ACCOMPLISHMENT REPORT

CLFP | 2021



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CLFP Foundation | 2021 V.4

2021 BOARD OF DIRECTORS

Nathan Gibbons, CLFP President | Innovation Finance

Jenny Wood, CLFP Vice President | Orion First Financial

Lia Wax, CLFP Secretary | *Financial Pacific Leasing*

Todd Buzard, CPA, CLFP Treasurer | *First American Equipment Finance*

Kevin Prykull, CLFP Past President | *Retired*

Craig Colling, CLFP Ascentium Capital

Theresa Kabot, CLFP Kabot Commercial Leasing/K2 Funding

Larry LaChance, CLFP Bankers Capital

Joe Leonard, CLFP Oakmont Finance Mike McDonald, CLFP Stryker

Daniel Nelson, CLFP Tamarack Consulting

Kathy Nordendahl, CLFP Dedicated Funding, LLC

Candace Reinhart, CLFP CoreTech Leasing

Deborah Reuben, CLFP Tomorrow Zone

Jason Seitz, CLFP BMO Harris Equipment Finance

STAFF **Reid Raykovich, CLFP** *Executive Director*

Sandy Vigilia Executive Administrator

THANK YOU TO OUR SUPPORTING ASSOCIATIONS







2021 MEMBERSHIP

The Foundation is pleased to announce that its membership surpassed the 1,000-member mark when Jay Christianson, CLFP of U.S. Bank passed on May 5th, 2021. Furthermore, the membership continues to grow at a rapid rate with a 12% increase, finishing the year (as of December 6, 2021) at 1,082 CLFPs and Associates. Below are those that joined the community in 2021:

Krishna Agrawal	DLL	Christopher Crespo	Unknown
Benjamin Alcorn	U.S. Bank Equipment Finance	Jacquie Cripe	Hitachi Capital America Corp.
Parker Anderson	Channel	Andrew Cvitanov, Jr.	DLL
Trevor Anderson	U.S. Bank Equipment Finance	Anthony Dahms	U.S. Bank Equipment Finance
Megha Banerjee	Odessa	Colleen Daniels	Sun First Equipment
Roxanne Bobo	DLL		Finance
Patricia Boehl	DLL		Key Equipment Finance
Joseph Borges	North Mill Equipment		Fleet Advantage, LLC
	Finance	Dino (Lorenzo) DeStefanis	Allied Capital Group
Heather Broadwell	CoreTech Leasing, Inc.	Laura Dodson	Truist
-	LTi Technology Solutions First American	Jennifer Dubinsky	Orion First Financial LLC
,	Equipment Finance,	Austin Eames	Key Equipment Finance
	a City National Bank	Kari Edgington	DLL
	Company	Brock Edwards	Key Equipment Finance
	Ascentium Capital LLC	Antionette Egan	Key Equipment Finance
Gregory Campbell		Betsy Egeberg	AP Equipment Financing
	Equipment Finance, a City National Bank Company	Maria Ehlers	American Equipment Financial Services
Christina Campos	Lease Corporation of	James Eulenstein	Key Equipment Finance
·	America	Jacob Fahl	Hitachi Capital America Corp.
5	DNC Consulting LLC	Chase Flamand	1
Brian Change	First American Equipment Finance, a City National Bank Company		First American Equipment Finance, a City National Bank
Todd Chase	Ascentium Capital LLC		Company
Donna Christensen	CSC Global	Marcus Frederickson	,
Jay Christiansen	U.S. Bank Equipment		Navitas Credit Corp.
	Finance		Key Equipment Finance
Marley Clark	Channel	Kaelyn Green	Orion First Financial
Sean Cokeley	Navitas Credit Corp.		LLC

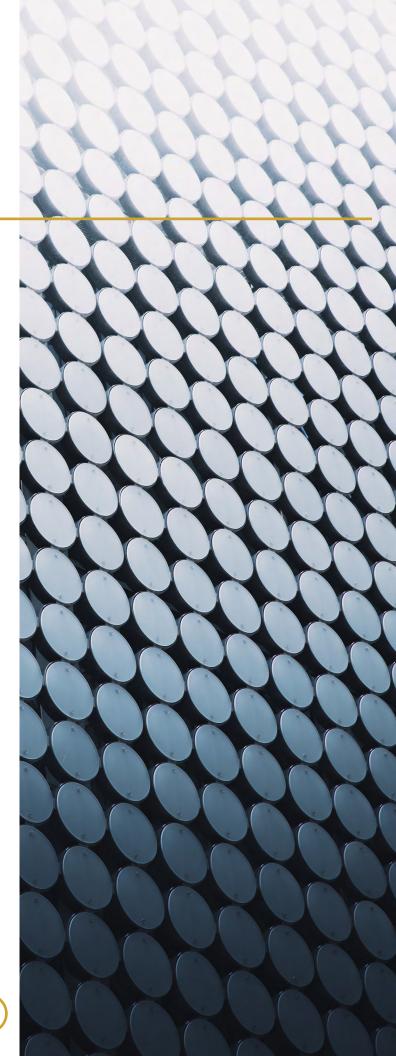
Jacob Griffin Unknown Lucas Grittner Channel Megan Grout DLL Lisa Guelzow Key Equipment Finance Jennifer Hagman U.S. Bank Equipment Finance Brock Hansen LTi Technology Solutions Gary Hanson Lease Corporation of America Andrew Hartman U.S. Bank Equipment Finance Kathryn Havlik *Key Equipment Finance* Robert (David) Hayes LTi Technology Solutions Bryce Hentges Channel Shannon Hoffman Lease Corporation of America Maggie Holly Hanmi Bank Darlene Hookstra Lewis Tree Service, Inc. Jordan Hopkins Stearns Bank NA-(CLFP Associate) Equipment Finance Division Brylee Horning Orion First Financial LLC Rhonda Howlett Key Equipment Finance Justin Irons ECS Financial Services, Inc. Trent Iverson Channel Douglas Jackson North Mill Equipment Finance Jacquelyn Jacobs Fleet Advantage, LLC Donald Kemp DLL Stacy Kiley U.S. Bank Equipment Finance Sean Kilfoyle Key Equipment Finance

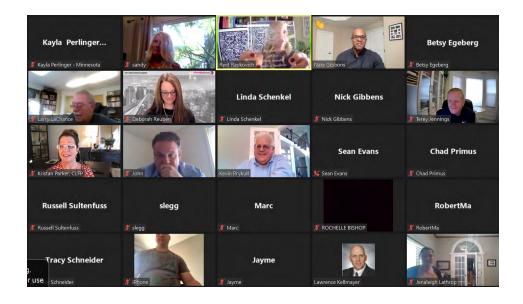
Roderick Knoll Marathon Commercial *Capital*, *LLC* Vincent Knowlton Entegra Capital LLC Cory Krogen Channel Kevin Lacey DLL Stephanie Langford Navitas Credit Corp Griffin Lefeber KLC Financial, Inc. Stephanie Leyba Anuva Capital Sung Lim U.S. Bank Equipment Finance Jack London Meridian Equipment Finance Michael Luftig First American Equipment Finance, a City National Bank Company Thomas Lyle Unknown Adam Mancuso First American Equipment Finance, a City National Bank Company Kerilyn Marlink Key Equipment Finance Maia McBurney Odeza Anthony McCormick Odessa Technologies, Inc. Justin McIntyre First American Equipment Finance, a City National Bank Company Carrie McKernan Lease Corporation of America Benjamin McLoughlin Vision Financial Group, Inc. Britta McSparen DLL

2021 MEMBERSHIP (continued)

Andrew Mellon	MoneyCapital Equipment Finance Lease Corporation of	Philip Rivera	First American Equipment Finance, a City National Bank
	America		Company
Matthew Nalbach	Key Equipment Finance	Ryan Rogers	
Kevin Nash	Key Equipment Finance	Arthur Royter	
Peter Nguyen	Strada Capital	Amanda Sapienza	
	Corporation DBA Mazo Capital Solutions	Alison Sauter	TD Equipment Finance, Inc.
Hank Nhep	Key Equipment Finance	Chad Schaffner	Ascentium Capital LLC
Donna O'Brien	DLL	Karin Schreck	Key Equipment Finance
Thomas O'Connell	DLL	Donald Seeley	Beacon Funding
Adam Ohme	Channel		Corporation
Danielle Ormberg	U.S. Bank Equipment	Adrienne Sharma	
	Finance		Key Equipment Finance
Jerome Orze, Jr.		Mark Sheenan	Lease Corporation of America
-	Key Equipment Finance GreatAmerica Financial	Alexander Shields	Byline Financial Group
Lorraine Perkins	Services	Galit Shkurenko	
Connor Petersen	Key Equipment Finance	Kirsten Sinopoli	
	Strada Capital		VFI Corporate Finance
	Corporation DBA Mazo Capital Solutions		JADCO Holdings, Inc. dba HUB Funding
Carey Pierangeli	DLL		Solutions
Erik Porter	U.S. Bank Equipment	James Stanley	DLL
Shannon Prange	Finance Orion First Financial	Debbie Stibbe	U.S. Bank Equipment Finance
	LLC	Kit Yee Studholme	U.S. Bank Equipment
Emiley Purvis	Key Equipment Finance		Finance
Tony Quesenberry	Vanguard Truck Centers		KLC Financial, Inc.
Jeffrey Richeson	Smarter Equipment Finance, LLC	Alison Taylor	First American Equipment Finance,
Kimberlee Riggs	Orion First Financial LLC		a City National Bank Company
Laura Riley	Key Equipment Finance		Terex Financial Services
	Key Equipment Finance Binaldi Advisory	Sonia Thompson	U.S. Bank Equipment Finance
	Rinaldi Advisory Services	Mitchell Tobak	North Mill Equipment Finance

Tammy Trador	Lease Corporation of America
Benjamin Tucker IV	First American Equipment Finance, a City National Bank Company
Evan Tuozzoli	Nexseer Capital
Heather Valenty	Key Equipment Finance
Ryan van de Boogaard	Key Equipment Finance
William Vassar	Key Equipment Finance
Melissa Vinson	U.S. Bank Equipment Finance
Janeen Waddell	Unknown
Jeffrey Wenrich	U.S. Bank Equipment Finance
Elizabeth Wiltberger	First American Equipment Finance, a City National Bank Company
Amy Wingate	Cisco Systems Capital Corporation
Evan Worley	North Mill Equipment Finance
Brian Zetting	Ascentium Capital LLC
Amy Zins	Ascentium Capital LLC
Joseph Zrinzo	Ascentium Capital LLC





CINDY SPURDLE AWARD OF EXCELLENCE & CLFP DAY

The Certified Lease and Finance Professional (CLFP) Foundation announced the 2021 Cindy Spurdle Award of Excellence on August 26th during a 15-minute celebratory "CLFP Day" virtual call with nearly 300 CLFPs and Associates in attendance. The award was presented to Kevin P. Prykull, CLFP.

The Cindy Spurdle Award was created in 2012 to acknowledge the CLFP who has contributed the most to the industry and best represents the CLFP ideals for the year. Nominees are submitted by the CLFP membership, and the final award candidate is voted upon by the entire CLFP Board of Directors.

Kevin has been a very active participant in the CLFP Foundation. He serves on the Foundation's Executive Committee and Board of Directors, including as President in 2020. Kevin chairs the Body of Knowledge and Recertification Committees. He is an ongoing Instructor in the ALFP Academies, has instructed every section within the ALFPs, and has taught more virtual sessions than any other instructor. Kevin has been instrumental in working with the Foundation this year to create a self-paced online ALFP -- which will debut shortly.

Kevin is a seasoned leasing credit and risk professional with over 43 years of experience in all major aspects of the industry working in bank, captives, and independent leasing companies. He is retired after 30 years having served as the Credit Underwriting Executive for PNC Equipment Finance, LLC. He remains active in the ELFA on the Credit and Collections Committee, the Research Committee and is Chair of the Credit Manager Survey Forum. He teaches for ELFA and is an Adjunct Professor in Finance at Duquesne University.

Kevin says: "I am deeply honored and humbled to be selected as the recipient of the Cindy Spurdle Award of Excellence. For 2021 it is nice to be able to join an esteemed fellowship of prior awardees that likewise embrace the values and ideals of Cindy Spurdle and the Foundation. I actually had the privilege of meeting Cindy Spurdle in Philadelphia for lunch when I sat for the then "CLP" certification. What a helpful and inspiring individual. Supportive and guiding."

"I encourage others to get involved with the Foundation as a volunteer. It is very rewarding and a great way to "give back" to the organization. It is easy. Start by joining one of the many working committees or ad hoc groups. Thanks to Reid Raykovich, the Foundation and most importantly our membership for the opportunity to serve and to be recognized as this year's recipient of the Cindy Spurdle Award of Excellence."

The call also included a \$1,000 cash gift to celebrate the Foundation passing 1,000 members and Cassie Blodgett of Stryker Flex was the winner. She stated, "Congratulations on another great CLFP day celebration! It was great to see so many CLFP's joined together virtually to mark the amazing 1,000-member milestone."

ALFP 2021 RECAP

The CLFP Foundation continued to offer the Academy for Lease & Finance Professionals (ALFP) virtually and held fourteen throughout the year. Without the volunteers below, this could not have been possible. Just look at how many sections some of them taught (number after their name)!

A special thank you to our hosts!

























Krishna Agrawal, CLFP (1)** Ben Alcorn, CLFP (4)** Leslie Brown, CLFP (1) Donnie Bunn, CLFP (16) Eric Bunnell, CLFP (4) Todd Buzard, CPA, CLFP (15)* Tina Cartwright, CLFP (2) Diana Crews, CLFP (5) Andrew Eller, CLFP (1) Kathy Nordendahl, CLFP (2) Greg Pabich, CLFP (10) Matt Padden, CLFP (3) Kevin Prykull, CLFP (21) Reid Raykovich, CLFP (2) Candace Reinhart, CLFP (7) Nick Ross, CLFP (6) Kalah Sprabeary, CLFP (5)** Lia Wax, CLFP (13) Melissa Vinson, CLFP (7)** Stacey Widom, CLFP (1) Christine Williams, CLFP (2)

*Taught at least one section at every ALFP **New CLFP in 2021

2022 CLFP BOARD OF DIRECTORS



Todd Buzard, CPA, CLFP First American Equipment Finance



Mikki Henkelman, CLFP Oakmont Capital Holdings



Larry LaChance, CLFP Bankers Capital



Craig Colling, CLFP Ascentium Capital



Nathan Gibbons, CLFP Innovation Finance



Theresa Kabot, CLFP Kabot Commercial Leasing



Mike McDonald, CLFP *Stryker*



Paul Knowlton, CLFP Huntington Equipment Finance



Jena Morgan, CLFP KLC Financial



Michael "Mic" Mount, CLFP U.S. Bank Equipment Finance



Candace Reinhart, CLFP CoreTech Leasing



Jenny Wood, CLFP Orion First Financial



Daniel Nelson, CLFP Tamarack Technology



Deborah Reuben, CLFP TomorrowZone



Kathy Nordendahl, CLFP Dedicated Funding



Lia Wax, CLFP Financial Pacific Leasing

The Foundation would especially like to thank those who served on the Board of Directors in 2021 and will not be returning.

Joe Leonard, CLFP | Served for three years

Kevin Prykull, CLFP | Served for six years

Jason Seitz, CLFP | Served for four years

COMPANIES WITH 3 OR MORE CLFPS

2021 Rank	2020 Rank	Company	2021 Count	2020 Count	Change
1	1	First American Equipment Finance, a City National Bank Company	144	136	6%
2	3	U.S. Bank Equipment Finance	53	39	36%
3	2	Ascentium Capital LLC	47	49	-4%
4	12	Key Equipment Finance	37	15	147%
5	4	Financial Pacific Leasing, Inc., an Umpqua Bank Company	29	33	-12%
6	14	DLL	28	13	115%
7	5	Stearns Bank NA-Equipment Finance Division	26	33	-21%
8	6	Amur Equipment Finance	25	26	-4%
9	9	Oakmont Capital Holdings	23	20	15%
10	8	AP Equipment Financing	21	23	-9%
10	29	The Huntington National Bank	21	7	200%
12	10	Arvest Equipment Finance	20	19	5%
13	14	KLC Financial, Inc.	16	13	23%
14	n/a	Channel*	14	0	n/a
14	19	Orion First Financial LLC	14	10	40%
16	13	1st Source Bank	12	14	-14%
16	11	ECS Financial Services, Inc.	12	16	-25%
16	16	Ivory Consulting Corporation	12	12	0%
16	19	Odessa	12	10	20%
20	47	Lease Corporation of America	11	3	267%
20	27	Navitas Credit Corp.	11	8	38%
20	16	Stryker	11	12	-8%
20	19	Wintrust	11	10	10%
24	19	Canon Financial Services, Inc.	10	10	0%
24	19	Fleet Advantage, LLC	10	10	0%
26	19	Great American Insurance	9	10	-10%
26	16	IDS	9	12	-25%
26	47	North Mill Equipment Finance	9	3	200%
29	33	LTi Technology Solutions	8	5	60%

2021 Bank	2020 Bank	Company	2021	2020	Change
Rank 29	Rank 7	Truist	Count 8	Count 25	-68%
31	31	Alliance Funding Group	7	6	17%
31	27	BancorpSouth Equipment Finance	7	8	-13%
31	31	Beacon Funding Corporation	7		-1 <i>3</i> % 17%
31	25		7	6 9	-22%
		BMO Harris Equipment Finance Company	7		
31	25	Northland Capital Financial Services, LLC Celtic Commercial Finance		9	-22%
36	29		6	7	-14%
36	33	GreatAmerica Financial Services	6	5	20%
38	38	BankFinancial, NA	5	4	25%
38	33	CoreTech Leasing, Inc.	5	5	0%
38	33	First Foundation Bank	5	5	0%
38	33	Univest Capital, Inc.	5	5	0%
42	38	Bank of the West	4	4	0%
42	47	Cisco Systems Capital Corporation	4	3	3%
42	38	Commerce Bank	4	4	0%
42	38	Global Financial & Leasing Services LLC	4	4	0%
42	47	Hanmi Bank	4	3	33%
42	47	Quality Leasing Co., Inc.	4	3	33%
42	38	UniFi Equipment Finance, Inc.	4	4	0%
49	47	Commercial Capital Company, LLC	3	3	0%
49	47	ENGS Commercial Finance Co.	3	3	0%
49	n/a	First Commonwealth Equipment Finance*	3	0	n/a
49	47	First National Capital Corporation	3	3	0%
49	47	FIS	3	1	200%
49	38	NCMIC Finance Corporation	3	4	-25%
49	n/a	Nexseer*	3	0	n/a
49	38	NorthTeg, Inc.	3	4	-25%
49	47	Taycor Financial	3	3	0%
49	38	Western Equipment Finance	3	4	-25%

*Denotes new to the list

Marlin; FSG, Providence Capital Funding dropped off

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To learn more visit: Ascentium.info/CLFP2021



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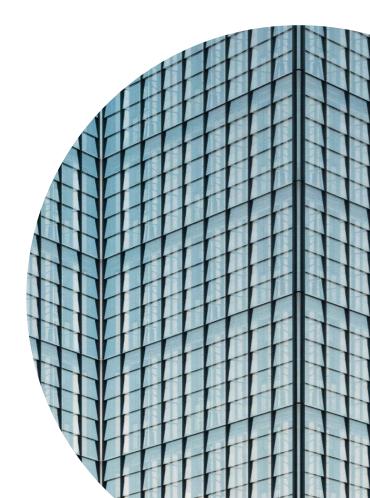
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NEW CLFPS AND ASSOCIATES



Patty Boehl, CLFP



Chase Flamand, CLFP



Amy Gossin, CLFP



Megan Grout, CLFP



Darlene Hookstra, CLFP



Vince Knowlton, CLFP



Stephanie Langford, CLFP



Rob Magee, CLFP



Anthony McCormick, CLFP



Benjamin McLoughlin, CLFP



Thomas O'Connell, CLFP



Amanda Sapienza, CLFP



Alexander Shields, CLFP



Kirsten Sinopoli, CLFP



Evan Tuozzoli, CLFP



THANK YOU TO OUR 2021 PERSONAL PARTNERS

BENEFACTOR \$250+

Kip Amstutz, CLFP Donnie Bunn, CLFP Rob Boyer, CLFP Tina Cartwright, CLFP Andrew Clark, CLFP Craig Colling, CLFP Mike Coon, CLFP Jeff Elliott, CLFP Chris Enbom, CLFP Bob Fisher, CLFP Paul Fogle, CLFP Lisa Genereux, CLFP Nathan Gibbons, CLFP Ben Hall, CLFP Jaimie Haver, CLFP Marc Keepman, CLFP Jaime Kaneshina, CLFP Tim Kehoe, CLFP Joe Leonard, CLFP Shari Lipski, CLFP Toby McDonough, CLFP Mic Mount, CLFP Daniel Nelson, CLFP David Normandin, CLFP Kevin Prykull, CLFP Reid Raykovich, CLFP Candace Reinhart, CLFP Chris Santy, CLFP Pete Sawyer, CLFP Dave Schaefer, CLFP Amy Spragg, CLFP Don Wampler, CLFP Christine Williams, CLFP

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SUPPORTER \$50 - \$99

Shannah Berger, CLFP Paul Crnkovic, CLFP Lori Dennis, CLFP Suzann Fakhoury, CLFP John Harders, CLFP Katharine Harris, CLFP Judi Jenks, CLFP Nathan Kary, CLFP Larry Kellmayer, CLFP Paul Knowlton, CLFP Jessica Kort, CLFP Christy Kusilek, CLFP Rav Lavin, CLFP Dave Maslyk, CLFP Peter McCaffrey, CLFP Tim Miller, CLFP

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CONTRIBUTOR \$25-\$49

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