



Equipment Management Conference & Exhibition

FEBRUARY 26-28, 2023 • ORLANDO WORLD CENTER MARRIOTT • ORLANDO, FL



Featuring...

OFF-SITE EQUIPMENT TOURS
GREAT SESSIONS
FIRST CLASS EXHIBITION
UNMATCHED NETWORKING OPPORTUNITIES

SERVING EQUIPMENT MANAGEMENT PROFESSIONALS FOR OVER A QUARTER OF A CENTURY



EQUIPMENT LEASING AND FINANCE ASSOCIATION
Equipping Business for Success

SERVING EQUIPMENT MANAGEMENT PROFESSIONALS FOR OVER A QUARTER OF A CENTURY

There is no better place to evaluate current market conditions, portfolio quality and residual values for a variety of equipment segments than this conference.

Who Should Attend?

Equipment management professionals, including senior managers and their staff, and service providers to the industry.

**Get Maximum Exposure for Your Company...
Become a Sponsor!**

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

**Become an Exhibitor at the
2023 Equipment Management
Conference & Exhibition**

Do you want to reach over 300 Asset Managers? For information on how your company can exhibit at this conference, contact Steve Wafalosky at (440) 247-1060 or steve@larichadv.com.

2023 ELFA Equipment Management Committee

Carl Chrappa
The Alta Group LLC

Thomas Monroe
ATEL Capital Group

Nicholas Coscia
DLL

Andrew Pace
Asset Compliant Solutions (ACS)

Anthony Gordon
Farm Credit Leasing

Jane Rethmeier
Harbor Capital Leasing, Inc.

Laura Grill
Truist Equipment Finance Corp.

Joseph Santora
Irontrax

Thomas Harford
Committee Chair
Wells Fargo Equipment Finance

Kevin Sensenbrenner
Stonebriar Commercial Finance

Robert Herb
DLL

Douglas Simon
M&T Bank Corporation

Philip Houser
First Citizens Bank

Micheal Smith
RTR Services, Inc.

Kelly Lane
BciCapital, Inc. (BciC)

Kevin Teye
Bank of America Global Leasing

Robert Mercogliano
PEAC Solutions

Wade Whitenburg
Ritchie Bros.

James Merz
Fifth Third Bank, National
Association

Exhibitors at the 2022 Virtual Equipment Management Conference

ELFA wishes to thank the following companies who exhibited at this important event in 2022:

American Society of Appraisers
ARCOA Group
Asset Compliant Solutions (ACS)
Asset Management Associates
bidadoo Inc.
BigIron Auctions
Comerford & Orlando Forklifts
Computer Wholesalers Inc.
Auction Factory LLC
Direct Forklift and Equipment
Equipment Brokers Unlimited
Equipment Placement Services, Inc.
EquipmentWatch

Fileinvite
FLD Inc.
Forklift Exchange Inc.
Forklifts and Equipment, LLC
HOBI International, Inc.
Iron Solutions, Inc.
Ivory Consulting Corporation
Mac Of All Trades
Nassau Asset Management
Nations Capital, Inc.
Oculus
Omni Capital Asset Recovery &
Remarketing Services

Ritchie Bros.
Ross International
RTR Services, Inc.
Sandhills Global
Sipi Asset Recovery
Stuart-Lippman and Associates Inc.
Taylor & Martin Appraisals
Teladvance LLC
TFS Recovery Inc.
Transamerican Equipment Corp.
V3 Distribution

Equipment Management Conference & Exhibition

February 26-28, 2023 - Orlando World Center Marriott - Orlando, FL

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SUNDAY, FEBRUARY 26th

7:30 – 8:30 am **ELFA Golf Tournament Continental Breakfast**
Location: Hawk's Landing Golf Clubhouse

8:30 – 2:30 pm **ELFA Golf Tournament (Shotgun Start)**
Location: Hawk's Landing Golf Club located on hotel grounds.

Longest Drive Competition Sponsored by



2:30 – 7:30 pm **Conference Registration Desk Open**
Location: Grand Registration Desk, Grand Ballroom Foyer

4:00 – 5:00 pm **Newcomer Reception** *Location: Falls Fireplace, outdoors near pools*
Calling all First Time Attendees! This is a great opportunity to meet with the Conference Planning Committee and fellow First Timers. No need to be intimidated, this is the event for those who are new! *No additional fee to attend this event.*

5:00 – 7:00 pm **Opening Reception/Exhibits Open** *Location: Grand Ballroom, Salon 7*
Join your fellow conference attendees for a fantastic start to the conference! Mix and mingle with new and long-time friends while visiting with our fantastic exhibitors. Lite fare will be served with an open bar. *This event is included with all conference registrations.*

7:00 pm **Dinner on your own**

MONDAY, FEBRUARY 27th

7:45 am – 6:30 pm **Conference Registration Desk Open** *Location: Grand Registration Desk, Grand Ballroom Foyer*

7:45 – 8:45 am **Continental Breakfast /Exhibits Open** *Location: Grand Ballroom, Salon 7*
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STONEBRIAR
COMMERCIAL FINANCE

8:45 – 9:30 am **OPENING GENERAL SESSION – Top Ten Equipment Acquisition Trends**
Location: Grand Ballroom, Salon 8

Welcome Remarks

Presenter:

THOMAS HARFORD

SVP, Equipment Management Group

Wells Fargo Equipment Finance

Chair, ELFA Equipment Management Committee

Top Ten Equipment Acquisition Trends

Presenters:

RALPH PETTA

President & Chief Executive Officer

Equipment Leasing and Finance Association

ROBERT C. NEAGLE

President & CEO

Finova Capital, LLC

Chair, ELFA Board

9:30 – 9:45 am **NETWORKING BREAK - EXHIBITS OPEN** *Location: Grand Ballroom, Salon 7*

9:45 – 10:45 am **GENERAL SESSION – What's Hot? What's Not in Equipment Leasing & Finance?**
Location: Grand Ballroom, Salon 8

2023 is shaping up to be a difficult year, as the economy is expected to decline. Businesses in the U.S. will be dealing with high inflation, and interest rates that will stress many equipment sectors. 'Black Swans' related to geopolitical actions, could also challenge global economies, which could negatively impact the outlook. In addition, supply chain problems still persist but to a lessening degree. The annual rate of equipment and software spending is forecast to decline, but what are the drivers, and in which areas?

Receive answers to such questions as, "How much will the economy change in 2023, how long will high inflation continue, and how does the U.S. economy compare to those of the rest of the developed world? What are the best equipment types to lease or finance? What are the effects of increasing oil prices and interest rates on certain industries? Where is the risk? What types of equipment should be avoided and why? Are there any secondary market bubbles?"

These are but some of the topics to be addressed in this presentation that will also highlight the results of a survey of more than 400 equipment managers and industry experts. In addition, insights and outlooks for various equipment markets will be discussed with an emphasis on: current conditions; changes over time; technology; regulations; valuation issues; and various current and future residual challenges and opportunities. This session will also summarize the opinions of survey participants relating to the economy and secondary market concerns.

Presenter:

CARL CHRAPPA, ASA, M.R.I.C.S., I.F.A.

Senior Managing Director – Asset Management Practice
The Alta Group, LLC

10:45 – 11:00 am

NETWORKING BREAK - EXHIBITS OPEN

Location: Grand Ballroom, Salon 7

11:00 am – 12:00 pm

GENERAL SESSION – Supply Chain Issues Related to Trucks, Tractors and Trailers

Location: Grand Ballroom, Salon 8

Presenter:

ANDREW VERING

Director of Appraisal Services
Taylor & Martin Appraisals

STEVE OLIVER

National Director of Sales
Taylor & Martin Appraisals

12:00 pm

Box Lunch for All Attendees

Location: Grand Ballroom, Salon 7

12:45 pm

Buses Load for Off-Site Tours

Location: Courtyard Terrace Drive

12:45 – 5:00 pm

Off-Site Tours

- **Ritchie Bros. Auction Site Tour**

Sponsored by

Ritchie Bros. invites you to attend and participate in a hands-on equipment valuation experience featuring a diverse selection of construction, transportation, material handling and industrial equipment. The tour will take place at RB's 220-acre facility only 15 minutes from the conference hotel and will offer every attendee the opportunity to interact with the equipment being inspected and engage directly with each advisor. Don't miss this fantastic experience - 220-acres of the largest equipment auction in the world!



This tour will take place outdoors, please dress appropriately. No open-toed shoes allowed. Attendees must ride in the provided transportation to participate. No limit to registrations. Registration required by February 20, 2023.

Moderator:

WADE WHITENBURG

Strategic Accounts: Finance & Insolvency Management
Ritchie Bros.

- **Tour of Port Canaveral**

Sponsored by

North American Marine Consultants is offering a unique opportunity to visit Florida's Space Coast from a different point of view! Participants will be taken via charter bus to Port Canaveral, where they will board two crew boats and embark on an approximately 45-minute tour. During the tour, participants will get a close-up view of a SpaceX recovery barge and hopefully a used rocket booster, multiple cruise ship terminals with several docked cruise ships, and the Trinity Marine Basin and submarine base (and with a little luck, maybe an operating submarine). Also visible along the way will be multiple marine terminals, NASA and Space Force Port facilities.



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The tour can accommodate up to 30 people, and reservations are expected to fill quickly! Comfortable clothes and shoes that you don't mind getting a bit dirty are recommended. Total trip duration is approximately 3 hours (Resort to Port Canaveral and back). *No open-toed shoes allowed. All attendees must ride in the provided transportation to participate. Limited to 30 attendees only. Registration closes on February 20, 2023, or when registration limit has been reached. A waitlist will be available.*

Moderators:

LAURA GRILL
VP, Asset Management
Truist Equipment Finance Corp.

KEITH WEBER
North American Marine Consultants

CASEY HERSCHLER
North American Marine Consultants

4:30 – 5:30 pm **Buses Return**

Location: Courtyard Terrace Drive

5:30 – 7:00 pm **Hosted Reception/Exhibits Open**

Location: Grand Ballroom, Salon 7

Join your fellow conference attendees for a fantastic welcome to the conference! Cocktail reception with hors d'oeuvres and open bar throughout the evening. Take some time to visit the amazing exhibitors and make new friends and connections at this fun event!



7:30 pm **Dinner on your own**

TUESDAY, FEBRUARY 28th

7:45 am – 6:30pm **Conference Registration Desk Open**

Location: Grand Registration Desk, Grand Foyer

7:45 – 8:45 am **Continental Breakfast/Exhibits Open**
Sponsored by

Location: Grand Ballroom, Salon 7



STONEBRIAR
COMMERCIAL FINANCE

8:45 – 10:00 am **KEYNOTE GENERAL SESSION - Future Equipment Technologies and What is Holding Us Up from Getting There**

Location: Grand Ballroom, Salon 8

Welcome

THOMAS HARFORD
SVP, Equipment Management Group
Wells Fargo Equipment Finance
Chair, ELFA Equipment Management Committee

ANTHONY GORDON
Manager of Asset Management
Farm Credit Leasing

Future Equipment Technologies and What is Holding Us Up from Getting There



CURT BLADES
SVP, Industry Sectors & Product Leadership
Association of Equipment Manufacturers (AEM)

Everyone wants to know what the future holds and possibly, what technology is just ahead. Join Curt Blades, Senior Vice President of Industry Sectors & Product Leadership for the Association of Equipment Manufacturers (AEM) for a discussion of valuable information and shared insights on where the equipment industry is headed.

If one thing's for sure, the equipment industry is ripe for disruption – can we all say “Supply Chain Issues” - and those companies willing to embrace that idea are poised for benefit the most. Join over 300 attendees as Curt Blades speaks on the “Future Equipment Technologies and What is Holding Us Up from Getting There”, including supply chain issues and details straight from the manufacturers in the know!

10:00 – 10:15 am **NETWORKING BREAK - EXHIBITS OPEN** *Location: Grand Ballroom, Salon 7*
Grab a quick cup of coffee and take some time to talk with our exhibitors to thank them for supporting the conference. The exhibit hall will close after this break.

10:15 – 11:15 am **GENERAL SESSION – Electric Vehicles**
Location: Grand Ballroom, Salon 8

Presenters:

JOE SANTORA
Managing Partner
Irontrax

JAMES FULLERTON
Equipment Manager
DLL

NICHOLAS COSCIA
Equipment Manager, Asset Management
Americas CT&I
DLL

11:15 – 11:30am **NETWORKING BREAK** *Location: Grand Ballroom Foyer*

11:30am – 12:30pm **GENERAL SESSION – Construction Panel**
Location: Grand Ballroom, Salon 8

Panelists:

RAFFI AHARONIAN
Managing Director
Rouse Services LLC

WADE WHITENBURG
Strategic Accounts: Finance & Insolvency Management
Ritchie Bros.

JOE SANTORA
Managing Partner
Irontrax

12:30 – 1:45 pm **General Luncheon** *Location: Siro Restaurant*

1:45 – 2:45 pm **CONCURRENT TRACKS (3 Sessions to Choose from)**

- **Renewables**

Location: Grand Ballroom, Salon 6

Come join an interactive discussion about renewable energy financing with our panel of experts. We will focus on solar projects with a team of specialists involved in putting a solar transaction together – the sponsor, the operation & maintenance provider, and the appraiser. We will discuss the equipment, the manufacturers, the economics behind the projects, government incentives, tax benefits, lease residuals, the independent engineering report, the appraisal and other critical topics. This is an industry that is maturing rapidly and will continue to be a growing investment opportunity for those prepared. As an Equipment Manager, this is a chance to look beyond the surface and develop a more holistic view of these projects. Come with your curiosity, bring your questions, and share your thoughts and ideas with the group.

Presenters:

JAMES MERZ
SVP – Head of Equipment Management
Fifth Third Bank, National Association

KELLY LANE
Senior Vice President, Asset
Management
BciCapital, Inc. (BciC)

DOUGLAS SIMON
Senior Vice President, Head of Asset
Management
M&T Bank Corporation

PETER LEWIS
Principal
Next Summit Group

MARK MILLER

Senior Vice President, Business Development
Bay4 Energy Services

GARY DURDEN

Partner and Managing Director
CohnReznick Capital

- **The Post-COVID Medical Device Market**

Location: Grand Ballroom, Salon 5

As the healthcare market emerges from COVID and supply chain disruption ebbs, we'll hear from three leaders in medical device remarketing discuss trends in life science and instrumentation, surgical and imaging. This program will be geared towards both the medical device novice and those who specialize in healthcare equipment.

Presenters:

ROBERT HERB

Vice President, Global Asset
Manager, Healthcare & Clean
Technology
DLL

BRYAN BIDDULPH

President
MYCO Instrumentation, Inc.

TOM RICKARDS

Equipment Portfolio Manager
DLL

BEN RICE

Head of Sales, Big Iron Equipment
Probo Medical

BRIAN SINGER

Chief Commercial Officer
AA Medical

- **Round Table Discussions**

Location: Grand Ballroom, Salon 2&3

What are the 3 biggest things you are worried about in Marine, Food & Ag, Office Products and Compliance/Reputational Risk? Come to this roundtable discussion to discuss your ideas and those of fellow attendees. Topics will be discussed individually at tables of 10 participants. Move around to different topics or continue with one conversation the whole hour. Each discussion will be led by a facilitator. This interactive discussion environment is sure to bring out amazing ideas and great take-a-ways.

**Table #1 – Marine**

Facilitated by: **KEVIN SENSENBRENNER**
SVP, Senior Managing Director,
Head of Asset Management
Stonebriar Commercial Finance

**Tables #4-7 - Compliance – Reputational Risk**

Facilitated by: **ANDREW PACE**
Chief Client Experience Officer
Asset Compliant Solutions (ACS)

**Table #2 - Food & Ag Table**

Facilitated by: **ANTHONY GORDON**
Manager of Asset Management
Farm Credit Leasing

**Table #3 - Copiers – Office Products**

Facilitated by: **ROBERT MERCOGLIANO**
SVP, Head of Asset Management
PEAC Solutions

WADE WHITENBURG

Strategic Accounts: Finance & Insolvency
Management
Ritchie Bros.

MIKE SMITH

President & CEO
RTR Services, Inc.

PHILIP HOUSER

Director, Asset Management
First Citizens Bank

2:45 – 3:00 pm

NETWORKING BREAK

Location: Foyer of Salon 4

3:00 – 4:00 pm

CONCURRENT TRACKS (3 Sessions to Choose from)

- **Current Status of the Rail Industry**

Location: Grand Ballroom, Salon 6

This session will discuss 2022 performance and 2023 forecasts for the Rail Industry. Speakers will also explore railcar valuations, potential problems and solutions, and there will be time at the end of the session for Q&A.

Presenters:

THOMAS MONROE

SVP, ATEL Equipment Services
ATEL Capital Group

PAT MAZZANTI

President
Railroad Appraisal Associates

DOUGLAS SIMON

Senior Vice President, Head of Asset Management
M&T Bank Corporation

- **What's Up in Material Handling and Lithium Batteries: Where is the Battery Industry Headed and Why Lithium Ion is Becoming More Popular**

Location: Grand Ballroom, Salon 5

This session will provide attendees with an overview of MHE, what is happening with equipment new and used, where we should be looking to set RV's and what changes we might expect. We will also present a discussion on lithium battery technologies and its advantages, as well as the regulations, trends, the EOL market and what you need to know.

Moderators:

PHILIP HOUSER

Director, Asset Management
First Citizens Bank

JANE RETHMEIER

CEO
Harbor Capital Leasing, Inc.

Speakers:

JOSEPH JOYCE

Vice President of Purchasing
Russell Equipment Company

STEVE FEINBERG

Blue Water Battery

with **MAXIM KHABUR** of OneCharge and
BOB RICHARD of Hazmat Safety

- **Machine Tools**

Location: Grand Ballroom, Salon 4

Presenters:

ADAM HERMAN

VP, General Counsel
Prestige Equipment Corporation

KEVIN TOYE

Senior Vice President
Bank of America Global Leasing

KIM KHOURY

Certified Equipment Appraiser
Action Machinery Consulting, LLC

6:00 – 8:00 pm

Closing Reception & Casino Night

Location: Grand Ballroom, Salon 7

Sponsored by Equipment Placement Services

Come join your friends and colleagues for an evening of fun and games at our Casino Night. Try your hand at blackjack, roulette and Texas Hold 'Em. Lite fare will be served with an open bar. *This event is included with your conference registration fee.*

Sponsored by



Registration and General Information

Please register as far in advance as possible. Register by Wednesday, February 8, 2023 to ensure that your name appears on the list of attendees. Please note: you may also register for this conference online at:

www.elfaonline.org/events/2023/EMC/.

Registration fees:

ELFA Member (1st person):	\$1,290
Each additional ELFA member representative:	\$1,160
First time attendee from ELFA member company:	\$1,095
Non-Member:	\$2,580
Spouse/companion fee:	\$270
Golf:	\$250
Committee fee:	\$650
Speaker Fee – <i>attending entire conference:</i>	\$650
Speaker Fee – <i>attending day of presentation only:</i>	\$0

Speaker/Committee Registration Policy

All speakers and committee members must complete and return the registration form, or register online. Speakers attending the entire conference pay half the registration fee (this case \$650). 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 (\$650). Please make sure you check the appropriate box on the registration form. If you have questions regarding these policies, contact Emily Winkler at (202) 238-3415, ewinkler@elfaonline.org.

Get Credit Towards Your ASA Re-Accreditation

Attendees of the Equipment Management Conference may obtain credit toward their American Society of Appraisers (ASA) re-accreditation requirements.

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 (\$270). 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/nonmember) registration fee is due.

Golf

Sunday, February 26, 2023

There will be a golf tournament at the Orlando World Center Marriott, Hawk's Landing Golf Club on Sunday, February 26, 2023, beginning at 8:00 am (shotgun start). Included in the \$250 fee is a continental breakfast, greens fees, cart and taxes. If you are interested in playing in the golf tournament, please check the appropriate box on the registration form and include your \$250 tournament fee. No refunds for golf cancellations will be made after Monday, February 6, 2023. Golf club rental is available. You will be contacted prior to the event, by an ELFA staff person regarding club rentals. All rentals are paid by the user and not covered in your tournament fee. To put together or join a foursome, visit the online registration page at www.elfaonline.org/events/2023/EMC/Golfpairings.cfm.

Off-Site Tours

Monday, February 27, 2023 • 12:45-4:30pm

This is a unique opportunity to visit with the experts and experience the equipment in a real-world setting. Two tours have been planned:

- * Ritchie Bros Auction Site Tour
- * Port Canaveral Tour

Complete descriptions of each tour can be found on the conference website at www.elfaonline.org/events/2023/EMC/. A box lunch will be provided before the tour.

Important Information about the Off-Site Tours

Please wear comfortable clothing and footwear, you will be walking outside. Tours may have limited capacity, so pre-registration is mandatory. Registration is required by Monday, February 13, 2023. No additional fee is required. Be sure to check the box of the tour you wish to attend on the online registration form.

Closing Reception

Tuesday, February 28, 6:00-8:00 pm

Pre-registration required. Event is included in Spouse/ Companion registration option. For additional guests, please contact Janet Fianko at jfianko@elfaonline.org. Note: if you wish to attend this event, please check the box during registration.

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., it 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.

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 Equipment Management Conference and Exhibition.

Attendee Contact Information -

Please Note the Following

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.

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 lr Ramirez@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.

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 or exhibit fees will be given for cancellations received on or after Monday, February 6, 2023.
- No golf fee refund after Monday, February 6, 2023.

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:

- a. mailed to Janet Fianko at ELFA Headquarters:
1625 Eye Street, NW, Suite 850, Washington, DC
20006-1203
- b. emailed to Janet Fianko at 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 ELFA Member Services at (202) 238-3432, or check the appropriate box on the registration form.



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

(Note: no registrations can be made by telephone)

Email for conference brochure:

rjordan@elfaonline.org

Hotel Information

A block of rooms is being held for attendees of the 2023 Equipment Management Conference and Exhibition will be held at the Orlando World Center Marriott, 8701 World Center Drive, Orlando, FL. A special conference rate of \$235 plus tax and a \$35 per night resort fee, is offered to attendees. The discounted room rate is available until EITHER the room block sells out OR the discounted rate expires on February 3, 2023. Check in time is 4:00 pm and check-out time is 11:00 am. Please use the link below before February 3, 2023, to ensure the group rate. Reservations made after February 3, 2023, are based on availability and maybe at a higher rate.

Hotel Reservations Online: We strongly encourage you to make your hotel reservations online. Please use this link before February 3, 2023,

<https://book.passkey.com/go/ELFAFeb2023>

The discounted room rate is available until EITHER the room block sells out OR the discounted rate expires on February 3, 2023.

Getting There

The Orlando World Center Marriott in Orlando is located 17 miles from the Orlando International Airport (ORD). The estimated taxi fare is \$40 (one way) and all ride-share programs are available at the airport arrivals area.

Parking

Parking is available at the hotel. Self-parking is complimentary and overnight valet parking is \$24 per night.

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

<https://bit.ly/3X7A1s8>.