Price P.C.

Panelists:

**ROBERT HORNBY**  
*Member of the Firm*  
Chiesa Shahinian & Giantomasi PC

**HON. EUGENE R. WEDOFF**  
*United States Bankruptcy Judge (ret.)*  
Northern District of Illinois

**JENNIFER GOULD**  
*Shareholder*  
Stark & Stark, P.C.

- **Avoid e-Problems: How to Go Digital, Electronically Sign and Navigate Common Industry Mistakes**  
*Congressional Room*

Come join us for an interactive breakout session on the key issues you need to know for e-Signing, e-Leasing, and e-Vaulting, which will include:

- an overview of what the industry is doing
- problems that arise when you electronically sign a lease or loan document but do not secure it in an e-Vault and what to do about it
- highlights of enforceability, and
- a brief description of some basics for those new to electronic signing and leasing.

Panelists:

**DOMINIC LIBERATORE**

*Deputy General Counsel*

DLL

**ROBERT COHEN**

*Partner*

Moritt Hock & Hamroff LLP

**PAUL BENT**

*Senior Managing Director*

The Alta Group, LLC

- **Crisis Management Roundtable**

*Empire Ballroom*

A discussion of best practices for pre-crisis risk mitigation and credit and non-credit defaults, including creditors rights, bankruptcy, compliance and reputational risk issues.

Panelists:

**RICHARD TANNENBAUM**

*Partner*

Reed Smith LLP

**LISA MOORE**

*Sr. Counsel*

PNC Equipment Finance, LLC

**ALEXIS LEVINE**

*Partner*

Blake, Cassels & Graydon LLP

**ANN PILLE**

*Partner*

Reed Smith LLP

---

3:00 – 3:15pm

**BREAK**

*Palladian Foyer*

---

3:15 – 4:15pm

**BREAKOUT SESSIONS AND ROUNDTABLES**

- **Legal “Ted Talks” Breakout**

*Empire Ballroom*

Come join us for a “Ted Talks” style breakout session on various hot topics in equipment finance, which will include:

- highlights of the Libor Transition,
- some of the most commonly raised Master Lease issues and ways to address same,
- potential solutions to supply chain issues for equipment lessors, and
- the growth of “Embedded Terms” in equipment finance

Panelists:

**JEANETTE DANNENFELSER**

*Vice President and General Counsel*

Summit Funding Group, Inc.

**DOMINIC LIBERATORE**

*Deputy General Counsel*

DLL

**LISA MOORE**

*Sr. Counsel*

PNC Equipment Finance, LLC

- **Federal Regulation and State Disclosure Breakout**

*Congressional Room*

Panelists:

**SCOTT RIEHL**

*VP, State Government Relations*

ELFA

**ANDY FISHBURN**

*VP, Federal Government Relations*

ELFA

**MOORARI SHAH**

*Partner*

Sheppard Mullin Richter & Hampton LLC

---

4:15 – 4:30pm

**BREAK**

Palla

---

4:30 – 5:30pm

**General Session**

**“It’s All Legal!” – 1st Annual ELFA Legal Forum Trivia Competition**

*Palladian Ballroom*

WARNING: THIS INAUGURAL SESSION IS NOT FOR THE FAINT OF THE HEART; IT IS A CUTTHROAT, PURE LEGAL INSPIRED TRIVIA GAME!

Hosted by Jeanette Dannenfelser, Chair of the Legal Committee, *It's All Legal* includes a variety of questions, all (loosely) based on legal related topics. Come prepared for an hour of competitive, in-person fun with your ELFA Legal Forum comrades! Prizes will be awarded to the top three participants.

Note: To participate in the game, **please bring with you a personal electronic device to the session.** We will be using the Kahoot! platform to play.

Moderator:

**JEANETTE DANNENFELSER**  
*Vice President and General Counsel*  
Summit Funding Group, Inc.

Speakers:

**MOLLY SIMON**  
*Senior Corporate Counsel*  
U.S. Bank

**LISA RAMIREZ**  
*VP, Business and Professional Development*  
ELFA

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

5:30 – 6:15pm

**Women in Leasing Reception**  
*Diplomat Terrace*

Sponsored by:



6:15 – 7:15pm

**Hosted Reception**  
*Diplomat Terrace and Ballroom*

Sponsored by:



**TUESDAY, MAY 3<sup>rd</sup>**

7:30 – 8:30am

**BREAKFAST**  
*Palladian Foyer*

8:30 – 9:30am

**BREAKOUT SESSIONS AND ROUNDTABLES**

- **Current Trends and Issues in Syndications Explored Breakout**

*Diplomat Room*

Join this experienced panel of in-house counsel and outside counsel as they delve into some of the current trends and issues arising in the syndication of equipment finance transactions. Some of the topics to be discussed will include: electronic chattel paper and the establishment of e-vaults; indemnities, recourse and make-wholes; differences between sales of portfolios and one-off sales; and issues unique to the sale of vendor paper. This will be an interactive session with plenty of time for Q&A, so come ready with your questions/issues for the panel.

Moderator:

**DAVE MIELE**

*Chief Administrative Officer*

Citizens Asset Finance, a division of Citizens Bank, N.A.

Speakers:

**SHARI BACSARDI**

*Partner*

Womble Bond Dickinson (US) LLP

**MARK KOHLER**

*Shareholder*

Baker, Donelson, Bearman, Caldwell & Berkowitz PC

**EMILY SPEAK**

*Counsel*

Wells Fargo Equipment Finance

- **Government Finance – Municipal and Tribal Roundtable**

*Congressional Room*

Join a panel discussion regarding issues commonly involved in financing and lease transactions with municipal entities, including financings with tribal governments. Panelists will draw on real world experiences navigating these transactions from both a private practice and in-house perspective. Among the topics to be addressed are the following: constitutional and statutory debt limitations, authority for financings, tribal government approvals, non-appropriation risks, political risks, sovereign immunity, financing structures, and lien perfection.

Panelists:

**KRISTIN KNOX ESCHE**

*Associate Chief Counsel*

John Deere Financial

**BRAD NIELSEN**

*Partner*

Kutak Rock LLP

**SAMANTHA SKENANDORE**

*Attorney, Of Counsel*

Quarles & Brady LLP

**TOWNSEND HYATT**

*Partner*

Orrick, Herrington & Sutcliffe LLP

- **Internal Counsel/Outside Counsel Partnership Roundtable**

*Empire Ballroom*

Come join us for an interactive roundtable on how to achieve an effective and collaborative partnership between inside and outside counsel. As internal legal departments are asked to do more and support more complex matters, legal and regulatory programs, we will discuss and share knowledge and experience about insourcing and outsourcing legal work, sharing practical and ongoing outside counsel guidelines, applying legal project management principles to legal matters, analyzing matter outcomes, and above all, working as partners.

Panelists:

**RICHARD TANNENBAUM**

*Partner*

Reed Smith LLP

**JEANETTE DANNENFELSER**

*Vice President and General Counsel*

Summit Funding Group, Inc.

---

9:30 – 9:45am

**BREAK**

*Palladian Foyer*

---

9:45- 10:45am

**General Session**

**The UCC: New! Improved!**

*Palladian Ballroom*

The American Law Institute has proposed major revisions to the Uniform Commercial Code to accommodate emerging technologies (e.g., blockchain, cryptocurrencies, bundled transactions, etc.). The revisions include amendments to Articles 1, 2A and 9 and a new Article 12 (Controllable Electronic Records). This session will focus on the implications of these revisions to the equipment finance industry, including chattel paper, finance lease treatment for all or part of bundled transactions and payment rights relating to digital assets.

Speakers:

**EDDIE GROSS**  
*Shareholder*  
Vedder Price P.C.

**STEVE WHELAN**  
*Partner*  
Blank Rome LLP

---

10:45 – 11:00am

**BREAK**  
*Palladian Foyer*

---

11:00am – 12:00pm

**General Session**  
**Ethics Issues for Equipment Finance Lawyers**  
*Palladian Ballroom*

This presentation will provide useful information and updates on a variety of common ethical pitfalls, including conflicts, dealing with unrepresented parties, pandemic-related matters and more.

Speakers:

**SCOTT ADAMS**  
*Director Legal & Compliance, Global Senior Counsel*  
Volvo Financial Services

**C. LAWRENCE HOLMES**  
*Principal*  
Offit Kurman

**MEGAN SHANNON**  
*Counsel*  
Offit Kurman



## REGISTRATION AND GENERAL INFORMATION

Please register as far in advance as possible. Register by **Friday, April 22, 2022** to ensure that your name appears on the list of attendees.

*Please note:* you may also register for this conference via internet at [www.elfaonline.org/events/2022/LF/](http://www.elfaonline.org/events/2022/LF/).

### Registration fees:

ELFA Member (1st Person):	\$1,255
Each additional ELFA Member representative:	\$1,135
*First Time Attendee:	\$1,075
*Non-Members:	\$2,515
Spouse/Companion Fee:	\$ 200
Committee Member Fee:	\$ 625
Speaker Fee:	\$ 625
Speaker Fee: (if attending only on the day of presentation/one-day only)	\$ 0
City At Your Leisure Hop on/ Hop Off Tour:	\$ 75

### \*First Time Attendee Fee

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 Legal Forum, you may register at 15% below the full ELFA member registration fee. This offer is good only to individuals from ELFA member companies who also reserve their accommodations at the Omni Shoreham Hotel.

### Speaker/Committee Registration Fee and Fee Policy

All speakers and committee members must complete and return the registration form. Speakers attending the entire conference pay half the registration fee (\$625). The fee is waived for speakers who are attending only on the day of their presentation. Committee members, regardless of length of stay at the conference, pay half the registration fee (\$625). Please make sure you check the appropriate box on the registration form. If you have questions regarding these policies, please contact Lisa Ramirez at [lr Ramirez@elfaonline.org](mailto:lr Ramirez@elfaonline.org).

### Spouse/Companion Fee

A spouse/companion attending any portion of the conference or social functions must be registered and must pay the spouse/companion fee (\$200). Please mark the appropriate box on the registration form. If your spouse/companion is employed in leasing and wishes to attend any portion of the conference, the full attendee (member) registration fee is due.

### Continuing Legal Education Credit

The ELFA is a recognized sponsor of continuing legal education with most State Bar Associations. Immediately following the ELFA Legal Forum, ELFA members will receive confirmation of their attendance which they can use to obtain continuing legal education credit.

### Roundtable Discussions

When registering, remember to select the roundtables you would like to attend. Prior to the conference you will be sent an email asking for topics of discussion.

## SPECIAL NETWORKING EVENTS

### WOMEN IN LEASING RECEPTION

For several years, women attorneys have been meeting informally to network with one another and share business experiences. This year's reception is scheduled from 5:30-6:15 pm on Monday, May 2nd.

*NOTE: If you would like to attend this reception, please check the appropriate box on the conference registration form.*

### CITY AT YOUR LEISURE HOP ON/HOP OFF SHUTTLE

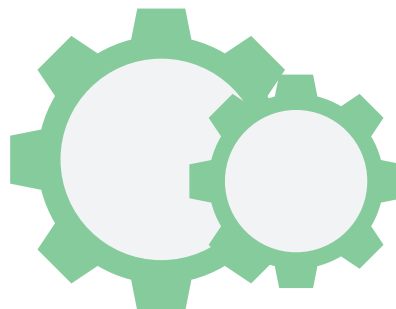
**Sunday, May 1st**

**9:00am- 12:30pm**

Visit the National Museum of Natural History. Stare in awe at the life-size behemoths in the popular Hall of Dinosaurs. Marvel at the Hope Diamond in the National Gem Collection. Admire the giant squid in Sant Ocean Hall. Return from the day as a witness to the tremendous accomplishments of both man and nature. Next, enjoy the National Museum of American History where history and culture meet. Marvel at the first original American Flag, our First Lady's dresses and event peer into Julia Child's kitchen.

*\$75 per person, 9:00 am – 12:30 pm  
(bus loading at 8:45 am)*

*No registration limit*



## Register On-Line

Go to [www.elfaonline.org](http://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 online via American Express, MasterCard, Discover, Diners Club or VISA on our secure server. You will receive a confirmation from the website.

**Note: Registration online is highly encouraged. If you require a paper registration form please contact Janet Fianko at [jfianko@elfaonline.org](mailto:jfianko@elfaonline.org).**

## 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 Friday, April 22, 2022

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 20006-1203
- Faxed to (202) 238-3457, Attn: Janet Fianko, or
- Emailed to Janet Fianko at [jfianko@elfaonline.org](mailto:jfianko@elfaonline.org)

### Substitutions

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

## Membership Information

If you are interested in joining ELFA, please call Julie Benson at (202) 238-3432, or check the appropriate box on the registration form. You may also email Ms. Benson at [jbenson@elfaonline.org](mailto:jbenson@elfaonline.org).

## Inquiries

If you have a question about this conference not related to registration, please call ELFA Professional Development at (202) 238-3400.

### Email for registration inquiries:

[jfianko@elfaonline.org](mailto:jfianko@elfaonline.org)

(Note: no registrations can be made by telephone)

### Email for conference brochure:

[rjordan@elfaonline.org](mailto:rjordan@elfaonline.org)

## Sponsorship Opportunities

Sponsoring events and functions at ELFA meetings provides excellent exposure for your company. Contact Steve Wafalosky at [steve@larichadv.com](mailto:steve@larichadv.com) or (440) 247-1060 if you are interested in becoming a sponsor for this important event:

Wi-Fi in meeting room	\$5,000
Mobile App	\$4,000
Electronic Materials	
Attendee Handouts	\$3,000 <b>SOLD!</b>
Conference Bag	\$4,000 <b>SOLD!</b>
Hotel Room Keys	\$4,000
Lanyard with company logo	\$4,000
Sunday Reception	\$3,500
Monday Reception	\$2,000
Pens with company logo	\$3,000
Coffee sleeves with company logo	\$3,000
Napkins with company logo	\$3,000
Monday Luncheon	\$2,500
Monday Continental Breakfast	\$2,000
Tuesday, Continental Breakfast	\$2,000
Women in Leasing Reception	\$2,000

## Hotel Reservations:

A block of rooms has been reserved for this conference at the Omni Shoreham Hotel in Washington, D.C., 2500 Calvert Street NW Washington, DC 20008. A special group rate of \$279 single/double (Standard Room) is available for attendees. You may make your hotel reservations online at: <http://bit.ly/3MEsaSg>.

## Phone-In Reservations:

You may make reservations by calling 1-202-234-0700. Be sure to tell the reservations clerk you will be attending the ELFA 2022 Legal Forum. Reservations should be guaranteed with a credit card and made before the cut-off date of Friday, April 8, 2022. After the cut-off date, rooms are on a first-come, first-served basis and possibly at a higher rate.

## Getting There

The Omni Shoreham Hotel is located just 8 miles from Reagan National Airport, 28 miles from Dulles International Airport and 33 miles from Baltimore-Washington International Airport.

## 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 Conference.

#### **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](mailto: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 [lramirez@elfaonline.org](mailto:lramirez@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.

