# ELFA LEGAL FORUM



MAY 7-9, 2023

MARRIOTT SANIBEL HARBOUR RESORT AND SPA • FORT MYERS, FL

# **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.

Complete conference details and registration information can be

found here: www.elfaonline.org/events/2023/LF/.

Conference Qualifies for CLE Credits



# Highlights at the 2023 Legal Forum:

- Leases in Default 101
- Climate Finance and ESG
- Fraud
- Legal Update
- ELFA State of the Industry and State of the Association
- Mental Health and Wellness Roundtable
- Bankruptcy and Workouts
- Syndications and Structuring
- What you Need to Know About 1071
- Clause by Clause
- State Regulatory Update
- Captive and Vendor Finance Roundtable
- Practical Applications of State Disclosure Law
- The World of Digital Assets a Primer
- Hot Topics Trivia for Equipment Finance Lawyers
- Credit Support Devices
- Canadian Cross Border
- Ethics Issues for Equipment Finance Lawyers

# **Who Should Attend**

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

# **NEW THIS YEAR:** *Attend In-Person or Virtually*

ELFA is offering the Legal Forum as a hybrid event! You have the flexibility to choose the option that works best for you:

**In-Person:** Attend the Legal Forum in-person to connect with colleagues in Fort Myers. Onsite attendees will enjoy unparalleled opportunities to network, do business and uncover ideas to help your business grow. All in person attendees will also have access to attend virtually to education sessions as well.

**Virtual:** Attend the Legal Forum remotely to hear from industry experts from the comfort of your home or office. Watch livestreams of high-quality educational sessions and top-notch keynote speakers when and where it's most convenient for you—for a discounted price.

# **Sponsorship Opportunities**

Sponsorships provide invaluable exposure for your company. Contact Steve Wafalosky at *stevew@cvmpmedia.com* or 440-247-1060 if you are interested in learning more about sponsoring any of the Forum events.

# 2023 ELFA LEGAL COMMITTEE

Scott Adams, Chair VOLVO FINANCIAL SERVICES

Jeannette Dannenfelser, Immediate Past Chair SUMMIT FUNDING GROUP, INC.

**Dominic Liberatore,** Subcommittee Coordinator DLL

# **Vince Borst**

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David T. Miele, Esq.

CITIZENS ASSET FINANCE, INC.

**Molly Simon, CLFP** 

DLL

Mary Ann Stathopoulos, Esq.

CISCO SYSTEMS CAPITAL CORPORATION

Equipment Leasing and Finance Association
Staff Liaisons

Ralph Petta

**EQUIPMENT LEASING AND FINANCE ASSOCIATION** 

Lisa Ramirez

EQUIPMENT LEASING AND FINANCE ASSOCIATION



# Thank you to our Conference Sponsors!

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# **SUNDAY, MAY 7th**

2:00 – 6:00pm Attendee Registration

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

Leases Vs Loans 101
 Location: Everglade A

An equipment lease and finance attorney must understand how an equipment lease is defined and the way it is treated. They must also understand what an equipment lease is not. This introductory session will discuss the various definitions of a lease, from a tax, accounting, and legal perspective. It will also focus on what happens when a lease is not a lease, but rather a secured transaction.

# **MOLLY SIMON**

Senior Corporate Counsel
DLL

**CARLA POTTER** 

Partner

Cassels Brock & Blackwell LLP

# **BENJAMIN COURT**

Partner STINSON LLP

# **JANE HOGAN**

Senior Corporate Counsel
U.S. Bank Equipment Finance

# Motor Vehicle Roundtable

Location: Everglade B

This panel of inhouse and outside counsel with many years of experience in motor vehicle financing are looking forward to an interactive discussion which will touch on such topics as: the age old issue of when your titled vehicles may constitute inventory and the pitfalls in floorplan financing; cross-border issues impacting the trucking industry from near-shoring arrangements; fixture issues to be considered when financing e-vehicle infrastructure; and a primer and case update on the Graves amendment and Lessor vicarious liability. The panel will leave time to address any questions from the audience on these topics, or any other motor vehicle financing questions/issues.

# DAVID MIELE, ESQ.

Chief Administrative Officer Citizens Asset Finance, Inc.

# BONNIE MICHAEL

Shareholder

Baker, Donelson, Bearman, Caldwell & Berkowitz PC

# **BILL WILSON**

Associate General Counsel & Vice President BMO Transportation Finance

#### **ANN PILLE**

Partner

Reed Smith LLP

# UCC + More

Location: Caloosa A-B

# **BARBARA GOODSTEIN**

Partner

Mayer Brown LLP

# **THOMAS HOTARD**

*VP - Program Management and Contracts*Midland Equipment Finance

# **RUTHANNE HAMMETT**

Partner

Thompson Coburn LLP

# **EDWARD GROSS**

Shareholder
Vedder Price P.C.

# Inside Outside Counsel Management Roundtable

Location: Everglade C

This Roundtable will discuss enhancing communication and collaboration between Inside and Outside Counsel.

# MARY ANN STATHOPOULOS, ESQ.

Senior Corporate Counsel Cisco Systems Capital Corporation

# **VINCE BORST**

Shareholder Robbins DiMonte, Ltd.

4:00 – 4:15pm **BREAK** 

Location: Everglade Ballroom Foyer

# 4:15 – 5:15pm BREAKOUT AND ROUNDTABLE SESSIONS

# Air, Rail, Marine Roundtable

Location: Everglade B

Our session will include an update of legal developments relating to financings of each of these transportation asset types, and an opportunity for the attendees to engage in discussions with the panelists and the other attendees regarding related matters of interest.

# **EDWARD GROSS**

Shareholder

Vedder Price P.C.

# **EILEEN BROWN**

Partner

**Thompson Coburn LLP** 

# **JASON HUFF**

Partner

Smith, Gambrell & Russell, LLP

# **CONOR GAUGHAN**

**Associate** 

Vedder Price P.C.

# Leases in Default 101

Location: Everglade A

What happens when a lessee defaults on an equipment lease? This introductory session will discuss the various defaults and remedies that may be available to a lessor. It will also discuss what happens when a defaulted lease is not a lease, but rather a secured transaction.

# LISA PETERS

Partner

Kutak Rock LLP

# MICHAEL GALLO

Assistant General Counsel & SVP LEAF - M&T Bank

#### **TROY KEPLER**

Corporate Counsel Channel

# ROBERT HORNBY

Member of the Firm Chiesa Shahinian & Giantomasi PC

# **Clean Energy and ESG**

Location: Caloosa A-B

BREAKING NEWS! Investment in clean energy is expected to reach \$4 Trillion; Learn how this is a major equipment finance opportunity. More News: Hear about why many ABS issuers are planning to provide investors with ESG disclosure: Environmental, Social, Governance. All this in only one hour!

# STEPHEN WHELAN

Partner

Blank Rome LLP

# **PATRICIA VOORHEES**

Director, Fintech Strategic Consulting and M&A Advisory The Alta Group

# When Borrowers, Brokers and Vendors Do Bad Things: Fraud Schemes and Other **Challenges for Lenders**

Location: Orchid

# JENNIFER WITHERELL CRASTZ

Partner

Hemar, Rousso & Heald, LLP

# **PAUL BENT**

Senior Managing Director The Alta Group LLC

5:15 – 6:00pm **Newcomers Reception** 

Location: Palm Pool Deck

6:00 - 7:30pm

# **Opening Reception**

Location: Palm Pool Deck

Sponsored by Darcy & Devassy PC



# **MONDAY, MAY 8th**

6:00 – 6:50am **Yoga** 

Location: Island Room

7:00 – 8:00am **BREAKFAST** 

Location: Everglade Ballroom Foyer

8:00 – 9:30am **General Session** 

**Welcoming Remarks** 

**State of the Industry Report** *Location: Everglade B-C Ballroom* 

**RALPH PETTA** 

President and CEO

**Equipment Leasing and Finance Association** 

**SCOTT ADAMS** 

Vice President Legal & Compliance, North America

**Volvo Financial Services** 

**Edward A. Groobert Award for Legal Excellence, 2023** 

Presented to:

KENNETH WEINBERG

Partner Rimon, P.C.

**MOORARI SHAH** 

Partner

Sheppard Mullin Richter & Hampton LLC

**Legal Update Part 1** 

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

**A**RLENE **G**ELMAN

Shareholder

Vedder Price P.C.

**DEBBIE DEVASSY BABU** 

Shareholder

Darcy & Devassy PC

# JULIA GAVRILOV

Partner

Moritt Hock & Hamroff LLP

# **BRITTANY OGDEN**

Partner

Quarles & Brady LLP

# 9:30 - 9:45am

# **BREAK**

Location: Everglade Ballroom Foyer

#### 9:45 – 10:45am

# **GENERAL SESSION**

Diversity, Equity & Inclusion: Best Practices Through a Legal Lens

Location: Everglade B-C Ballroom

This engaging session will examine the latest market trends within member organizations in the equipment finance industry, provide insight into challenges being faced in furthering diversity and inclusion efforts and highlight best practices to help move your organization toward its diversity goals while mitigating risk.

# **JULIA GAVRILOV**

Partner

Moritt Hock & Hamroff LLP

# **DOMINIC LIBERATORE**

Deputy General Counsel

DLL

# **MELISSA DONALDSON**

Senior Vice President and Chief Diversity Officer

Wintrust Financial Corporation

# MIRNA CARDONA

Vice President and Corporate Counsel

Frost Bank

# 10:45 - 11:00am

# **BREAK**

Location: Everglade Ballroom Foyer

# 11:00 - Noon

# **BREAKOUT SESSIONS**

 We're In This Together: Why Mindfulness and Wellbeing Are Important to the Ethical Practice of Law for Every Equipment Leasing and Finance Attorney

Location: Orchid Room

Presented to you by the Rising Lawyers Subcommittee

To be a good lawyer, you have to be a healthy lawyer. But we are falling short when it comes to well-being, negatively impacting a profession dedicated to client service and dependent on the public trust. Join us as we hear from Professor Scott Rogers, an internationally recognized leader in mindfulness in law and the Director of the

country's first Mindfulness in Law Program, at the University of Miami School of Law. Professor Rogers utilizes neuroscience research to explore the efficacy of mindfulness training on attention, emotional regulation and working memory in high stress professions and draws upon this expertise to infuse mindfulness into the ethical practice of law. Come learn how mindfulness can help you to help your clients.

# SCOTT ROGERS, M.S., J.D.

Director, Mindfulness in Law Program
University of Miami School of Law

# **ROBERT HORNBY**

Member of the Firm Chiesa Shahinian & Giantomasi PC

# Bankruptcy and Workouts in a Post-Pandemic Economy

Location: Everglade B-C

#### JENNIFER WITHERELL CRASTZ

Partner

Hemar, Rousso & Heald, LLP

# **VINCE BORST**

Shareholder Robbins DiMonte, Ltd.

# **MARC HAMROFF**

Managing Partner
Moritt Hock & Hamroff LLP

# **KENNETH PETERS**

Partner

Dressler & Peters, LLC

# Syndications and Structuring

Location: Caloosa A-B

This experienced panel of inhouse and outside counsel will delve into issues beyond the plain vanilla syndication of an equipment finance transaction and explore such topics as: how the current banking landscape may change how you look at fiscal agency provisions and the financial profile of an equity investor in a leveraged lease; a primer on lease securitizations; the use of referral agreements as contrasted to outright assignments; and the use of participation agreements (when they make sense and handling unusual collateral situations). Of course, the panel will leave time for Q&A to address any other syndication/structuring questions or issues from the audience.

# DAVID MIELE, ESQ.

Chief Administrative Officer Citizens Asset Finance, Inc.

# **ERIC GAZIN**

General Counsel
Verdant Commercial Capital LLC

# **A**NGELA **U**LUM

Partner

Mayer Brown LLP

# MERRICK BENN

Partner

Womble Bond Dickinson (US) LLP

# Noon - 1:00pm

# Lunch

Location: Garden Room

# 1:00 - 2:00 pm

# **General Session**

# 1071 and What this Means for Your Company/Practice

Location: Everglade B-C Ballroom

This session will provide an update on the status of 1071 of Dodd Frank, including some key highlights, the effective date and some practical implications to consider when designing your implementation plan. The session will include ample time for questions and discussions with the attendees.

#### **ANDY FISHBURN**

VP, Federal Government Relations
Equipment Leasing and Finance Association

# **DOMINIC LIBERATORE**

Deputy General Counsel
DLL

# Moorari Shah

Partner

Sheppard Mullin Richter & Hampton LLC

# 2:00pm - 2:15

# **BREAK**

Location: Everglade Ballroom Foyer

# 2:15 - 3:15pm

# **BREAKOUT SESSIONS AND ROUNDTABLES**

# • State Regulatory Update

Location: Everglade B-C Ballroom

California and New York have now issued final regulations implementing their respective truth-in-lending disclosure laws. While compliance in California (and Utah) is now required for qualifying commercial financing transactions, New York's law will not take effect until August 1, 2022.

The discussion will include a review of the important changes to New York's final regulations, including impactful reversals from the initial regulations relating to bank subsidiary exemptions and jurisdictional nexus requirements, as well as the (sometimes substantial) differences between the laws. Panelists will discuss key issues arising from

these laws relating to the equipment finance industry — including when to disclose broker fees, blind discounting and assignment of transactions requiring disclosures to exempt entities (i.e. banks) — and how finance companies are approaching these and other compliance issues in California.

Additionally, Scott Riehl, ELFA's VP of State Government Relations, will provide an update on the growing number of other states (including Connecticut, Kansas, Georgia, Illinois, New Jersey, Maryland and more) which are pushing new disclosure legislation, as well as newly proposed legislation/regulations in California, New York and Nevada relating to licensure and reporting requirements for commercial financing transactions.

#### **ROBERT HORNBY**

*Member of the Firm*Chiesa Shahinian & Giantomasi PC

# SCOTT RIEHL

Vice President, State Government Relations ELFA

# **MOORARI SHAH**

Partner

Sheppard Mullin Richter & Hampton LLC

# **ROBERT COHEN**

Partner

Moritt Hock & Hamroff LLP

# • Captive and Vendor Finance Roundtable

Location: Everglade A

This Roundtable will discuss information sharing and critical thinking about opportunities, challenges, and the pressure for change in the current market.

# MARY ANN STATHOPOULOS, ESQ

Senior Corporate Counsel
Cisco Systems Capital Corporation

# **DOUG HIRAI**

General Counsel
Mitsubishi HC Capital America

# MICHELLE A. HALVERSON

General Counsel

**GreatAmerica Financial Services** 

3:15 – 3:30pm **BREAK** 

Location: Everglade Ballroom Foyer

3:30 – 4:30pm BREAKOUT SESSIONS AND ROUNDTABLES

# State Disclosure Laws: Tales from the Front Lines

Location: Everglade B-C Ballroom

In this session, the panelists will discuss real-world issues faced by in-house legal departments complying with State Disclosure Laws.

#### **BRIAN KESTENBAUM**

Senior Vice President and General Counsel LEAF Commercial Capital Inc.

# **BOB ERNST**

Verdant Commercial Capital LLC

# **THOMAS HOTARD**

*VP - Program Management and Contracts*Midland Equipment Finance

# Blockchain and Digital Assets – What Are They and Why They Might be Relevant to You

Location: Caloosa A-B

Interest and investment in blockchain technology continues, despite the challenges and headlines in digital asset markets over the past 12 months. The blockchain technology that is the basis for digital assets has possibilities that are just beginning to be explore and developments – legal and otherwise – in the past several years that could make this technology more usable and relevant for a wide variety of businesses.

In this discussion, we will provide some high-level background – with pictures! – on blockchain technology and how it works. We will also discuss some reasons why equipment leasing and finance practitioners may be interested in this technology and its possible uses.

# **BARBARA GOODSTEIN**

Partner

Mayer Brown LLP

# JOE CASTELLUCCIO

Partner

Mayer Brown LLP

# 4:30 – 4:45pm **BREAK**

Location: Everglade Ballroom Foyer

# 4:45 – 5:45pm General Session

# It's All Legal! Trivia Game with Drinks

Location: Everglade B-C Ballroom

Lead by our returning host, Jeanette Dannenfelser, "It's All Legal" trivia game includes a variety of questions, all lightly based on legal-related topics. Come prepared for two rounds of competitive, in-person fun with your ELFA Legal Forum friends. Prizes (and

bragging rights) will be awarded to the top three participants. NEW THIS YEAR: There will be drinks available for the contestants.

IMPORTANT NOTE: To participate in the game, please bring with you a PERSONAL ELECTRONIC DEVICE (e.g., your cell phone) to the session. We will be using the Kahoot! Platform to play.

# JEANETTE DANNENFELSER

Vice President and General Counsel Summit Funding Group, Inc.

# **MOLLY SIMON**

Senior Corporate Counsel
DLL

# **EILEEN BROWN**

Partner

Thompson Coburn LLP

5:45 – 6:15pm Women in Leasing Reception

Location: Palm Pool Deck

Sponsored by Channel



6:15 – 7:30pm Hosted Reception

Location: Palm Pool Deck

Sponsored by Latimer LeVay Fyock LLC



# TUESDAY, MAY 9<sup>th</sup>

7:30 – 8:30am **BREAKFAST** 

Location: Everglade Ballroom Foyer

8:30 – 9:30am **General Session** 

**Legal Update Part 2** 

Location: Everglade B-C Ballroom

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

**Arlene Gelman** 

Shareholder
Vedder Price P.C.

# **C. LAWRENCE HOLMES**

Principal
Offit Kurman

# **FRANK PERETORE**

Member CSG Law

# **BENJAMIN COURT**

Partner STINSON LLP

9:30 – 9:45am **BF** 

**BREAK** 

Location: Everglade Ballroom Foyer

#### 9:45- 10:45am **BREAKOUT SESSIONS**

# • Credit Support Devices

Location: Everglade B-C Ballroom

This session will include a discussion among the panelists and the attendees regarding the various types of credit support devices, including guarantees, credit support agreements, letters of credit, control accounts and other types of additional collateral. The matters discussed with respect to these credit support devices will include the relevant strengths and weaknesses of each, and the related practical considerations, including why one device might be more or less appropriate in the context of a particular financing transaction.

# **CHARLES CROSS**

Senior Lead Counsel
Wells Fargo Equipment Finance

# **BOB GEIS**

Director / Assistant General Counsel, Equipment Finance First Citizens Bank Equipment Finance

# **SCOTT CHAIT**

Partner Rimon, P.C.

# **SHARI BACSARDI**

Partner

Womble Bond Dickinson (US) LLP

So You Want to do a Canadian Transaction and then Securitize it in the US

Location: Caloosa A-B

This session will focus on those matters which a US finance company or its Canadian subsidiary should consider when entering into a loan or lease with a Canadian obligor with a view that the transaction will be securitized in the United States. The session will be geared towards US finance professionals who have solid experience in equipment finance.

- 1. What are the options in structuring the transaction
- 2. Regulatory matters that need be considered
- 3. How to ensure that the transaction will fit into a securitization structure
- 4. Overview of certain tax matters that need be kept in mind
- 5. UCC/PPSA concerns in a securitization
- 6. Billing and collecting concerns
- 7. Canadian structuring issues for a US securitization

# **ADAM JACKSON**

Partner

Blake, Cassels & Graydon LLP

# **JON FLEISHER**

Partner

Cassels Brock & Blackwell LLP

# UCC + More (Repeat)

Location: Everglade A

# **BARBARA GOODSTEIN**

Partner

Mayer Brown LLP

# **THOMAS HOTARD**

**VP - Program Management and Contracts** Midland Equipment Finance

# **RUTHANNE HAMMETT**

Partner

Thompson Coburn LLP

# **EDWARD GROSS**

Shareholder

Vedder Price P.C.

10:45 - 11:00am

**BREAK** 

Location: Everglade Ballroom Foyer

11:00am - 12:00pm **General Session** 

**Ethics Issues for Equipment Finance Lawyers** 

Location: Everglade B-C Ballroom

SCOTT ADAMS

Director Legal & Compliance, Global Senior Counsel

Volvo Financial Services
C. LAWRENCE HOLMES  Principal  Offit Kurman
RANDALL ARMENTROUT Shareholder Nyemaster Goode Law Firm

# REGISTRATION AND GENERAL INFORMATION

Please register as far in advance as possible. Register by **Friday, April 21, 2023** 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/2023/LF/.

# **Registration fees:**

ELFA Member (1st Person):	\$1,355
Each additional ELFA Member representative:	
*Non-Members:	
*First Time Attendee:	\$1,160
Virtual Member:	<b>\$2</b> 95
Virtual Non-Member	<b>\$2</b> 95
Spouse/Companion Fee:	\$215
Committee Member Fee:	\$610
Speaker Fee:	\$610
Speaker Fee: (if attending only on the day of presentation/one-day only)	

# \*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 HotelMarriott Sanibel Harbour Resort & Spa.

# **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 (\$610). 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 (\$610). Please make sure you check the appropriate box on the registration form. If you have questions regarding these policies, please contact Lisa Ramirez at *Iramirez@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 (\$215). 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 EVENT

# 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 8th.

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

No registration limit



# **Register On-Line**

Go to **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.

# **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 21, 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. Faxed to (202) 238-3457, Attn: Janet Fianko, or
- c. 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 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.

# **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

# **Sponsorship Opportunities**

Sponsoring events and functions at ELFA meetings provides excellent exposure for your company. Contact Steve Wafalosky at *stevew@cvmpmedia.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
Conference Bag	\$4,000
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 Marriott Sanibel Harbour Resort & Spa in Ft. Myers, FL., 17260 Harbour Pointe Drive Fort Myers, Florida 33908. A special group rate of \$229/night (Standard Room) is available for attendees. You may make your hotel reservations online at: https://www.marriott.com/event-reservations/reservation-link.mi?id=1659719356335&key=GRP&app=resvlink.

# **Phone-In Reservations:**

You may make reservations by calling 800-767-7777. Be sure to tell the reservations clerk you will be attending the ELFA Legal Forum. Reservations should be guaranteed with a credit card and made before the cut-off date of **Friday**, **April 14, 2023**. After the cut-off date, rooms are on a first-come, first-served basis and possibly at a higher rate.

# **Getting There**

Marriott Sanibel Harbour Resort is located 21.5 miles from Southwest Florida International Airport (RSW).

# **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 <a href="mailto:jfianko@elfaonline.org">jfianko@elfaonline.org</a>.

# **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 Iramirez@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.