

List (does not include new nominees until the next edition)

**A.J. Batt**--Formerly the CEO & Chairman of ATEL. He started in the industry in 1977 and worked his way up from walking the streets of San Francisco selling off deals to banks such as BofA, to running a 150 person operation using Public Funds to invest in Operating Leases for Large Ticket transactions. Not to mention he wrote the first "Leasing Software" called LEAH II in the early 80's. Originally a NASA engineer he knew numbers...a genius with numbers and making leases work.

**Jim Adler**--Jim created a lease document that was the most widely used in the industry while at Colonial Pacific Leasing Corporation. All lenders accepted it and many lessors made it their standard document. Jim being available to explain the document and how to use it to my advantage in marketing and enforcement. Though this is a marketing driven industry without an ironclad document; none of us would be successful.

**Bernie Boettigheimer**, CLP--Bernie's career as founder of Pioneer Capital, provided tremendous opportunities for brokers, small business owners and banks to be successful. However his best accomplishment is yet to come as Lease Police continues to grow in popularity. Lease Police, created and developed by Bernie, may prove to be the greatest cost saving program available to funders in history. While I believe that his accomplishments are many, Lease Police, in the coming years, may prove to be his greatest contribution to the industry yet.

**John C. Deane**---Founder of The Alta Group, the major independent "think tank" to the leasing industry, with principals and associates all over the world; past president of the Equipment Leasing and Finance Association, active in it as well as the Equipment Leasing and Finance Foundation. He has served as the CFO and president of several major financial corporations. Highly respected and his opinion carries much weight in the industry world wide.

**Thomas Depping**, founder of Sierra Cities and Main Street Bank; organized a large company by combining many smaller successful operations into one; major influence in securitization and how business is conducted, perhaps revolutionized the way business is done today in the private label program. What he did prove is acquiring a bunch of smaller, independent leasing company's with a strong management

team is failure which did influence a course of events but in a negative way.

**Michael J. Fleming**--He is the immediate past president of the Equipment Leasing Association ("ELA" now the Equipment Leasing and Finance Association - "ELFA"), a position he held for a distinguished 27 years from 1979 to 2006. His continuity of association leadership was a key ingredient in nurturing the growth of the equipment leasing and finance industry. During his tenure as the ELA chief executive, association membership grew from under 400 members to over 750. The association headquarters was moved to the greater metropolitan Washington, DC area to enable more timely and effective association advocacy. A significant number of events, publications and training courses were launched on Mike's watch. Association staffing grew to 25 professionals. A visionary, Mr. Fleming was driven to ensure the association work remained relevant and focused on the needs of its members. This included the development of business council steering committees to ensure that the distinct issues and challenges of Small Ticket, Vendor Lessors, Banks, Captives and Service Providers were simultaneously represented.

<http://www.thealtagroup.com/bios-fleming.php>

<http://www.allbusiness.com/banking-finance/banking-lending-credit-services-cash/5377696-1.html>

**Bruce Kropschot**--created the channel by which leasing company's could sell to each other. Influential, yes, his focus on the leasing marketplace allowed him to obtain specialized knowledge on how to evaluate a leasing company, which continues today

**John Kruse**, System 1/Capital Stream, instrumental in the first low cost software for brokers and small lessors to keep track of leases, contact management, as well as automatically type contracts of many leasing companies, unheard of in its day and quite inexpensive. Developed private label programs for the one person office to compete with much larger operations. The program grew for use with medium sized lessors and new owners wanted it to reach a more lucrative client usage. He is also known for introducing the automated front end system to the small brokerage industry but he copied the AOL model and gave the program away thinking people would come back to him for more.

**Charlie Lester**- Charlie has always been an innovator in our Industry and gave his time freely to help the small broker understand the business and succeed. He helped lead the organization and success of National Association of Equipment Leasing Brokers at its inception. When Charlie had LeasePro, he was always the ultimate creditable person at all times and the word integrity was born with him. With his organization of LPI, he again plotted his course and success followed and his true honesty prevailed.

**Barry Marks**--He was the original National Association of Equipment Leasing Broker's attorney and a very forward thinking, bright attorney, practical businessman, and a prince of a person. To the best of my knowledge, it was Barry's idea a zillion years ago to come up with a "list serve" for the association. He also was instrumental in moving us to a management company. Had it not been for those two things alone the NAELB would not be where it is today. I serve on the NAELB Board and his advice and counsel helped us move forward each year. He is one of only three people to earn the Bill Granieri award.

**Dan Michalek** - He was the founder of Connor Capital Corporation (which was sold to Linc Capital, Inc.) and later founded Paynet, where he was the first chairman (<http://www.paynetonline.com/board.aspx>), whose payment history reports have become the standard for larger lessors in the commercial leasing industry. Paynet is sponsored both by the Equipment Leasing and Finance Association and Experian, as well as "partnering" with InfoCentricity.

**Jim Merrilees**, now with QuikTrak, first to develop a "wide area network" BLISS before the days of the internet. Steered the Pegasus dealer program, and under his watch a computer credit scoring profile for both vendor and broker business in a highly quick process. The internet version of BLISS, BLISSnet, was created long after Jim had left the company. Where I see Jim's "influence" is through his contribution to the issues found in the industry.

**Ben Millerbis/Brad Peterson**-They created a unique funding mechanism whereby a lender turn downs would automatically be transferred to Pentech for review. This created an additional funding mechanism that allowed a broker to obtain an approval from a reliable source without having to search other lenders. This business had

incredible growth in a very short period of time and were it not for the current credit crisis they still would be growing.

**Deborah Monosson**--- A role model for women in leasing, active on the board at the Equipment Leasing and Finance Association, Equipment Leasing and Finance Foundation, first female president of the Commercial Finance Association, serving on many committees, very active and outspoken.  
<http://boston.bizjournals.com/boston/stories/2009/05/11/story5.html?b=1242014400%5E1825253>

**David Murray**, co-founder Direct Capital/Preferred Lease, founded the first telemarketing company based on computer program information, copied by many today, hiring college students and young people to follow a script, then selling the leases off in groups to funders. He copied the Transleasing model for using a leasing credit card. He was innovative in that he sent everyone a "pre-approved" card in a mass marketing campaign. Trans only used it for doctors they had done a deal with before through an internal credit line. This was very innovative but the business failed badly when they forced their growth on Advanta and took advantage of the weak credit underwriting.

**Walter Rabin**-created a platform that went from zero fundings to over \$1.4B in the last 10 years. All Points Capital is a dominate funding source for the broker community, especially in the Northeast.

**Gary Shivers**--Co-founder and former president of Marlin Leasing and current President of Navitas. He helped Marlin go public and they are one of the few micro-ticket leasing companies that has done so. As a former employee at Marlin, I know that people valued him as a true sales champion and he is clearly missed there currently! I followed him to Navitas when Marlin's Chicago office closed and was pleasantly surprised that I was not the first (or likely the last) ex-Marlin employee to make this switch which should be a great testament to Gary.

**Paul Weiss**, best known buyers of capital equipment portfolios beginning in the 1980s, working on innovative financing structures and finding new ways to structure transactions that had considerable residual value upside. In partnership with Beau Clarke, Weiss acquired ICON Capital in 1996 and introduced the first sizable portfolio acquisition strategy to a public fundraising vehicle. ICON became one

of the largest independently owned leasing company; the largest public leasing program sponsor in that industry's history, changing the way that industry operating and causing many imitators who were unable to match ICON's dramatic success.

**David Wiener**--He has provided the industry with expertise in the structuring of transactions in the syndications arena and as 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 David was a member of Equipment Leasing & Finance Association ("ELFA") Research Committee. Senior Vice President / Group Head, Capital Markets and Structured Finance for LEAF Financial Corporation. Senior Vice President, GE Capital Markets. Director, Corporate Planning reporting to the CFO at Tokai Financial Services (now De Lage Landen Financial Services in 1991. 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. He also was a great help at Colonial Pacific Leasing.

[http://leasingnews.org/PDF/Biography\\_David\\_Wiener.pdf](http://leasingnews.org/PDF/Biography_David_Wiener.pdf)

When the list exceeds 25, there will be a point when the top 25 on the list will be finalized; meaning not everyone nominated will make the top 25.

"Yes, you can include a biography as an attachment."

"Yes, you can make changes to descriptions, if yours or someone else's, especially if it corrects something in the description. Just send to me."

"No, you just can't name someone. You need to state why you think the person has been 'influential' to the leasing industry. The editor may correct spelling or make clarifications, but the

person making the nomination needs to write the description.”

“No, once listed, a nominee cannot be deleted from the list.”

“No, I don’t know how long this will run, maybe another week, depends on readers’ response. You still have time to make a nomination along with a description of why.”

All nominations are subject to netiquette and the editor’s final approval.