

David S. Wiener

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David Wiener has been a leading transaction and project leader within the equipment leasing and finance industry. A proven top producer he has personally structured and executed over 700 transactions totaling \$2.3 billion in sales volume generating \$94 million income. He has created full capital markets deal placements capabilities for 3 separate to 10 vendor finance organizations. He is a national authority on equipment finance demographics

For 24 years, Mr. Wiener was a member of Equipment Leasing & Finance Association (“ELFA”) Research Committee, and chairman from 1990 until stepping down in 2006 – the longest continuously serving chairman of any leasing association committee. Under his leadership, he enabled the ELFA to expand the Survey of Industry Activity (now the Survey of Equipment Leasing and Finance – “SEFA”) from a modest 12 pages to over 300 pages, and created a customized Individual Company Data Sheet (ICDS) report. Both SEFA and ICDS are outstanding tools for in depth introspective equipment finance industry member benchmarking.



In 1998 Mr. Wiener was elected as a Trustee for the Equipment Leasing and Finance Foundation, where he currently chairs the Foundation Research Committee. This non-profit foundation has provided over \$1.5 million in grants for equipment leasing industry research since inception. Mr. Wiener has been instrumental in commissioning research resulting in over 35 major research reports published. For his service to the ELFA and Foundation, Mr. Wiener received the Distinguished Service Award in 2004, the year of this award’s inception. The highest recognition of the association, he is one of only 7 individuals to have every received this honor.

Mr. Wiener has been an in demand speaker nationally on the topic “State of the Equipment Leasing Industry” at numerous equipment leasing conferences over the past 20 years and has authored equipment leasing related articles including:

- “A Lessor’s Guide To Controlling Costs and Maximizing Efficiency” (*Journal of Equipment Lease Financing*); and,
- “Leasing Industry Demographics: A Statistical Review” (*The Monitor*).

Most recently Mr. Wiener was Senior Vice President / Group Head, Capital Markets and Structured Finance for LEAF Financial Corporation – a Philadelphia based \$1.7 billion equipment leasing organization reporting to the President. In this role he priced, structured and sold portfolio and individual transactions to investor participants he personally developed. He negotiated all aspects of portfolio and transaction contracts related to sale, assignment and servicing. Additionally, he provided oversight for the Structured Finance / Asset Based Lending Division responsible for origination and portfolio monitoring.

Previously he was with GE Commercial Finance in the capacity of Senior Vice President, GE Capital Markets. Over his 12-year tenure at GE, he has supported a variety of General Electric businesses to assist in their utilization of developed capital markets capabilities. Mr. Wiener has structured and closed billions of small, middle and large ticket transactions and portfolios, providing financing to companies classified from investment grade and middle market to project finance. While personally having established over 300 new investor relationships, Mr. Wiener has been responsible for hiring, training and supervising staff in capital markets syndication, sales and finance. Green belt certified and having passed the black belt exam, Mr. Wiener utilized GE six sigma quality tools and e-commerce initiatives for process improvement in the execution of the GE Capital Solutions syndication activities. He has directed an effort to internationally outsource capital markets analytic activities, a cost saving endeavor that has resulted in a significant reduction in deal evaluation cycle time. This has been recognized as a best practice within Genpact, the leading international outsourcing organization. Mr. Wiener has been a past recipient of the prestigious GE Capital Pinnacle Award.

Prior to joining GE Mr. Wiener was Director, Corporate Planning reporting to the CFO at Tokai Financial Services (now De Lage Landen Financial Services) in 1991. As a member of the Tokai senior management team, he was the architect of the first national syndication platform for a major vendor leasing company. He was the recipient of the Tokai Winners Circle in 1993 and 1994 for syndication achievements. Mr. Wiener started his leasing career with MNC Leasing, involved in transaction pricing, structuring credit underwriting and placement. In 1981 when the Economic Tax Recovery Act was enacted, Mr. Wiener quietly engineered 47 tax benefit transfer leases – the most executed in the U.S. He went on to personally conclude a combined \$195 million of financing for California’s Bay Area Rapid Transit System and the New York Metropolitan Transit Authority.

Mr. Wiener earned his MBA, with honors from the Sellinger School of Business and Management at Loyola College in Maryland, (Baltimore, Maryland) and his BA in Economics from Wake Forest University (Winston-Salem, North Carolina). He is a Registered Broker / Dealer Agent with the Financial Industry Regulatory Authority (formerly the National Association of Securities Dealers). He is an accomplished musician singer songwriter proficient on guitar and harmonica. An avid skier, Mr. Wiener has earned multiple NASTAR (gold/silver/bronze) medals in competitively timed races.

Web Links:

- <http://www.linkedin.com/in/wienerdavid>
- <http://www.leasefoundation.org/about/trustees.htm>
- <http://www.leasefoundation.org/About/Committees/Rsrch.htm>