



ANSWERING THE BELL:

Facing Higher Defaults, Tougher Credit Approvals & Increased Fraud

June 5-7, 2024 Philadelphia Marriott Downtown • Philadelphia, PA

Virtual Agenda

Wednesday, June 5th

12:30 – 2:00 pm OPENING GENERAL SESSION - Credit Scoring & the Covid Influence

Welcome Remarks
SARAH PALMER
DLL
Credit and Collections Committee Chair

Credit Scoring & the Covid Influence

Discussion Leaders:
ROBERT FAGAN
Eastern Funding LLC

CHRIS JUNG
Cisco Systems Capital Corporation

JIM ST. CLAIR
Independent Consultant

TOM WARE
Tom Ware Advisory Services, LLC

Speakers:
PETER GAO
Equifax

MARSHA SILVERMAN
Experian

DAVID SMITH
FICO

2:00 – 2:15 pm Break

2:15 – 3:15 pm GENERAL SESSION - Credit Managers Survey

Discussion Leaders:
SCOTT McCANN
Pinnacle Financial Partners, Inc.

PATRICK MOORE
Equifax

MICHAEL (MIC) MOUNT, CLFP
U.S. Bank Equipment Finance

KEVIN P. PRYKULL, CLFP
Adjunct Professor in Finance - Duquesne University

3:15 – 3:30 pm Break

3:30 – 4:30 pm GENERAL SESSION - Collections Effectiveness Survey

Discussion Leaders:
IAN CAMPBELL, CLFP
Channel

ROBERT FAGAN
Eastern Funding LLC

DAN GODERIS
GreatAmerica Financial Services

JIM ST. CLAIR
Independent Consultant

ADAM WHITE
Equifax

Thursday, June 6th

8:00 – 10:00 am KEYNOTE GENERAL SESSION

Welcome Remarks



SARAH PALMER
DLL
Credit and Collections Committee
Chair

ELFA 1071 Update



Presenter:
ANDY FISHBURN
Equipment Leasing and Finance
Association

Top 10 Trends in Equipment Finance



Presenter:
ROBERT L. BOYER
President
First Commonwealth Equipment
Finance
ELFA Board Chair

KEYNOTE PRESENTATION – 2024 Economic Update



Jeff Jensen
Vice President
Keybridge LLC

Join us at the ELFA Credit and Collections Conference for Keybridge's highly anticipated 2024 Economic Outlook for the equipment finance industry, presented by Jeff.

Gain valuable insights into the state of the U.S. economy and its direct implications for equipment finance. Don't miss this fantastic presentation as you strategize and plan for 2024!

10:00 – 10:20 am Break

10:20 – 11:20 am GENERAL SESSION – The Electric Rush to Greener Pastures

The rush is on for electric equipment as many OEMs have aggressive electric goals and some states are mandating the use of electric equipment, both small and large, in their respective markets. Learn about the top trends, the impacts of laws and regulations, and the lending challenges associated with rising costs for new technology, uncertain secondary markets, and the impacts on borrowers in the new electric marketplace.

Discussion Leaders:

MICHAEL (MIC) MOUNT, CLFP
U.S. Bank Equipment Finance

SARAH PALMER
DLL
Credit and Collections Committee Chair

JIM TOBIN
Volvo Financial Services

11:20 am – 2:45 pm Break

2:45 – 3:45 pm GENERAL SESSION - Legal Update

Discussion Leaders:

ALEX DARCY
Darcy & Devassy PC

ANDREW GLAAB
Cohn & Dussi, LLC

MARTINA RIDER PORTER
Hemar, Rousso & Heald, LLP

Friday, June 7th

8:00 – 9:00 am GENERAL SESSION - M&M Post Deal Discussion – Post-Mortem

Discussion Leaders:

ROBERT FAGAN
Eastern Funding LLC

DAN GODERIS
GreatAmerica Financial Services

MARTINA RIDER PORTER
Hemar, Rousso & Heald, LLP

JIM ST. CLAIR
Independent Consultant

JIM TOBIN
Volvo Financial Services

9:00 – 9:15 am Break

9:15 – 10:15 am GENERAL SESSION – Equipment
Finance in a Post-SVB World

Join a panel to discuss the impact of the 2023 banking crisis on the equipment finance sector. In the aftermath of large bank failures and increased capital requirements, depository relationships have been prioritized and lower yielding commercial segments deemphasized. Discussion will include the relationship between Bank Holding companies and their equipment finance subsidiaries, captives, and even impacts on independent finance companies and capital markets.

Discussion Leaders:

CHRIS JUNG
Cisco Systems Capital Corporation

SARAH PALMER
DLL
Credit and Collections Committee Chair

ROB VICKERY
Huntington Bank

10:15 – 10:30 am Break

10:30 – 11:30 am GENERAL SESSION - Hot Topics in
Fraud

Moderator:

MARTINA RIDER PORTER
Hemar, Rousso & Heald, LLP

Panelists:

ALEX DARCY
Darcy & Devassy PC