

Lease and Finance Accountants Conference

September 09 - September 11, 2024

Embassy Suites Nashville Downtown, Nashville, TN

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SUNDAY, SEPTEMBER 8

7:00 – 9:00 pm

Dine Around – Community Table

Hotel Lobby

Join a community table dinner group! Indicate your initial interest through the ELFA conference registration process and We'll connect you with a group and an opportunity to meet new people and build relationships. To join a dinner group, select "Dine Around" when you register for the conference. Sign-ups will be virtual only and all conference attendees will be emailed prior to the conference with additional specifics. *Dinner is PYO and not included with your*

conference registration. Separate checks will be requested. This event is offered for attendees of both conferences.

Chelsea Barron

LEAF Commercial Capital Inc.

Sarah Tezuka

Solifi

Jay Wilensky

Sasser Family Companies

Jeff Lezinski

Odessa

Mamta Shori

Wells Fargo Equipment Finance

Dan Court

Caterpillar Financial Services Corporation

MONDAY, SEPTEMBER 9

9:00 am

Early Registration for the Pre-Conference Sessions

Meadow Ballroom Foyer, 2nd Floor

9:00 am – 1:00 pm

Equipment Finance and Compassion Unite for a Cause!

Riverbed C

ELFA is partnering with Blood Assurance to host a blood donation event. Join us and help make a difference in the lives of others. Your contribution can make a significant difference!



Schedule your donation:

bloodassurance.org/elfa or scan the QR code.

Raz Gandhi

Linedata Lending and Leasing

Shari Schmidt

Huntington Equipment Finance

9:30 am – 11:30 am

PRE-CONFERENCE SESSIONS

Pre-conference sessions are offered for attendees of both conferences. These sessions are slightly longer and thus are offered outside of the regular schedule. No additional fees to attend. Please register in advance.

- **Soft Skills Roundtable**

Riverbed D

Professional success in our industry is more than just what you do, it's just as critical how you do it. As information technologies continue to advance and access to expert knowledge increases, it is the ability to master the often-neglected soft skills that will distinguish each one of us professionally. In this session, you will have an opportunity to discuss, share and learn from your peers how to better leverage soft skills and increase the impact you can have on your organization and career.

Keep the discussion going with more topics and considerations in the **Business Advisory Soft Skills Roundtable** scheduled on Tuesday afternoon, 4-5:15pm.

Speakers:

Rick Thompson

Bank of America Global Leasing

Jay Wilensky

Sasser Family Companies

- **Equipment Leasing - A Roundtable Discussion on Processes, Controls, and Systems**

Riverbed A

Companies operating in the equipment leasing space rely heavily on various processes, controls, and systems to support management

reporting needs and allow for proper financial reporting. Learn from your peers on what has and hasn't worked within their organization! The roundtable moderators will facilitate a discussion where those attending can share thoughts and perspectives about the processes, controls, and systems in place within their respective organizations.

Speakers:

Tim Kolber

Deloitte

Dan Court

Caterpillar Financial Services Corporation

Eileen Chan

Ernst & Young

11:30 am - 7:30 pm

General Conference Registration

Meadow Ballroom Foyer, 2nd Floor

1:00 - 2:00 pm

Opening General Session *(Hybrid Joint Session)*

Welcome

Meadow Ballroom CD

Speakers:

Jay Wilensky

Chair, ELFA Financial Accounting Committee

Tawnya Stone, CLFP

Chair, ELFA Operations and Technology Committee

Operations & Technology Excellence Award Presentation

Chelsey Barron

LEAF Commercial Capital Inc.

Co-Chair, Award Sub-Committee

Peter Haug

LTi Technology Solutions

Co-Chair, Award Sub-Committee



Award Winner: Channel

Top 10 Trends in Equipment Finance Acquisition

Leigh Lytle

CEO & President

Equipment Leasing and Finance Association

2:00 - 2:15 pm

Refreshment Break/Exhibits Open

Meadow Ballroom Foyer

2:15 - 3:30 pm

Concurrent Sessions

- **Intro To Leasing and Finance**

Willow Pond DE

Speakers:

Mamta Shori

Wells Fargo Equipment Finance

Amie Sweeney

CBRE

- **Tax Investing and Selling Credits**

Willow Pond ABC

The Inflation Reduction Act (“IRA”) provided for new expanded and more complex alternative energy tax credits as many corporations work towards carbon neutrality by 2030. The IRA also provided for the ability to transfer many of these tax credits to investors better situated to utilize them. We will continue to explore the nature of these credits and some of the requirements and background associated with buying or selling them.

Speakers:

Joe Sebik

Siemens Financial Services, Inc.

- **CECL - What to know about the new Credit Loss Standard and Why its Roar is worse than its Bite!**

Meadow CD

This session provides an overview of the CECL standard as well as a discussion of key technical implementation challenges and lessons learned from those companies that have already

adopted this highly subjective standard. The following will be discussed: The general principles of CECL; What to consider for your CECL implementation plan; and Practical guidance based on lessons learned from those who have already adopted the standard.

Speakers:

Matt Esposito

Grant Thornton Advisors LLC

Charlie Shannon

Moss Adams LLP

3:30 - 3:45 pm

Refreshment Break/Exhibits Open

Meadow Ballroom Foyer

3:45 - 5:00 pm

Concurrent Sessions

- **Lease and Loan Pricing Basics**

Willow Pond DC

Pricing is not simply about a margin over cost of funds. Many elements enter the pricing model, and there are many financial ratios and measurements that lessors may set as a hurdle before proposing a price to a prospective lessee or borrower. This session will explore the multiple approaches commonly utilized and will seek to put the fundamental pieces together to provide a foundation to the person seeking to understand why something is priced in a particular manner.

Speakers:

Joe Sebik

Siemens Financial Services, Inc.

Edmund Wong

Ivory Consulting Corporation

- **ESG – Comprehensive**

Willow Pond ABC

This session will provide an update on current ESG Reporting. We will examine globally the ESG frameworks that exist, the scope of regulation, and information that is common. We will also explore the actions organizations are taking, including the roles and responsibilities companies are establishing.

Speakers:

Michael Nesta
KPMG LLP

Jeff Lezinski
Odessa

- **Sale Leaseback/Build to Suit/Control**
Meadow CD

This session will provide an overview of the application of the ASC 842 Lease Accounting and ASC 606 Revenue Recognition rules to transactions where the sale leaseback and asset control provisions may apply. The relevant guidance will be reviewed including, but not limited to, determining criteria for sale recognition, specific changes for real estate assets vs equipment assets, the effects of repurchase options, gain or loss recognition, accounting for failed sales, considerations of ownership for assets under construction in build to suits and asset purchasing contexts, etc. The session will illustrate the types of arrangements where the sale leaseback rules will apply and the expected impacts of those rules.

Speakers:

Eileen Chan
Ernst & Young LLP

Amie Sweeney
CBRE

Yu-Chieh Gola
IBM Financing

Newcomers Reception

Riverbed AB

Calling all First Time Attendees! This is a great opportunity to meet with the Conference Planning Committee and fellow First Timers. There is no extra charge to attend this event.

5:30 - 7:30 pm

Hosted Reception/ Exhibits Open

Meadow Ballroom Foyer

All attendees of the ELFA Operations & Technology and Lease & Finance Accountants Conferences are invited to connect and unwind at this fantastic reception.

Exhibit booths will be open and you will have some time to stop by and chat. Lite fare will be served with an open bar. This event is included with all conference registrations.

TUESDAY, SEPTEMBER 10

6:30 - 7:30 am

5K Fun Run

Hotel Lobby

7:30 - 8:30 am

Continental Breakfast/Exhibits Open

Meadow Ballroom Foyer

Sponsored by:



8:30 – 10:00 am

Keynote General Session: The Future of Tech & Business (Hybrid Joint Session)

Meadow Ballroom CD

Welcome:

Jay Wilensky

Chair, ELFA Financial Accounting Committee

Tawnya Stone, CLFP

Chair, ELFA Operations & Technology Committee

5:00 - 5:45 pm

Keynote Presenter:

Michael Rogers

Columnist, MSNBC's *The Practical Futurist*, & Futurist-in-Residence of *The New York Times*



Michael Rogers is a best-selling author, technology pioneer, and futurist, who most recently served as futurist-in-residence for The New York Times. He has worked with companies ranging from FedEx, Boeing, and NBC Universal to Microsoft, Pfizer, and Siemens, focusing on how companies can think about the future in useful ways. A futurist keynote speaker who combines a deep knowledge of technology with practical business experience, he addresses audiences worldwide, ranging from start-ups to Fortune 500 companies, and from universities and government agencies to the general public, and is a regular guest on radio and television.

Sponsored by:



10:00 – 10:30 am

Refreshment Break/Exhibits Open

Meadow Ballroom Foyer

10:30 – 11:45 am

General Session: A Conversation with the FASB & IASB - Where We Are Today and What's Next

Meadow CD

One of our marquee sessions, *A Conversation with the FASB and IASB* allows attendees to hear directly from the accounting standards setters. The panel will cover the current technical agendas of the Financial Accounting Standards Board and International Accounting Standards Board and areas of focus as well as other emerging topics of relevance to the leasing industry and capital markets as a whole.

Speakers:

John Bober

IXL Lease Advisory Services, LLC

Fred Cannon

Financial Accounting Standards Board

Bob Uhl

International Accounting Standards Board

11:45- 1:15 pm

Hosted Luncheon

Riverbed

1:15 – 2:15 pm

General Joint Session

Technology Trends & Using AI (Hybrid Joint Session)

Meadow Ballroom AB

Join us for a thought-provoking discussion on current and upcoming technology trends, including the impact of artificial intelligence (AI), that will help shape the future of our industry and provide for innovation and growth. Technology is helping companies improve operational efficiencies, helping leaders make more informed decisions and improving overall customer experience. Hear from our panelists who are members of the Equipment Leasing & Finance Foundation's Industry Future Council (IFC) and have knowledge of the trends and themes outlined in the forthcoming IFC report that focuses on the use of technology and AI across our industry.

Moderator:

Nate Gibbons, CLFP

QuickFi

Speakers:

Tawnya Stone, CLFP

GreatAmerica Financial Services

Chair, ELFA Operations & Technology Committee

Andrew Cotter

Somerset Capital

Zack Marsh, CLFP

AP Equipment Financing

2:15 – 2:30 pm

Refreshment Break/ Exhibits Open

Meadow Ballroom Foyer

2:30-3:30 pm

Concurrent Sessions

- **CFO Roundtable**
Riverbed A

This session will provide an opportunity for CFOs, Controllers, and senior level management to engage in a peer led discussion covering current market and economic trends, talent development, and other organizational matters.

Speakers:

Jay Wilensky

Sasser Family Companies

Mamta Shori

Wells Fargo Equipment Finance

- **Tax Update**
Willow Pond DE

The Tax Code continues to evolve and be utilized as a mechanism to incent investments in capital assets. Some tax incentives have scheduled phase down plans and others have phase in plans. Both political parties have their own idea of what the next steps in the Tax Code should look and act like. We will highlight the changes to the existing Tax Code and touch upon how future changes may affect the leasing and equipment financing industry.

Speakers:

Joe Sebik

Siemens Financial Services, Inc.

- **Day 2 Considerations – Lessor**
Willow Pond ABC

This session will provide thoughts and perspectives about the ‘Day 2’ lease accounting considerations for equipment leasing arrangements from the lessor standpoint. The session will focus first on the ASC 842-30 lease modification framework upon the occurrence of

certain lease amendment scenarios. Additional session topics will include, but not be limited to:

- Identifying whether an arrangement is or contains a lease including when arrangement includes the use of a “free asset”;
- Accounting for fixed and variable payment structures including evaluating the classification of a lease per the ASC 842-10-25-3A requirements when there are significant variable payments resulting in the recognition of a selling loss;
- Applying the sale and leaseback requirements to equipment contracts; and,
- Allocating the consideration in equipment lease arrangements to lease and non-lease components including the application of the lessor practical expedient

Speakers:

Therese Babiash

GATX Corporation

Brian White

John Deere Financial

Tim Kolber

Deloitte

3:30 – 4:00 pm

Refreshment Break/Exhibits Open

Meadow Ballroom Foyer

4:00 – 5:15 pm

Breakout Sessions:

- **X as Service/Accounting perspective**
Willow Pond ABC

Speakers:

Marc Jerusalem

PricewaterhouseCoopers LLP

Eileen Chan

Ernst & Young LLP

- **Lease and Loan Pricing Advanced**

Meadow CD

As the Tax Code and cash flow elements enter the pricing model, we will explore how some pricing structures consider the different elements when arriving at that a final pricing rate. We will explore how pricing is connected to the multiple elements that are incorporated into the pricing model and demonstrate how minor changes may affect the final price.

Speakers:

Joe Sebik

Siemens Financial Services, Inc.

Edmund Wong

Ivory Consulting Corporation

5:15 - 6:45 pm

Hosted Reception/Exhibits Open

Meadow Ballroom Foyer

Join your fellow conference attendees for an evening reception. This is a great time to mingle and chat with the fantastic exhibitors attending the conference!

WEDNESDAY, SEPTEMBER 11

7:00 - 8:00 am

Continental Breakfast/Exhibits Open

Meadow Ballroom Foyer

8:00 - 9:15 am

Keynote Presentation: 2024 Economic Outlook

(Hybrid Joint Session)

Meadow Ballroom Foyer, 2nd Floor

Welcome

Jay Wilensky

Chair, ELFA Financial Accounting Committee



Keynote Presenter:

Jason Turner

*Chief Investment Strategies &
Head of Multi-Asset Strategy
Wintrust*

Jason Turner is the Chief Investment Strategist of Great Lakes Advisors. He is a member of the firm's investment committee, authors market and economic commentary, regularly presents in the media and to professional conferences, and works with client portfolio managers to support institutional and private clients.

As the Head of Multi-Asset Strategy, he is responsible for portfolio strategy, asset allocation, and for overseeing the firm's manager due diligence and selection efforts. He is also a member of the firm's Operating Committee and Management Committee.

During this presentation, Jason will share his unique insights into the current economic climate, investment strategies, and trends impacting the finance industry. Whether you're a seasoned professional or just starting out in the field, Jason's presentation promises to offer valuable takeaways that can help you stay ahead in today's competitive landscape.

9:15 - 9:30 am

Refreshment Break/Exhibits Open

Meadow Ballroom Foyer

The exhibitors will be closing after this break, so make sure you have those last conversations and share contact details.

9:30 - 10:45 am

Concurrent Sessions

- **EnergyTech Arrangements – Discussing the Accounting Considerations**

Meadow CD

The Inflation Reduction Act offers significant energy tax incentives that has sparked a significant uptick in energy and climate spending, including wind, solar, clean energy storage, and other clean energy projects. This session will highlight the accounting considerations for: (1) renewable energy projects, (2) carbon sequestration projects, (3) electric vehicle and electric vehicle charging station arrangements, and (4) energy-as-a-service contracts.

Speakers:

Tim Kolber

Deloitte

Joe Sebik

Siemens Financial Services, Inc.

- **Securitizations & Syndications – Reaching the Checkered Flag!**

Willow Pond ABC

While many of us race to the finish our lease or loan sale accounting, this session will provide an overview of common accounting potholes associated with securitization and financing transactions. While keeping your eyes on that first-place finish, this session will make you aware of common warning flags when analyzing securitization vehicles for consolidation and necessary accounting pit stops to make when determining whether leases transferred may be accounted for as financial sales.

This session will provide an overview of securitization transactions, consolidation analysis, legal opinions, and other special sale considerations.

Speakers:

Matt Esposito

Grant Thornton Advisors LLC

- **Business Advisory Skills (Soft Skill) Roundtable- Writing Communications- ChatGPT use**

Riverbed CD

Speakers:

Jay Wilensky

Sasser Family Companies

their minds. This session will provide conference attendees the opportunity to ask accounting firm professionals their lingering questions about the application of the accounting standards and related requirements that were discussed during the conference (e.g., lease accounting, ESG, CECL).

Moderator:

Jeff Lezinski

Odessa

Speakers:

Matt Esposito

Grant Thornton Advisors LLC

Marc Jerusalem

PricewaterhouseCoopers LLP

Tim Kolber

Deloitte

Michael Nesta

KPMG LLP

Eileen Chan

Ernst & Young LLP

10:45 – 11:00 am

Refreshment Break/Exhibits Open

Meadow Ballroom Foyer

11:00 am – 12:00 pm

General Session

Ask the Accountants: Addressing Those Burning Accounting and Audit-related Questions!

Meadow CD

After more than two and a half days of operational and accounting discussion at this conference, there may be a number of open questions that participants have on