2015 CLFP Accomplishment Report

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2016 Annual Conference
April 28 - 30
Las Vegas, NV

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Membership

The CLFP Foundation received and approved 87 applications in 2015, with 63 applicants sitting for and passing the exam. The remaining applicants are either studying to take the exam or planning to re-sit for it. With 290 CLFPs in good standing, the Foundation has set another record for its highest membership count since the inception of the designation in 1985.

The following are the individuals who gained the Certified Lease & Finance Professional or Certified Lease & Finance Professional Associate Designation in 2015:

Evelyn Allcorn, CLFP
Bill Banfield, CLFP
Nick Baxter, CLFP
Melissa Biebel, CLFP
Nick Bionda, CLFP
Rochelle Bishop, CLFP
John Bradford, CLFP
Déva Brooks, CLFP
Paul Burnham, CLFP
Jodie Cain, CLFP
Tina Cawthorn, CLFP
Jake Cutler, CLFP
Alex Depping, CLFP
Kristen Edwards, CLFP
Andrew Eller, CLFP
Jennifer Finken, CLFP
Lisa Genereux, CLFP
Lara Hernandez, CLFP
Dustin Hilton, CLFP
Ann Holder, CLFP
Eric Hurd, CLFP
Scott Jankowski, CLFP
Todd Jarvela, CLFP
Austin Kingsley, CLFP Assoc.
Pat Kistler, CLFP
Melissa Knutson, CLFP
Mike Kramer, CLFP
Joe Leonard, CLFP
Steve Lewis, CLFP
Ryan Makris, CLFP
Financial Pacific Leasing
Financial Pacific Leasing
First American Equipment Finance
Steelcase
Second City Leasing, LLC
First American Equipment Finance
Arvest Equipment Finance
El Dorado Commercial Finance
Ascentium Capital
Orange Commercial Credit
Healthcare Equipment Funding
Ascentium Capital
Ascentium Capital
First American Equipment Finance
First American Equipment Finance
NCMIC Finance Corp.
Dell Financial Services
Ascentium Capital
First American Equipment Finance
Rush Enterprises
Northland Capital
GreatAmerica Financial Services
Allegiant Partners, Inc.
Ascentium Capital
NCMIC Finance Corp.
Diversified Capital Credit
Oakmont Capital Services LLC
Allegiant Partners
Ryan McHugh, CLFP
Tim Miller, CLFP
Ashtyn Mohanlall, CLFP
Bill Mulder, CLFP
Tom Nairn, CLFP
Brian Nave, CLFP
David Neighbour, CLFP
Nick Nielsen, CLFP
Niki Ogunyomi, CLFP
Ryan Otto, CLFP
Phil Palermo, CLFP
Joe Quintero, CLFP
Carrie Radloff, CLFP
Mark Rodeghiero, CLFP Assoc.
John Rodwell, CLFP
Nicole Romeo, CLFP
Jonathan Sandgarten, CLFP
Kari Schaefer, CLFP
Christopher Schmelz, CLFP
Jim Schreder, CLFP
Ken Senter, CLFP
Stephanie Severin, CLFP
Pam Spanier, CLFP
Stephen Stuesser, CLFP
Tawnya Stone, CLFP
Jill VanDeWalle, CLFP
Jennifer Vanegas, CLFP
Darryl Walczak, CLFP
Steven Ward, CLFP
Brandon Ware, CLFP
Sandie Zhang, CLFP
GreatAmerica Financial Services
Ascentium Capital
First American Equipment Finance
First American Equipment Finance
Arvest Equipment Finance
GreatAmerica Financial Services
Ascentium Capital
BMO Financial Group
First American Equipment Finance
Ascentium Capital
American Financial Partners
Source Finance
OIC Lender Services
Xced Aviation Services
ComSource, Inc.
Northland Capital
First American Equipment Finance
First American Equipment Finance
Northland Capital
Bravo Capital
GreatAmerica Financial Services
First American Equipment Finance
First American Equipment Finance
GreatAmerica Financial Services
Banc of California
First American Equipment Finance
The Foundation introduced the “Academy for Lease & Finance Professionals” (ALFP). The ALFP is a three day event that covers all three of the mandatory sections of the exam in-depth, as well as three of the most popular elective subjects during the first two days. On the third day, the exam is offered, but not mandatory. Below are those individuals who graciously donated their time and knowledge for the cause of the Foundation.

**Andy Alper, Esq. - Frandzel, Robins, Bloom & Csato**
**Heather Ayers, CLFP - First American Equipment Finance**
**Mike Bennett, CLFP - First American Equipment Finance**
**Leslie Brown, CLFP - Bravo Capital**
**Todd Buzard, CLFP - First American Equipment Finance**
**Lisa Collins, CLFP - First American Equipment Finance**
**Courtney Dioguardi, CLFP - First American Equip. Finance**
**Chris Enbom, CLFP - Allegiant Partners**
**Laura Eichenseer, CLFP - First American Equip. Finance**
**Adam Fay, CLFP - First American Equipment Finance**

**Bob Fisher, CLFP - Ascentium Capital**
**Melissa Fisher, CLFP - Strada Capital**
**Nathan Gibbons, CLFP - First American Equip. Finance**
**Jim House, CLFP - GreatAmerica Financial Services**
**Dave Isenber, CLFP - GreatAmerica Financial Services**
**Bette Kerhoulas, CLFP - Pacifica Capital**
**Cliff McKenzie, CLFP - Ascentium Capital**
**David Normandin, CLFP - Banc of California**
**Joe Schmitz, CLFP - F.I.T. Leasing**
**Hernan Traversone, CLFP - Ascentium Capital**
**Sara Whitford, CLFP - First American Equipment Finance**

The ALFP has proven to be the best exam prep resource as 96% of all those who attended an ALFP and sat for the exam passed.

The first ALFP was hosted by Banc of California in Irvine, CA in May. In June, Ascentium Capital hosted one at their company headquarters in Kingwood, TX. First American Equipment Finance hosted the third in August in Rochester, NY and the last ALFP was held in Cedar Rapids, IA in November which was hosted by GreatAmerica Financial Services.

**Cindy Spurle Award of Excellence**

The 2015 Cindy Spurle Award of Excellence was presented to Bob Fisher, CLFP and Amy Spragg, CLFP at the NEFA Fall Funding Symposium in Atlanta, GA. They were chosen as the CLFPs who have contributed the most to the industry and best represent the CLFP ideals.

Amy Spragg, CLFP has served on the Board since 2013 and has acted as Treasurer for the past two years. Bob Fisher, CLFP has served on the Board since 2014 and currently serves as Vice President. Both are very active at the Board and Committee levels and continually promote the designation.
Online Exam

A large undertaking for the Foundation in 2015 was getting the 8-hour examination accessible online. The Foundation contracted with Trevor Denham of BlueDenham LLC to create an electronic exam module. The examination remains exactly the same as its written counterpart, but allows the user to go at their own pace (within the designated time limit) and relieves the stress from handwriting all of the answers. The exam must still be proctored by a CLFP in good standing, or other approved individual; however, the Foundation is looking at ways to offer it remotely in the near future.

CLFP Regional “Power Hours”

With the growing number of CLFPs, the Special Projects Committee led by Bob Fisher, CLFP agreed that it was time to get the CLFPs together to network and socialize. The first one was held in Federal Way, WA on July 28th at Verrazano’s Italian Restaurant and 12 people attended from 5 companies.

The second cocktail hour was held in Southern California at Ra Sushi and hosted by Banc of California on September 24th. 18 CLFPs and CLFP Associates from 11 different companies gathered together and also toasted Steve Tidland, CLFP who retired from the leasing industry this year.
The Foundation’s Board of Directors is comprised of seven elected Directors serving two-year terms, and two Directors appointed by the National Association of Equipment Leasing Brokers (NAELB) and the National Equipment Finance Association (NEFA) for one-year terms. Below are the 2016 Board of Directors for the 2016 CLFP Foundation:

- Leslie Brown, CLFP, Bravo Capital (Elected)
- Eric Bunnell, CLFP, Arvest Equipment Finance (NEFA-Appointed)
- Andrew Eller, CLFP, First American Equipment Finance (Elected)
- Chris Enbom, CLFP, Allegiant Partners (Elected)
- Bob Fisher, CLFP, Ascentium Capital (Elected)
- Kevin Prykull, CLFP, PNC Equipment Finance (Elected)
- Joe Schmitz, CLFP, F.I.T. Leasing (NAELB-Appointed)
- Brian Schonfeld, CLFP, Pawnee Leasing (Immediate Past-President)
- Marci Slagle, CLFP, VFI Corporate Finance (Elected)
- Amy Spragg, CLFP, Pacifica Capital (Elected)

The Foundation would especially like to salute those whose terms have come to an end and have graciously volunteered their time:

- Courtney DioGuardi, CLFP, First American Equipment Finance (NEFA-Appointed)
- David Normandin, CLFP, Banc of California (Elected)
- Carl Villella, CLFP, Acceptance Leasing & Finance (NAELB-Appointed)

**Companies with Three or More CLFPs**

- First American Equipment Finance (42)
- Financial Pacific Leasing, LLC (22)
- Ascentium Capital (14)
- Allegiant Partners, Inc. (13)
- Orion First Financial LLC (9)
- Arvest Bank/Equipment Finance (8)
- ECS Financial Services, Inc. (7)
- GreatAmerica Financial Services (7)
- Banc of California, N.A. (5)
- Bank of the West (5)
- Great American Insurance (5)
- Maxim Commercial Capital, LLC (4)
- Northland Capital (4)
- Diversified Capital Credit (3)
- FSG Leasing Inc. (3)
- Innovative Lease Services, Inc. (3)
- LeaseTeam Inc. (3)
- Pacifica Capital (3)
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Bronze Partners

Individual Partners

Benefactor Level
Reid Raykovich, CLFP
Jaime Kaneshina, CLFP

Sponsor Level
Barry Marks, Esq., CLFP