

The Equipment Leasing and Finance Association

Presents

The 20th Annual National Funding Exhibition

APRIL 16-17, 2008 • FAIRMONT HOTEL • CHICAGO, ILLINOIS



ATTENDEE INFORMATION

**Want to get the best appointment times with Exhibitors?
Register online and make your appointments online at the same time!**

20 Years of Business Connections

For two decades, companies like yours have relied on ELFA's annual National Funding Exhibition for the funding that is the lifeblood of equipment finance. They've met, talked and done business with some of the finest funding sources in the industry, in one convenient place. After all this time, there's still no more efficient, cost-effective way to access the investors you need.

Appointment Scheduling is done IN ADVANCE online! Be one of the first to get the best appointment times with Funding Source exhibitors of your choice!

Again at this year's ELFA National Funding Exhibition, member attendees who register **online** at the ELFA web site www.elfaonline.org will be able to view exhibitor profiles and set up appointments with registered Funding Sources in advance **online**.

So, what are you waiting for? Log onto www.elfaonline.org, click on **Attendee Registration in the National Funding Exhibition Box** on the home page and simply follow the instructions.

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/email me my password. However, the FASTEST and EASIEST way is to register **online**!

Why Attend the ELFA Funding Exhibition?

The Funding Exhibition 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.

Do You Fit the Attendee Profile?

If you are responsible for funding your leasing and finance company and its transactions, and for participating in transactions, come to the Funding Exhibition to meet with your current funding sources and establish new ones.

Funding Source Exhibitors

(as of March 5)

Alliance Leasing, Inc.
All Points Capital
ALTEC Capital Services
CIT
Comerica Leasing Corporation
Commonwealth Capital Corp.
Fifth Third Leasing Company
First Eagle Bank
GE Commercial Finance
Huntington Equipment Finance
IBM Global Financing
IFC Credit Corporation
Key Equipment Finance
Kingsbridge Holdings, LLC
Lakeland Bank
National City Commercial Capital LLC
New World Equipment Funding, LLC
People's Capital & Leasing Corp.
Popular Equipment Finance
Prudential Capital Group
RBS Asset Finance
Regions Equipment Finance
Sovereign Bank
Star Equipment Finance
Sterling Bank Leasing
SunTrust Leasing Corporation
US Bank Business Equipment Financing
Wells Fargo Equipment Finance Inc.

Liquidity
Lounge

Enjoy the added
convenience of
a cyber café.

Have a last minute or extra meeting? Why trek down to the hotel lobby bar when the newly expanded Liquidity Lounge is right outside the exhibit hall? It's convenient, comfortable and close to the action, with plenty of seating with a view of Chicago, a friendly wait staff serving refreshments and Internet stations for your convenience.

Profile of Exhibitors

More than 40 funding sources that focus on various ranges of transaction size are expected to exhibit at the ELFA National Funding Exhibition. 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*)

Tentative Schedule of Events

Wednesday, April 16

10:00 am – Noon

Funding Source Set Up

10:00 am – 1:00 pm

Registration

1:00 – 5:00 pm

Scheduled Appointments

5:00 – 7:00 pm

Hosted Reception

(sponsorship opportunity)

Thursday, April 17

8:00 – 8:30 am

Continental Breakfast

(sponsorship opportunity)

8:30 – 11:00 am

Scheduled Appointments

11:00 am – 12:30 pm

Open Exhibit (no scheduled appointments)

AGAIN this year, there will be a one and one-half hour open exhibit where the "Suite-only" exhibitors will be also available in an area adjacent to the exhibit hall for meetings.

12:30 – 2:00 pm

Hosted Lunch

Speaker: JOHN FEINSTEIN

(sponsorship opportunity)

2:00 – 5:00 pm

Scheduled Appointments

5:00 – 6:30 pm

Hosted Reception

(sponsorship opportunity)

2008 Funding Exhibition Planning Committee

Dennis T. Roesslein, Committee Chairman

MB Financial Bank
Chicago, IL

Richard Anderson

Silvermark Capital
A Division of Sterling Bank
Houston, TX

Louis P. Brill

Vision Financial Group, Inc.
Pittsburgh, PA

David R. Cardew

PHH First Fleet
Fort Lauderdale, FL

George W. Fox, Jr.

ePlus Group, Inc.
Herndon, VA

Scott Gates

Diversity Capital LLC
Cinnaminson, NJ

John Jankowski

Summit Funding Group, Inc.
Cincinnati, OH

Scott Kiley

Fifth Third Leasing Company
Cincinnati, OH

Donald V. Kincaid

Goldleaf Leasing, LLC
f.k.a. KVI Capital
Brentwood, TN

Tom C. Martin

CFI Financial Services
Hackensack, NJ

Herbert Reeder

Huntington Bank Equipment Finance
Cincinnati, OH

Katrina J. Slattery

Insight Investment Corp.
Sausalito, CA

Jim Vlck

Bank of America
Towson, MD

Registration and General Information

Fees: \$625 ELFA members
\$1250 Nonmembers *
\$313 Funding Planning Committee Members

*Non-members are welcome to attend this conference and must register at the non-member rate. In addition, if you are employed by a company that has not renewed its membership in the ELFA, you must wait one year to attend this conference as a non-member.

Please register as early as possible to ensure inclusion on the List of Attendees. ELFA will accept payment on-site using Visa, Master Card, American Express, Discover, checks and cash; however, we strongly urge you to pre-register.

Note: The Pre-registration deadline is **Wednesday, April 9**. To register after this date, bring the registration form and payment to the conference. ELFA cannot guarantee receipt of any payments mailed after April 9. *In order to be included in the final list of attendees, registration and payment must be received by Wednesday, April 9.*

To Register Use ELFA On-Line

This is the *fastest and easiest* way to register for the National Funding Exhibition. Simply go to www.elfaonline.org 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.

Cancellations

To receive a refund of attendee registration fees, cancellations must be received no later than **Monday, April 7, 2008**. Cancellations made by telephone must be followed by a letter that includes the name of the ELFA staff member who accepted the cancellation.

Substitutions for the *entire* program may be made at any time.

Funding Source Information

For information on how to register as a Funding Source, contact Sally Maloney, Vice President, Meetings & Conventions, smaloney@elfaonline.org or (202) 238-3427..



Hotel Reservations

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 \$239 single/double (Standard Room) is available for attendees. You can make your hotel reservations on line. Follow these simple instructions:

1. Log on to: <http://www.fairmont.com/chicago>
2. Enter: Arrival and Departure Dates
3. Enter: Promotional Code: **GRFUN1**
4. 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).

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 Exhibition. Reservations should be guaranteed with a credit card and made before the cut-off date of March 25, 2008. 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.

Photographs Taken at the Conference – Please Note the Following

Photographs of speakers and 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 Exhibition.

What to Wear

Business Casual attire is appropriate for the ELFA Funding Exhibition.

Sponsorship Opportunities

In addition to the many benefits of exhibiting, sponsoring events and functions at the ELFA Funding Exhibition provides excellent exposure for your company. Contact Sally Maloney at smaloney@elfaonline.org or (202) 238-3427 if you are interested in sponsoring any of the events/items listed below:

Attendee Bag	\$5,000
Continental Breakfast	\$3,500/each
Luncheon	\$7,500
Reception	\$10,000
Keynote Speaker	\$8,000

Sponsorship Benefits

As a sponsor, your company will receive the following benefits:

- Recognition (your logo) in all promotional mailings and final program
- Recognition (your logo) on the ELFA website with a link to sponsor's web site
- Pre/Post roster in Excel form
- Sponsor name ribbon
- Signage at the Conference
- Right of "first refusal" to sponsor the same event/item the following year (good for one year)
- Recognition as a sponsor in ELT
- Company description and contact information are included in onsite attendee packets
- Event Sponsorships of \$5,000 or more receive 2 complimentary passes to the event that they sponsor
- Event Sponsorships of \$10,000 or more receive 1 complimentary conference registration

Deadline Dates at a Glance

- | | |
|-----------------|--|
| March 25 | Hotel cutoff for room reservations
(after this date, based on availability) |
| April 7 | Last day to cancel registration and receive a refund |
| April 9 | Last day for mail-in registration
(to be included on the list of attendees) |

Attendee Registration Form

Register *online* to get the best appointment times with exhibitors. *It's Easier and Faster!*

Registration Fees:

ELFA members	\$625
Nonmembers*	\$1250
Committee Member	\$313

*Non-members are welcome to attend this conference and must register at the non-member rate. In addition, if you are employed by a company that has not renewed its ELFA membership, you must wait one year to attend this conference as a non-member.

Note: In order to appear on the FINAL LIST OF ATTENDEES, you must register by **April 9, 2008**. *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, 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

Credit Card Reservations:

FAX this form to (202) 478-0980 Attn: Meetings Dept.

VISA Mastercard Amex Discover Diners Club

Total Amount to be charged \$ _____

Card Number _____ Exp. Date _____

Name on card (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*)

- | | |
|--|---|
| <input type="checkbox"/> Accounting (AC) | <input type="checkbox"/> Legal (LG) |
| <input type="checkbox"/> Administrative (AD) | <input type="checkbox"/> Marketing (MK) |
| <input type="checkbox"/> Appraisals (AP) | <input type="checkbox"/> Mergers & Acquisition (MA) |
| <input type="checkbox"/> Asset Manager (AM) | <input type="checkbox"/> MIS (IT) |
| <input type="checkbox"/> Broker (BR) | <input type="checkbox"/> Municipal (MU) |
| <input type="checkbox"/> Business Development (BD) | <input type="checkbox"/> Operations (OP) |
| <input type="checkbox"/> Collections (CO) | <input type="checkbox"/> PR/Communications (PR) |
| <input type="checkbox"/> Corporate Executive (CE) | <input type="checkbox"/> Recruiter (RC) |
| <input type="checkbox"/> Consultant (CT) | <input type="checkbox"/> Research (RE) |
| <input type="checkbox"/> Controller (CN) | <input type="checkbox"/> Sales (SA) |
| <input type="checkbox"/> Credit (CR) | <input type="checkbox"/> Syndications (SN) |
| <input type="checkbox"/> Documentation (DM) | <input type="checkbox"/> Tax (TX) |
| <input type="checkbox"/> Equip. Mngmt. (EM) | <input type="checkbox"/> Training (TG) |
| <input type="checkbox"/> Human Resources (HR) | <input type="checkbox"/> Treasurer (TR) |
| <input type="checkbox"/> Insurance (IN) | |

Confirmations will be forwarded after registrations are received and processed.

For Office Use Only

Account #4110-601

Date _____ Approval Code _____ Amount _____