

Welcoming CHANGE *as*

OPPORTUNITY

ELFA



61ST Annual Convention

October 9-11, 2022

JW Marriott Marco Island Beach Resort • Marco Island, Florida

Equipment Leasing and Finance Association
61st Annual Convention
Welcoming Change as Opportunity
Get Ready to Learn and Network

IN TODAY'S RAPIDLY EVOLVING MARKETPLACE, no one can afford to stand still. The most successful equipment finance organizations are leveraging new developments in the marketplace and “*Welcoming Change as Opportunity.*”

At the 61st ELFA Annual Convention, we'll examine key developments facing the equipment finance industry—business, economic, technological and legislative—and exchange ideas and solutions for positioning your business for success.

We have a lot to talk about: Changing workforce expectations... business model innovations... the growth of digitalization... new regulatory requirements... We'll also address critical “people power” issues, from sourcing and developing talent, to driving diversity and inclusion in the workplace, to welcoming the next generation of leaders.

As you evolve your business and your career into the future, you don't want to miss the ELFA Annual Convention. There's nowhere else you can connect with so many industry leaders and discover new ideas to grow and succeed. You'll enjoy unparalleled networking opportunities, high-quality educational sessions, a great lineup of keynote speakers and a first-rate exhibit.

Why Attend?

The ELFA Annual Convention is the primary forum that industry leaders turn to with assurance when it comes to addressing critical issues and trends.

It is the largest, most important annual gathering of equipment leasing and finance professionals. Whoever you need to see is likely to be there.

Need More Information?

For complete details, including convention registration and hotel reservations, go to www.elfaonline.org/events/2022/AC/.

Register Early...

Reserve Your Hotel Accommodations... Save Money

Register for the convention AND reserve your accommodations at the JW Marriott Marco Island Beach Resort by Monday, August 1, 2022, and receive a discount on the convention registration fee.



Location

Immerse yourself in sophisticated luxury at JW Marriott Marco Island Beach Resort. Situated along three miles of pristine private beaches on the Gulf of Mexico, our resort balances relaxation with elevated fun and entertainment on Marco Island. A block of discounted rooms is being held for attendees of the 2022 ELFA Annual Convention at the JW Marriott Marco Island Beach Resort, 400 S Collier Blvd, Marco Island, FL 34145. Please make your hotel reservations before Wednesday, September 14, 2022, to obtain accommodations at the special ELFA Annual Convention rate of \$347 for a standard room. Accommodation requests received after the cutoff date are subject to availability and may be at a higher rate.

Those planning to arrive early to participate in the ELFA hosted events on Sunday, October 9 are urged to make hotel reservations early.

BECOME A SPONSOR!

The ELFA Annual Convention provides unmatched opportunities to get noticed, especially through a variety of sponsorship opportunities. To become a sponsor, contact Steve Wafalosky at stevew@larichadv.com or 440-247-1060.

Schedule of Events

Sunday, October 9

7:00 – 9:00 a.m.

Transportation for Golf and Tennis Players

Hammock Bay Golf & Country Club

7:00 a.m.

Breakfast for Golfers

Hammock Bay Grill



8:30 a.m.

Golf Tournament (Shotgun Start)

Hammock Bay Golf & Country Club
(off property)

9:00 – 11:00 a.m.

Tennis Tournament

Hammock Bay Golf & Country Club
(off property)



8:00 – 9:00 a.m.

Breakfast for Community Service and Eco Tour Bike Riders

(on property; pre-registration required)



9:00 – 11:00 a.m.

Jim McGrane Charity Bike Ride

Eco Tour

(pre-registration required; additional fee for bike and other equipment)



9:00 – 11:00 a.m.

Community Service Project Beach Clean Up: Save the Turtles!

ELFA and the Foundation Give Back

(on property; pre-registration required)

10:00 a.m. – 8:00 p.m.

Convention Registration

(Attendees & Exhibitors)

Schedule of Events *continued*

1:00 – 2:00 p.m.
Luncheon for Golfers
Hammock Bay Grill

2:00 – 2:30 p.m.
Golf Transportation Back to the Hotel

2:00 – 5:00 p.m.
Exhibitor Setup



2:00 – 4:00 p.m.
Community Service Project
Build-a-Guitar
(on property; pre-registration required)

4:00 – 5:00 p.m.
New Members and Leadership Reception

4:00 – 5:00 p.m.
Women’s Council Reception

5:30 – 8:00 p.m.
Welcome Reception
Exhibits Open

Monday, October 10

7:00 a.m. – 4:30 p.m.
Convention Registration

7:00 – 8:15 a.m.
Group Breakfast

7:00 a.m. – 5:00 p.m.
Exhibits Open

8:30 – 10:00 a.m.
General Session
Chair’s Address and Keynote Address
Speakers:



MIKE DICECCO, Chair, ELFA
Executive Managing Director
Huntington Asset Finance



DEX HUNTER-TORRICKE
Former Head of Communications at SpaceX,
Executive Communications Manager
at Facebook

10:00 a.m. – Noon
Refreshment Break in Exhibit Area

10:45 – 11:45 a.m.
Issue Breakout Sessions

- Equipment Finance: A 40-Year Retrospective
- Human Side of Equipment Finance
Hosted by the Emerging Talent Advisory Committee
- Change is on the Horizon: Is Equipment Finance Ready for Standardization?
- Specialized Apps, Software, and Info Services



11:00 a.m. – 3:00 p.m.
Spouse/Companion Event:
Day at JW Marco Island Beach with Lunch
(pre-registration required)

12:15 – 1:45 p.m.
Equipment Leasing & Finance Foundation Luncheon



Speaker:



GINNY CLARKE
Former Director, Executive Recruiting at Google

Schedule of Events *continued*

2:30 – 3:30 p.m.

Issue Breakout Sessions

- You Don't Have a Diversity Problem, You Have a Leadership Problem *Hosted by the ELFA Women's Council and Equity Committee*
- Managing Supply Chain Risk for Equipment Finance Lenders
- ELFA's Business Technology Performance Index: Discoveries Impacting the Current and Future Marketplace
- Impact of a Volatile Economy on Secondary Markets in the Transport and Construction Verticals

2:00 – 4:00 p.m.

Refreshment Break in Exhibit Area

4:00 – 5:00 p.m.

Equity and ETAC Reception

5:00 p.m.

Individual Company-Sponsored Receptions and Events

Tuesday, October 11

7:00 a.m. – 3:00 p.m.

Convention Registration

7:00 – 8:15 a.m.

Group Breakfast

7:00 a.m. – 3:00 p.m.

Exhibits Open

8:30 – 10:15 a.m.

General Session

President's Report and Keynote Address

Speakers:



RALPH PETTA
President and CEO, ELFA



PETER ZEIHAN
Geopolitical Strategist

10:15 a.m. – 12:45 p.m.

Refreshment Break in Exhibit Area

11:00 a.m. – 12:00 p.m.

Issue Breakout Sessions

- Foundation Horizon Report: The Future of the Industry is Now 
- The Future of Risk Management is Precision
- Leading Process and Technology: Change for the Future



11:30 a.m. – 4:00 p.m.

Spouse/Companion Event:

Mangrove Tunnel Kayak Tour with Lunch

(off property; pre-registration required)

12:15 – 2:00 p.m.

Outdoor Community Luncheon for all Attendees

2:30 – 3:30 p.m.

Issue Breakout Sessions

- Opportunities and Challenges in Climate Financing
- Changes in Law Mean Business

5:00 – 8:00 p.m.

Closing Reception and Dinner

Under the Sea Beach Party



Speakers



DEX HUNTER-TORRICKE

Former Head of Communications at SpaceX, Executive Communications Manager at Facebook, and Executive at Google

With more than a decade working at the heart of the technology industry, Dex Hunter-Torricke has managed communications for some of the most-influential and admired Silicon Valley leaders and corporations of our day. From 2012-2016, he led the executive communications team at Facebook and served as personal speechwriter for Mark Zuckerberg. He then went on to join SpaceX as senior director of communications. He is currently head of communications for the Oversight Board, the independent body that will be making decisions on Facebook and Instagram's most challenging content issues.



GINNY CLARKE

Former Director, Executive Recruiting at Google

Dedicated to helping leaders create the conscious workplace for tomorrow, Ginny Clarke has advised at the highest levels of corporate America for decades. A proven expert in driving diverse leadership, she is the former director of executive recruiting at Google, where she led the company's diversity, non-tech recruiting, and leadership internal mobility teams – finding and hiring senior leaders across the company. She also built a scaled internal mobility program for Google's senior leaders to advance within the organization, and designed much of the infrastructure that supports their executive recruiting function today.



PETER ZEIHAN

Geopolitical Strategist

Peter Zeihan is a geopolitical strategist, which is a fancy way of saying he helps people understand how the world works. Peter combines an expert understanding of demography, economics, energy, politics, technology, and security to help clients best prepare for an uncertain future. Over the course of his career, Peter has worked for the US State Department in Australia, the DC think tank community, and helped develop the analytical models for Stratfor, one of the world's premier private intelligence companies. Peter founded his own firm — Zeihan on Geopolitics — in 2012 in order to provide a select group of clients with direct, custom analytical products. Today those clients represent a vast array of sectors including energy majors, financial institutions, business associations, agricultural interests, universities and the U.S. military.

IMPORTANT DEADLINE DATES

- **Monday, August 1, 2022:** Deadline for early-bird discount on convention registration fee. Note: To take advantage of the discount, you must also reserve your accommodations at the JW Marco Island Beach Resort.
- **Wednesday, September 14, 2022:** Last day to receive the special ELFA convention rate for your accommodations at the JW Marco Island Beach Resort.
- **Monday, September 26, 2022:** Last day for online registrations. After this date registrations can be made on-site. **Please note: There are no refunds of registration fees after this date.**

Exhibition

Visit exhibitors to check out the latest available technology and services.

A select group of equipment leasing and finance industry service providers is exhibiting at the Annual Convention, giving you a look at solutions available to help increase the operational efficiency of your company.



For more information on becoming an exhibitor, please contact Steve Wafalosky at stevew@larichadv.com or 440-247-1060.

Corporate Entertainment Functions

Companies wishing to hold private parties may do so at any time. Please send requests for function space at the JW Marriott Marco Island Beach Resort to Lisa Ramirez, VP, Business and Professional Development, at qramirez@elfaonline.org or 202-238-3414. Please specify the type of function, timing and number of people expected.



We request that companies planning events outside the JW Marriott Marco Island Beach Resort provide ELFA with information about the function in the event of emergencies or inquiries. If assistance is needed with planning an event outside the hotel, Lisa Ramirez can provide recommendations of facilities and activities available for parties.

Community Service Projects

The Equipment Leasing and Finance Association and the Equipment Leasing & Finance Foundation will serve the local Marco Island community by giving back to the Sea Turtle Conservancy. The Sea Turtle Conservancy (STC) is the world's oldest sea turtle research and conservation group. An international nonprofit 501(c)3 organization, STC was founded in 1959 by world-renowned sea turtle expert Dr. Archie Carr to save sea turtles from extinction through science-based conservation. Headquartered in Florida, the organization carries out worldwide programs to conserve and recover sea turtle populations through research, education, advocacy and protection of the natural habitats upon which sea turtles depend. Learn more at www.conserveturtles.org.



Marco Beach Clean Up: Save the Turtles!

Sunday, October 9

9:00 – 11:00 a.m.

Our group will assist with a beach cleanup that will reduce litter, protect our ocean and raise awareness about litter and plastic pollution. Plastic pollution is a concern for water quality and wildlife everywhere and has even been discovered in drinking water and table salt worldwide. Recent research found that ocean juvenile fish have been consuming microplastic particles in their first days of life, with not-yet understood health consequences. The Marco Island region has a lot of well-loved beaches. This means, unfortunately, there is often a lot of garbage and plastic waste that makes its way onto shorelines, from people littering as well as trash washing ashore. Join us in keeping these beaches in pristine condition.



Charity Eco Tour Bicycle Ride

Sunday, October 9

9:00 – 11:00 a.m.

ELFA and the Equipment Leasing & Finance Foundation have teamed up to create a memorable cycling experience for a good cause. Join this group cycling tour to explore the largest of the Ten Thousand Islands. Cycle past beautiful homes with surrounding views of rare tropical plants and trees. See the unique protected wildlife of this beautiful island as you pedal past Burrowing Owls, Gopher Tortoises, Eagles, Osprey, Frigate birds and many tropical birds who make this area their home. The tour will wind through the unique Caxambas area where you will stop for a break to learn the intriguing history of the fierce Calusa Indians. Walk among the ancient Indian shell mounds where early pioneers settled this untamed area to hunt, fish and farm.



Build-a-Guitar®

Sunday, October 9

2:00 – 4:00 p.m.

Playing music can have a very positive effect on young people. High-quality instruments are needed by students in schools and by local organizations. Build-a-Guitar® was created and trademarked to serve this need. These guitar kits were specifically designed to provide a unique and exciting community service project. During assembly, periodic inspections will ensure the guitars are built to precise specifications. In addition, teams will design and decorate a special white guitar box to reflect the unique personality of their Band. Our Build-a-Guitar® kits also include a tuner, audio cable, the guitar strap, picks, and even a personal amplifier! At the conclusion of the program, a local charity or school representative will address the group and thank you for your donation.

Become a Sponsor for the Community Service Projects

If you would like to be one of the sponsors for this year's community service projects, please contact Steve Wafalosky at steve@larichadv.com or 440-247-1060.

Tournaments

GOLF TOURNAMENT

Sunday, October 9

8:30 a.m. start time

The ELFA Golf Tournament will take place at Hammock Bay Golf & Country Club on Hammock Bay course. Planned by acclaimed designers Peter Jacobsen and Jim Hardy, you'll enjoy stunning water features, fast greens, and refreshing, yet unpredictable Gulf breezes. Just 15 minutes from JW Marriott Marco Island via our resort shuttle, golf lovers will adore the championship golf, set on an Audubon International designated, Gold Certified Signature Sanctuary. Players have the option of forming their own foursomes or being placed into foursomes. Prizes will be distributed to the winning teams. The cost of the tournament is \$299, which includes continental breakfast, green fees, cart, breakfast and lunch. If you are interested in playing in the tournament, please check the appropriate box on the registration form and include the \$299 with your registration fees. To put together or join a foursome, visit the online registration page at www.elfaonline.org/golfpairings.



TENNIS TOURNAMENT

Sunday, October 9

9:00 a.m. start time

The ELFA Annual Tennis Tournament will be held at the Hammock Bay Golf & Country Club Courts. The \$110 fee includes a 30-minute warm-up clinic, refreshments, a can of balls for each player and lunch. If you are interested in playing in the tournament, please check the appropriate box on the registration form and include the \$110 with your registration fees.



NOTE: There will be no refund of golf or tennis fees after Wednesday, September 14, 2022

If you are planning to arrive early, you might want to participate in these activities:

Sunday, October 9

8:30 a.m.

Golf Tournament

Hammock Bay Golf & Country Club
Hammock Bay course (off property)
Additional fee; reserve your spot when registering for the convention.

9:00 am – 11:00 am

Jim McGrane Charity Eco Tour Bike Ride

(pre-registration required; additional fee for bike and other equipment) Complete details on page 8 of this brochure.

2:00 – 4:00 p.m.

Community Service Project – Build-a-Guitar®

This project will be conducted on the grounds of the JW Marriott Marco Island Beach Resort. *No additional fee; reserve your spot when registering for the convention.*

9:00 a.m.

Tennis Tournament

Hammock Bay Golf & Country Club
(off property)
Additional fee; reserve your spot when registering for the convention.

9:00 a.m. – 11:00 a.m.

Community Service Project – Beach Clean Up: Save the Turtles!

Our group will assist with a beach cleanup that will reduce litter, protect our ocean and raise awareness about litter and plastic pollution. No additional fee; reserve your spot when registering for the convention.

Spouse/Companion Program

Marco Island, Florida is a wonderful destination and ELFA has planned some terrific activities for spouses and companions. We encourage you to bring your spouse/companion this year.

A spouse or companion attending any portion of the convention or social function must be registered and pay the appropriate spouse/companion fee. If he or she is employed in equipment finance, the full member attendee registration fee is due.

For your enjoyment during the ELFA Annual Convention, we are offering different packages for spouse/companion attendees. Choose the package that fits into your plans.

Package #1	Package #2	Package #3
<p>Full Convention Registration This package includes all convention activities. Spouses or companions who register for the full convention package are entitled to attend all sessions and social activities, including the Sunday Opening Reception, the Tuesday Night Closing Party, special spouse programs on Monday and Tuesday, and breakfast each morning.</p>	<p>Evening Events Only This package includes the Sunday Opening Reception and the Tuesday Night Closing Party. Spouses or companions registering for this package may also attend any business sessions they like.</p>	<p>Special Spouse/Companion Activities This package includes the special events planned specifically for spouses and companions, separate from convention sessions on Monday and Tuesday. Descriptions of each of these special events follow.</p>

Monday, October 10

11:00 a.m. – 3:00 p.m.

**Spouse/Companion Event:
Day at JW Marco Island Beach with Lunch**

(pre-registration required)

The JW Marco Island Recreation Department will provide a reserved spot on the beach with umbrellas and place lounge chairs out so you can kick back and relax. For the active members we will offer (1) corn hole set, (1) horseshoe set, and (1) bocce set. The event will be staffed by trained recreation attendants. You'll also enjoy an amazing beachside lunch with a real coconut beverage!

Tuesday, October 11

11:30 a.m. – 4:00 p.m.

**Spouse/Companion Event:
Mangrove Tunnel Kayak Tour with Lunch**

(off property) (pre-registration required)

Follow your entertaining biologist and naturalist tour guides into the beautiful mangrove tunnels of Marco Island while looking for wildlife like tree crabs, huge conch shells, osprey, heron, dolphins and more! You'll learn all about the mangrove trees, the history of Marco Island and all the wildlife that lives here! Everyone gets their own single-seater kayak with a cup holder with a comfortable high-back seat. They also have 2-seater kayaks if you would like to buddy up. The water is usually waist deep, easy to paddle and don't worry... there are no alligators! And best of all... you'll get free HD photos of your tour the same day.

On the registration form, select the package or packages that best fit your plans, and include the appropriate fees with your convention registration.

General Information and Registration

Several important deadline dates are listed here. Please review carefully.

Register by Monday, August 1, 2022 to receive the discounted registration fee!

To take advantage of this discounted fee, you must also reserve your accommodations at the JW Marriott Marco Island Beach Resort.

Convention Registration

Registering online at the ELFA website is the FASTEST and EASIEST way to register for the convention. Go to: <https://apps.elfaonline.org/events/2022/ac/index.cfm>

Mail Address:

ELFA
Attn: Accounts Receivable
1625 Eye Street, NW • Suite 850
Washington, DC 20006

All participants must be registered in advance. Registration is mandatory to attend convention and spouse functions. Registration is for the entire convention. No partial registration is available. Only individuals registered and wearing a badge may attend convention events. The full registration fee is payable in advance in U.S. funds. No registrations will be considered complete until payment is received.

The deadline for mail-in and on-line registration is Monday, September 26, 2022. Registrations received after this date will still be honored, but your name may not be included in the Attendee Roster. Registrations and substitutions can also be made on-site. Please note: There are no refunds of registration fees after this date.

Spouse/Companion Registration Fees

A spouse/companion attending any portion of the convention or social functions must be registered and pay the appropriate spouse/companion fee (package 1, 2 or 3). If he/she is employed in equipment finance, the full attendee registration fee is due.

First-Time Attendee

This fee is for any individual who has NEVER attended an ELFA Annual Convention in the past but currently works for an ELFA member company. This applies even if your current company has sent others to the Annual Convention previously.

NEW! 2022 People Power Conference Attendees

This fee applies only to individuals who registered for the 2022 Women's Leadership Forum, Emergence2022, or 2022 Equity Forum and who work for an ELFA Member company at a non-executive level.

Please contact Janet Fianko (202-238-3420 or jfianko@elfaonline.org) to register at this special discounted price.

Conference Compliance

Please Note the Following

Photographs Taken at the Conference –

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 ELFA Annual Convention.

Attendee Contact Information – By registering for this conference, attendees authorize ELFA to share your contact information, including but not limited to email address and telephone number with other registered attendees, sponsors, and exhibitors.

For more information please contact Janet Fianko at jfianko@elfaonline.org.

ELFA CODE OF CONDUCT

Thank you for choosing to enhance your professional development by attending this ELFA conference. One of our goals is to ensure that we promote a safe and productive environment for all conference attendees.

We invite you to help us make each ELFA-sponsored conference and live event a place that is welcoming and respectful to all participants, regardless of race, gender, gender identity and expression, age, sexual orientation, disability, physical appearance, national origin, ethnicity, political affiliation, or religion. We do not condone, nor will we tolerate harassment of our participants, including ELFA and facility staff, in any form—in person or online.

Examples of harassment include offensive comments, verbal threats or demands, sexualized images in public spaces, intimidation, stalking, harassing photography or recording, sustained disruption of sessions or events, and unwelcome physical contact or sexual attention. We expect all participants—attendees, speakers, sponsors, volunteers, and staff—to follow the Code of Conduct during the conference. This includes conference-related social events at off-site locations and in related online communities and social media.

Participants asked to stop any harassing behavior are expected to comply immediately. Conference participants violating this Code of Conduct may be expelled from the conference without a refund, and/or prohibited from attending future ELFA events, at the discretion of ELFA.

Please bring any concerns to the immediate attention of the event staff, or contact Lisa Ramirez, ELFA Vice President of Business and Professional Development, at lramirez@elfaonline.org. You may also report violations by calling call +1 202-238-3414. Thank you for your help in keeping this and all ELFA events professional, welcoming, and respectful to all.

HOTEL INFORMATION

A block of rooms is being held for attendees of the 2022 ELFA Annual Convention at the JW Marriott Marco Island Beach Resort, 400 S Collier Blvd, Marco Island, FL 34145. Please make your hotel reservations before Wednesday, September 14, 2022, to obtain accommodations at the special ELFA Annual Convention rate of \$347 for a standard room. Accommodation requests received after the cutoff date are subject to availability and may be at a higher rate. Those planning to arrive early to participate in the ELFA hosted events on Sunday, October 9 are urged to make hotel reservations early.

Online Hotel Reservations

Passkey Link: <https://book.passkey.com/event/50279955/owner/10865/home>

Enter: Arrival and Departure Dates

Enter: Number of rooms needed and number of guests

Click on: Search

Once the reservation is complete, you will receive a confirmation number via e-mail (as long as your e-mail address has been entered). Reminder, cut-off Date to Book in Group Block: Wednesday, September 14, 2022.

Suite Reservations

A number of suites have been reserved for private entertaining. Companies wishing to hold private parties should contact Lisa Ramirez, VP Business and Professional Development at lramirez@elfaonline.org or 202-238-3414 to reserve a suite.

Please specify the type of function, timing and number of people expected.

LOCATION

JW Marriott Marco Island Beach Resort
400 South Collier Boulevard, Marco Island, Florida,
USA, 34145
Tel: +1 239-394-2511

This hotel does not provide shuttle service.

[Driving directions](#) to the JW Marco Island Beach Resort

Local Airports

Southwest Florida International Airport
Distance from Property: 48 Miles

Naples Municipal Airport
Distance from Property: 19 Miles

TRANSPORTATION

NT&T Car Service

Click here to make your reservations
<https://nttreservations.com/jwmmi.php>

Vehicle Type	Retail Rate
Sedan (up to 2 passengers)	\$166.25
SUV (up to 4 passengers)	\$232.75
Van (up to 8 passengers)	\$332.50

Note: fuel surcharges may also apply.

Features & Benefits:

- NT&T will Manage all Reservations, Logistics, and Communications
- Convenient & Secure Online Booking System (Mobile Friendly)
- Reservations are Guaranteed (unlike a taxi service)
- Professional Chauffeur Baggage Claim Meet & Greet
- All Fares and Gratuities are prepaid
- 24/7 Booking Availability

MBA Airport Transportation, LLC

The provider of taxi service at Southwest Florida International Airport. For more information about MBA Airport Transportation, please visit their website at www.mbaairport.com or call 239-482-2777.

Onsite Hotel Car Rental

Hertz

Uber and Lyft

On demand rides

What To Pack

Business casual dress for education sessions is encouraged. The temperature ranges in Marco Island during October from highs in the 80's to lows in the mid 60's.

Suggested dress for social events is as follows:

Sunday Evening Welcoming Reception – business casual

Monday/Tuesday Optional Spouse Programs – casual attire, beachwear, activewear, comfortable and appropriate shoes

Tuesday Night Beach Party – beach party attire, flip flops, boat shoes
*Women–no high heels

Deadline Dates, Cancellations & Substitutions**Deadline Dates at a Glance**

- **Monday, August 1, 2022:** Deadline for early-bird discount on convention registration fee. Note: To take advantage of the discount, you must also reserve your accommodations at the JW Marco Island Beach Resort
- **Wednesday, September 14, 2022:** Last day to receive the special ELFA convention rate for your accommodations at the JW Marco Island Beach Resort
- **Monday, September 26, 2022:** Last day for online registrations. After this date registrations can be made on-site. **Please note: There are no refunds of registration fees after this date.**

Cancellation Policy

Cancellations to the Annual Convention must be emailed or written. This can be:

- a. mailed to Janet Fianko at ELFA Headquarters:
1625 Eye Street NW, Suite 850
Washington, DC 20006
 - b. emailed to Janet Fianko at jfianko@elfaonline.org
- **Refund minus \$100:** Should you need to cancel, refunds will be processed less a \$100 processing fee.
 - **No refund:** No refunds of registration fees will be given for cancellations received on or after **Monday, September 26, 2022**. ELFA regrets that refunds will not be given for no-shows.

Substitutions

Substitutions for the entire program may be made at any time including on-site registration.



Welcoming Change as Opportunity

ELFA Convention Registration Form

Registering online at the ELFA website is the FASTEST and EASIEST way to register for the convention. Log onto: <https://apps.elfaonline.org/events/2022/ac/index.cfm>

Return this form with convention registration fees to:

Equipment Leasing and Finance Association
 Attn: Accounts Receivable
 1625 Eye Street NW, Suite 850
 Washington, DC 20006
 or jfianko@elfaonline.org

Make check payable to ELFA. A confirmation of your registration will be sent to you.

Please type or print all information clearly.
 Please copy this form for additional registrations.

Name _____

Title _____

Nickname for badge _____

e-mail address _____

Company _____

Address _____

City _____ State _____ Zip _____

Phone _____

Fax _____

Spouse /Companion (if attending)

Name _____

Nickname for Badge _____

Spouse email address _____

Fees:

	Before Aug. 1	After Aug. 1
Member Company Representatives		
First person per company	\$1855	\$1930
Each additional company rep	\$1605	\$1680
First-time attendee*	\$1145	\$1220

*this fee applies only to individuals who have not previously attended the Annual Convention and who work for an ELFA Member company.

2022 People Power Conference Attendees* \$795 \$795

*this fee applies only to individuals who attended the Women's Leadership Forum, Emergence, or Equity Forum in 2022 and who work for an ELFA Member company at a non-executive level.

Please contact Janet Fianko (202-238-3420 or jfianko@elfaonline.org) to register at this special discounted price.

Non-members (each attendee) \$3865 \$3865

*Non-member company representatives may attend the ELFA Annual Convention one time. If your company has attended as a non-member previously, your company must join ELFA before registering representatives to the Convention this year.

Attendee and Spouse/Companion A La Carte Events

Day at JW Marco Island Beach with Lunch	\$275
Mangrove Tunnel Kayak Tour with Lunch	\$275
Golf Tournament	\$299
Tennis Tournament	\$110
Beach Clean Up Community Service	\$0
Build-a-Guitar Community Service	\$0
Eco Tour Bike Ride (Bike, Helmet, Guide, Snacks)	\$130

Spouse/Companion Packages and Pricing

Package #1 (Spouse/Companion Full Convention Registration)	\$ 800
Package #2 (Spouse/Companion Evening Events only)	\$ 325
Package #3 (Spouse/Companion Day Activities Only)	\$ 550
Monday event ONLY (Day at the Beach)	\$ 275
Tuesday event ONLY (Mangrove Tour)	\$ 275

Amount Enclosed (U.S. Currency) \$ _____

ELFA Convention Registration Form (continued)

Community Service Projects

- Yes! I would like to participate in the **Build-a-Guitar®** Community Service Project on Sunday, October 9th from 2:00 – 4:00 pm (There is no additional fee to participate in this event)
- Yes! My spouse/companion will also participate in the **Build-a-Guitar®** Community Service Project on Sunday, October 9th from 2:00 – 4:00 pm. (spouse/companion must be registered to attend the convention in order to participate)
- Yes! I would like to participate in the **Jim McGrane Charity Eco Bike Ride** on Sunday, October 9th from 9:00 am – 11:00 am. I am enclosing \$130 with my registration fee for this purpose.
- Yes! My spouse/companion will also participate in the **Jim McGrane Charity Eco Bike Ride**. I am enclosing \$130 with my registration fee for this purpose. (spouse/companion must be registered to attend the convention in order to participate). I understand there is an additional fee for bike and helmet rentals.

Tennis

- Yes! I will be participating in the **ELFA Tennis Tournament** on Sunday, October 9th 9:00 am; Tournament begins at 9:30 am at Hammock Bay Golf & Country Club. I am enclosing \$110 with my registration fee for this purpose. **No refunds for tennis cancellations will be accepted after Monday, September 26, 2022.**
- Yes my spouse/companion will be playing tennis and I have enclosed the additional \$110. (Your spouse/companion must be registered to attend the convention in order to participate in the tournament)

Golf

- Yes! I will be participating in the **ELFA Golf Tournament** on Sunday, October 9th 7:00 am breakfast; Tournament begins at 8:30 am (shotgun start) on Hammock Bay Golf & Country Club. I am enclosing \$299 with my registration fee for this purpose. **No refunds for golf cancellations will be accepted after Monday, September 26, 2022.** To put together a foursome, visit the online registration page at <https://www.elfaonline.org/golfpairings> after you have registered for golf with ELFA.
- Yes my spouse/companion will be playing golf and I have enclosed the additional \$299. (Your spouse/companion must be registered to attend the convention in order to participate in the tournament)

Special Receptions

Please check the reception you plan to attend. No additional fee is required.

- New Members and Leadership Reception**, Sunday, October 9, 2022, 4:00 – 5:00 pm
- Women's Council Reception**, Sunday, October 9, 2022, 4:00 – 5:00 pm
- Equity and Emerging Talent Committee Reception**, Monday, October 10, 2022, 4:00 – 5:00 pm
- Closing Party–Under The Sea Beach Party**, Tuesday, October 11, 2022, 5:00 – 8:00 pm

Dietary Requests

Please check if you have any dietary restrictions:

- gluten free vegan kosher

If paying by credit card:

- Amex Visa Mastercard Discover Diners Club

Name _____

Card # _____ Exp. Date _____ CVV _____

Amount to be charged _____

Name as it appears on the credit card _____

Billing Address of the credit card _____

Signature _____

**Mail in Registration Deadline is
Monday, September 26, 2022**

All registration fees are payable in advance

Welcoming Change as Opportunity