The National Funding Conference

April 17-19, 2012
The Fairmont Hotel • Chicago, Illinois

Remember:
Online is the fastest and most efficient way to register and get the best appointment times with Funding Source Exhibitors!

EXPAND YOUR FUNDING HORIZONS!

There is no better place to reconnect with funding sources you know and make contact with new funding sources who want your business.

ATTENDEE INFORMATION
EQUIPMENT LEASING AND FINANCE ASSOCIATION
For over two decades, companies like yours have relied on the ELFA National Funding Conference for the funding that is the lifeblood of equipment finance. You’ve met, talked and done business with some of the finest funding sources in the industry, all in one convenient place. For many, it is the most productive two days of the year.

Why Attend the ELFA Funding Conference?
The National Funding Conference is an unparalleled opportunity to meet funding sources face to face in an efficient, professional setting. You need funding, the dozens of funding source exhibitors need investments—it doesn’t get simpler or more convenient.

The National Funding Conference is all about meeting with your current funding sources and establishing relationships with new ones. If you are responsible for funding the leasing and finance company and its transactions, and for participating in transactions, this is the one conference you cannot afford to miss.

Profile of Exhibitors
Funding sources that focus on various ranges of transaction size are expected to exhibit at the ELFA National Funding Conference. Here is a summary of the type of funding programs offered by last year’s exhibitors:

Funding Programs
- Buy Paper from Brokers
- Buy Paper: Our Documents Only
- Buy Paper from Leasing Companies
- Buy Paper: Standard Industry Documents Subject to Approval
- Discount-Nonrecourse
- Discount-Recourse
- Debt Side of a Leveraged Lease
- Equity/Purchase of Tax-Oriented Leases
- Fund Leases as a Group
- Fund Leases Individually
- Inventory Financing/Floor Planning
- Tax-Exempt Municipal Leasing
- Other
- Purchase Portfolios
- Progress Payments
- Residual Financing
- Residual Sharing
- Securitizations
- Venture Leasing
- Warehouse Lines (Direct Lines to Leasing Companies)

So, what are you waiting for? Log onto www.elfaonline.org/events/2012/NFC/ click on Attendee Registration and simply follow the instructions.

Make Appointments in Advance and Online
Be one of the first to get the best appointment times with Funding Source exhibitors of your choice!
Member attendees who register online at the ELFA website www.elfaonline.org/events/2012/NFC/ will be able to view exhibitor profiles and set up appointments with registered Funding sources in advance online.

NOTE: Any member attendees NOT registering online will need their user ID and password to enable them to schedule appointments online. If you don’t have one or can’t remember yours, go to the ELFA homepage: www.elfaonline.org click on user login and follow the instructions. However, the FASTEST and EASIEST way is to register online!

Access to Funding Is Increasing
Equipment Finance is Viewed as an Engine for Growth
1. **FUNDING SOURCES:**
As of February 8, 2012, the following companies have indicated they will be participating at this year’s event:

AIG Equipment Finance
Bank Financial FSB
Bank of the West
BMO Harris Equipment Company
Boston Financial & Equity Corporation
Diversified Lenders Inc.
EverBank Commercial Finance, Inc.
Fifth Third Equipment Finance Company
Financial Pacific Leasing
First Eagle Bank
GE Capital Corporate Finance
GE Capital Markets
Huntington Equipment Finance
Key Equipment Finance
MB Financial Bank
People’s Capital and Leasing Corp.
RBS Asset Finance
Regions Equipment Finance Corp.
TAB Bank
Wells Fargo Equipment Finance

And we anticipate A LOT more!

2. **Booths are large**
(10’ x 15’) offering needed privacy during meetings

3. **Funding Sources have significant flexibility in determining who they meet with.**
Funding Source Exhibitors who purchase a “Suite on the Floor” have access to all attendee profiles, not just the ones who have made appointments with them. Therefore, it is very important that your business profile be as complete and as accurate as possible.

4. **Convenient Schedule:** The National Funding Conference will begin with a reception on Tuesday, April 17th, followed by a full day of meetings on April 18th, concluding with a half day of meetings on April 19th.

5. **Half Day Bank Practices Roundtable**
*NEW! Half Day Summit for Executives from Independent Finance Companies*
These invitation-only events immediately precede the start of the National Funding Conference on April 17th. See Schedule of Events for more details.

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**Impromptu Gatherings? No Problem!**
In answer to requests from attendees for more private and quiet individual meetings, ELFA is once again setting up an additional meeting room adjacent to the Liquidity Lounge in the foyer area outside the Exhibit Hall. In the State Room, there will be extra tables and chairs divided by pipe and drape, for you to use. So why trek down to the hotel lobby bar when this private meeting area is right outside the exhibit hall? It’s convenient, comfortable and close to the action, with plenty of seating for your convenience.

**NEW THIS YEAR!** Each morning, there will be a complete buffet breakfast starting at 7:00 am in the Moulin Rouge Room. Take advantage of this additional space to set up meetings during breakfast.
## Schedule of Events

**Tuesday, April 17**

<table>
<thead>
<tr>
<th>Time</th>
<th>Event</th>
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<tbody>
<tr>
<td>11:00 am</td>
<td>Bank Best Practices Roundtable Registration</td>
</tr>
<tr>
<td>11:00 am</td>
<td>By Invitation Only for Senior Executives of Bank Leasing Organizations</td>
</tr>
<tr>
<td>Noon</td>
<td>Hosted Luncheon</td>
</tr>
<tr>
<td>Noon</td>
<td>Bank Best Practices Roundtable attendees</td>
</tr>
<tr>
<td>Noon</td>
<td>Independent Finance Summit attendees</td>
</tr>
<tr>
<td>12:30 pm</td>
<td>Hosted Luncheon</td>
</tr>
<tr>
<td>12:30 pm</td>
<td>Bank Best Practices Roundtable Program</td>
</tr>
<tr>
<td>12:30 pm</td>
<td>Sponsored by PayNet</td>
</tr>
<tr>
<td>2:30 pm</td>
<td>Funding Conference Registration</td>
</tr>
<tr>
<td>5:30 pm</td>
<td>Opening Reception</td>
</tr>
</tbody>
</table>

**Wednesday, April 18**

<table>
<thead>
<tr>
<th>Time</th>
<th>Event</th>
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<tbody>
<tr>
<td>7:00 am</td>
<td>Sit-Down Buffet Breakfast</td>
</tr>
<tr>
<td>7:00 am</td>
<td>(Sponsorship Opportunity)</td>
</tr>
<tr>
<td>8:30 am</td>
<td>Individual Appointments with Funding Source Exhibitors</td>
</tr>
<tr>
<td>Noon</td>
<td>Hosted Luncheon</td>
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<tr>
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<td>8:30 am</td>
<td>Individual Appointment with Funding Source Exhibitors</td>
</tr>
<tr>
<td>Noon</td>
<td>Exhibitor Tear Down</td>
</tr>
</tbody>
</table>

Both events are designed to be small and highly interactive. Only senior executives from ELFA member companies may attend. The goal is to get a group of like-minded individuals together to discuss current issues they are facing and to learn from one another how each is addressing these issues. For more information on either program, contact Alexa Carnibella at acarnibella@elfaonline.org.

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Noon – 12:30 pm

**Hosted Luncheon**

*Bank Best Practices Roundtable attendees*  
*Independent Finance Summit attendees*

12:30 – 4:30 pm

**Bank Best Practices Roundtable Program**

Sponsored by PayNet

Moderator:

JAMES RENNER  
ELFA Past Chairman

**Independent Finance Summit Program**

Moderator:

JOE LANE, ELFA Past Chairman

2:30 – 7:00 pm

**Funding Conference Registration**

*Conference Bags and Conference Lanyards sponsored by MB Financial Bank*

2:30 – 4:30 pm

**Exhibitor Set Up**

5:30 – 7:00 pm

**Opening Reception**

(Sponsorship Opportunity)
Registration and General Information

Fees:
- $775 ELFA members
- $725 each additional ELFA Member
- $1550 Nonmembers *
- $385 Funding Planning Committee Members

*Non-Members: Please read carefully
Non-members are welcome to attend this conference and must register at the non-member rate. However, if you are employed by a company that was an ELFA member in 2011 that has not renewed its membership in the ELFA in 2012, you must wait until 2013 to attend this conference as a non-member.

We highly recommend that you register for this conference online. Please register as early as possible to ensure inclusion on the List of Attendees. ELFA will accept payment on-site using Visa, MasterCard, American Express, Discover, checks and cash; however, we strongly urge you to pre-register.

Note: The Pre-registration deadline is Friday, April 6, 2012. To register after this date, bring the registration form and payment to the conference. ELFA cannot guarantee receipt of any payments mailed after Friday, April 6, 2012.

To Register Use ELFA On-Line
This is the fastest and easiest way to register for the National Funding Conference. Simply go to www.elfaonline.org/events/2012/NFC/ and follow the instructions. Remember: Registering online gives you the ability to make advance appointments with the Funding Source Exhibitors of your choice.

To Register By Mail
Print out the registration form on line and send the registration fee and the completed registration form to: ELFA, P.O. Box 34733, Alexandria, VA 22334-0733. If you are using express mail to register for this conference, please mail to ELFA headquarters: 1825 K Street NW, Washington, DC 20006. But remember, the fastest and easiest way is to register and get the appointments you want is to do it online.

To Register by fax
Send the completed registration form, including credit card information, to ELFA Meetings at 202-478-0980.

Cancellation Policy

- Refund minus $100: If you need to cancel your registration, a $100 service fee will be applied to your cancellation request.
- No refund: No refunds of registration fees will be given for cancellations received on or after Wednesday, April 4, 2012.

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:
   1825 K Street, NW, Suite 900, Washington, DC 20006-1203
b. faxed to (202) 478-0980, 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.

Photographs Taken at the Conference – Please Note the Following
Photographs of 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 National Funding Conference.

Membership Information
If you are interested in joining ELFA, please call the Member Services Department at (202) 238-3400, or check the appropriate box on the registration form.

Funding Source Information
For information on how to register as a Funding Source, contact Lesley Sterling at lsterling@elfaonline.org or 202-238-3435.
Sponsorship Opportunities
In addition to the many benefits of exhibiting, sponsoring events and functions at the ELFA Funding Conference provides excellent exposure for your company. Contact Steve Wafalosky at stevew@larichadv.com or 440-247-1060 if you are interested in sponsoring any of the events/items listed below:

<table>
<thead>
<tr>
<th>Event/Item</th>
<th>Cost</th>
</tr>
</thead>
<tbody>
<tr>
<td>Attendee Roster</td>
<td>$5,000</td>
</tr>
<tr>
<td>Attendee Bag</td>
<td>$5,000</td>
</tr>
<tr>
<td>Lanyard with Company Logo</td>
<td>$5,000</td>
</tr>
<tr>
<td>Hotel Card Key</td>
<td>$5,000</td>
</tr>
<tr>
<td>Full Sit-Down Networking Breakfast (Wed. or Thurs)</td>
<td>$3,000</td>
</tr>
<tr>
<td>Luncheon</td>
<td>$5,000</td>
</tr>
<tr>
<td>Opening Reception</td>
<td>$7,000</td>
</tr>
<tr>
<td>Closing Reception</td>
<td>$5,000</td>
</tr>
</tbody>
</table>

On-line Reservations!
A block of rooms has been reserved for this exhibition at the Fairmont Hotel at Grant Park, 200 North Columbus Drive, Chicago. A special group rate of $270 single/double (Standard Room) is available for attendees. You can make your hotel reservations on line. Follow these simple instructions:

Log on to: [https://resweb.passkey.com/go/elfafundingconf](https://resweb.passkey.com/go/elfafundingconf)
Enter: Arrival and Departure Dates
Click on: Check Availability and rates

Once the reservation is complete, you will receive an instant confirmation number via e-mail (as long as your e-mail address has been entered).

Phone-In Reservations
Or if you prefer, you can make reservations by calling this customized number (888) 390-2929. Be sure to tell the reservations clerk you will be attending the ELFA Funding Conference. Reservations should be guaranteed with a credit card and made before the cut-off date of Tuesday, March 27, 2012. After the cut-off date, rooms are on a first-come, first-served basis and possibly at a higher rate.

Getting There
The Fairmont is a downtown hotel located in Illinois Center overlooking Lake Michigan, five minutes from I-55 and I-90/94. The hotel is within walking distance of the downtown business district and the Magnificent Mile. The Fairmont is 18 miles, 30 minutes, from O’Hare International Airport. The Airport Express Shuttle bus is available every 30 minutes for $27 per person one way, and taxis are about $40. The hotel is 12 miles, 20 minutes, from Midway Airport; the airport bus runs every 30 minutes for $21 per person one way.

What to Wear
Business Casual attire is appropriate for the ELFA Funding Conference.
Attendee Registration Form

Register online to get the best appointments with exhibitors. It's easier and faster!

Fees:
ELFA members: $775
ELFA additional attendee: $725
*Nonmembers: $1,550
Committee member: $385

*Non-members are welcome to attend this conference and must register at the non-member rate. However, if you are employed by a company that was an ELFA member in 2011 that has not renewed its membership in the ELFA in 2012, you must wait until 2013 to attend this conference as a non-member.

Note: In order to appear on the FINAL LIST OF ATTENDEES, you must register by Friday, April 6, 2012. Remember… online registration is faster!

To ensure that the Equipment Leasing and Finance Association can process your registration completely, and so that we focus our efforts and resources on who you are and what you need, please provide us with ALL of the following information:

NAME __________________________________________

NICKNAME FOR BADGE ____________________________

TITLE __________________________________________

COMPANY _______________________________________

ADDRESS _______________________________________

____________________________________________________________________________

____________________________________________________________________________

____________________________________________________________________________

____________________________________________________________________________

____________________________________________________________________________

____________________________________________________________________________

____________________________________________________________________________

____________________________________________________________________________

____________________________________________________________________________

CITY/STATE/ZIP _________________________________

TELEPHONE ________________________ FAX ________________________

E-MAIL ADDRESS ____________________________

☐ I am interested in becoming a funding source exhibitor. Please send me more information.

☐ I am interested in becoming a member of ELFA. Please send me more information.

Send your completed registration form and check made payable to ELFA to: ELFA, PO. Box 34733, Alexandria, VA 22334-0733

If you are using express mail to register for this conference, please mail to: ELFA 1825 K Street, NW, Suite 900, Washington, DC 20006

Credit Card Reservations
FAX this form to (202) 478-0980 Attn: Meetings Dept.
☐ VISA ☐ Mastercard ☐ Amex ☐ Discover ☐ Diners Club

Total Amount to be charged $ ________________ Exp. Date ________________

Card Number ____________________________

Name & Address as it appears on billing statement (PLEASE PRINT)

____________________________________________________________________________

____________________________________________________________________________

____________________________________________________________________________

____________________________________________________________________________

Signature __________________________________________________________

Help Us Understand What You Want From Your Association!
To ensure that ELFA focuses its efforts and resources on what you do, please complete the following two sections. Note: Registration for this conference cannot be completed without this information.

Section I.
I am primarily involved in the following market (choose one):
☐ Small Ticket – Transactions under $250,000 either individually or through lines
☐ Middle Market – Transactions between $250,000 and $5 million either individually or through lines
☐ Financial Institutions – Financial services companies (commercial banks, investment banks, multi-line finance companies) engaged in middle market and large ticket sectors
☐ Captive & Vendor Program – Vendor and manufacturer support activities either as a third party or captive organization
☐ Service Provider – All Associate members of ELFA. Primarily involved in providing legal, accounting, software and systems support, as well as other specialized professional services

Section II.
My Primary Job Function and Areas of Interest (Choose no more than three):
☐ AC – Accounting and Finance (Controller, Treasurer)
☐ AM – Asset Management (Appraiser/Equipment Remarketing)
☐ CE – Business Head or C-level Executive
☐ CM – Capital Markets (Securitization/Funding/Investing)
☐ CT – Consulting and Research
☐ GR – Government (State and Federal)
☐ HR – Human Resources (Recruiting/Training)
☐ IT – Information Technology
☐ LG – Legal
☐ MK – Marketing (Public Relations/Communications)
☐ OP – Operations (Administrative/Documentation)
☐ PR – Pricing and Underwriting
☐ RM – Risk Management (Credit/Insurance)
☐ SA – Sales and Business Development (Broker/Municipals)
☐ SN – Syndications
☐ TX – Tax
☐ UV – Academic (Student/Educator)

Confirmations will be forwarded after registrations are received and processed.

For Office Use Only
Account #4110-0601000
Date_________________ Approval Code_____________ Amount_____________