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03/01/2018

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Acrecent Financial is a: Buyer, Seller, Equity Provider

Type of Company:

Independent

The company's core business focus:

Acrecent serves businesses in Puerto Rico, Mexico, Panama, Costa Rica, the Dominican Republic and other Caribbean and Central American Markets. We provide financings for software, IT, and all types of equipment, including aircraft.

Type of FundingSource/Buyer

Lender
Investor
Agent
Packager

Source of Funds

Both Internal and Other Funds

Annual Volume Funded

0-20 Million

Individual Transaction Size

The range of transactions the company will fund/purchase:

Highest	\$10,000,000.00
Average	\$500,000.00
Lowest	\$250,000.00

Lease Structures

- Conditional Sale/Money-Over-Money
- Debt
- Leveraged Lease
- Tax-Exempt Municipal Lease
- Operating Lease
- Sale/Leaseback
- Vendor Finance

Lease Terms

Longest	60
Average	44
Shortest	24

Funding/Buyer Programs

The company provides these types of financing:

- Buy Paper: Our Documents Only
- Buy Paper from Leasing Comp
- Debt Side of a Leveraged Lease
- Equity/Purchase of Tax-Orient
- Fund Leases as a Group
- Fund Leases Individually
- Inventory Financing/Floor Plan
- Tax-Exempt Municipal Leasing
- Purchase Portfolios
- Progress Payments
- Residual Financing
- Residual Sharing
- Venture Leasing

Our company DOES originate paper.
We DO syndicate or sell paper. Details: We originate transactions for our portfolio as well as for sale, in whole or part.

Syndications / Portfolios:

Equipment Types

	Prefer	Will	Will Not	Not Specified
Agricultural	•			
Aircraft	•			
Automobile		•		
Broadcast		•		
Buses		•		
Cable		•		
Communications		•		

Computer		•
Construction		•
Electronic		•
Emergency Vehicles		•
Energy	•	
Furniture/Fixtures		•
Gaming		•
Graphic Arts		•
Industrial		•
Intermodal	•	
Laundry/Drycleaning		•
Livestock		•
Machine Tool		•
Mailroom		•
Marine		•
Materials Handling	•	
Medical	•	
Mining		•
Modular Buildings		•
Office		•
Other		•
Point of Sale/Banking		•
Printing		•

Project Finance	•	
Rail	•	
Recreation		•
Recycling	•	
Restaurant	•	
Satellite		•
Software	•	
Trucks and Trailers	•	
Utility	•	
Video	•	
Waste Removal	•	

Credit Criteria

Percentage of fundings/purchases (by equipment cost) from:

Investment Grade	5%
HLT/Large Cap	5%
Near Investment Grade	30%
Middle Market	40%
Lower Middle Market	15%
Start-ups/Venture	5%
Municipal/Government	0%
Other	0%

Our Company is a(n):

Asset-Based and Credit Lender

Special Requirements

The Minimum Credit Criteria of Obligors:

We will consider all types of borrowers and transactions.

Soft Asset Policy:

Yes

Industries Most Interested in Funding/Purchasing:

Healthcare, solar energy,

Industries Will Not Fund/Purchase From:

Gaming, government.

Lessor and/or Broker Requirements:

We work with brokers who bring us quality transactions and offer an attractive variable rate structure based on yield and volume.

ELFA Business Councils

Independent Middle Market

Start of Fiscal Year

January



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03/01/2018

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Banc of America Leasing is a: Buyer, Seller

Type of Company:

Bank

The company's core business focus:

Current focus is on sourcing opportunities from sellers who are also partners/investors of BAL's syndication group.

Type of FundingSource/Buyer

Investor

Source of Funds

Internal Funds

Annual Volume Funded

10 - 25 Billion

Individual Transaction Size

The range of transactions the company will fund/purchase:

Highest	\$50,000,000.00
Average	\$5,000,000.00
Lowest	\$1,000,000.00

Lease Structures

- Debt
- Equity
- Tax-Exempt Municipal Lease
- Operating Lease
- Sale/Leaseback
- TRAC
- Vendor Finance

Lease Terms

Longest	120
Average	48-72
Shortest	24

Funding/Buyer Programs

The company provides these types of financing:

Equity/Purchase of Tax-Orient

Fund Leases as a Group
Tax-Exempt Municipal Leasing
Purchase Portfolios
Residual Financing

Our company DOES originate paper.
We DO syndicate or sell paper. Details: Large syndication group that represents and offers from all lines of business

Syndications / Portfolios:

Equipment Types	Prefer	Will	Will Not	Not Specified
Agricultural		•		
Aircraft			•	
Automobile			•	
Broadcast			•	
Buses		•		
Cable		•		
Communications		•		
Computer		•		
Construction	•			
Electronic		•		
Emergency Vehicles		•		
Energy			•	
Furniture/Fixtures		•		
Gaming			•	

Graphic Arts		•	
Industrial	•		
Intermodal	•		
Laundry/Drycleaning			•
Livestock			•
Machine Tool	•		
Mailroom			•
Marine	•		
Materials Handling	•		
Medical	•		
Mining			•
Modular Buildings		•	
Office		•	
Other			•
Point of Sale/Banking		•	
Printing	•		
Project Finance			•
Rail	•		
Recreation		•	
Recycling		•	
Restaurant			•
Satellite			•
Software		•	

Trucks and Trailers	•	
Utility	•	
Video		•
Waste Removal	•	

Credit Criteria

Percentage of fundings/purchases (by equipment cost) from:

Investment Grade	30%
HLT/Large Cap	0%
Near Investment Grade	30%
Middle Market	40%
Lower Middle Market	0%
Start-ups/Venture	0%
Municipal/Government	0%
Other	0%

Our Company is a(n):

Credit Lender

Special Requirements

The Minimum Credit Criteria of Obligators:

TNW minimum of \$15MM; Positive trends; No story credits

Soft Asset Policy:

Yes depending on credit strength

Industries Most Interested in Funding/Purchasing:

General Mfg, Distribution, Transportation, Construction

Industries Will Not Fund/Purchase From:

Energy

Lessor and/or Broker Requirements:

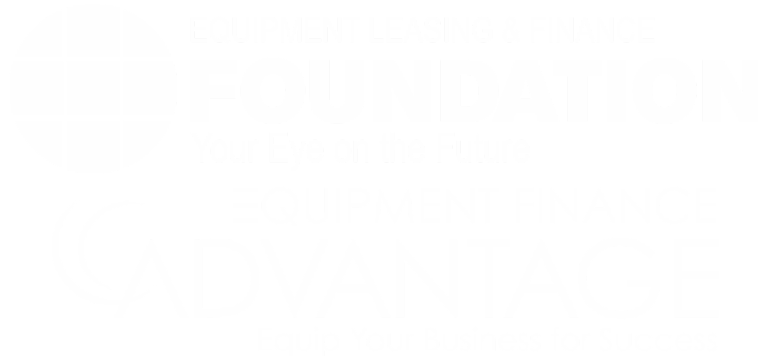
Source must be a current or potential investor/partner of BAL Syndications.

ELFA Business Councils

Financial Institution

Start of Fiscal Year

January



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03/01/2018

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ATEL Capital Group is a: Buyer, Seller, Equity Provider

Type of Company:

Multi-line Commercial

The company's core business focus:

We are a principal specializing in providing true/operating leases for long-lived equipment to BB/Ba and investment grade credits. Transaction size ranges from \$4MM to \$30MM. Our equipment expertise allows us to price competitively. Decisions are made by a small group allowing us to approve and close deals quickly. Over 30 years of experience doing deals assures a quick response. Asset types focus on rail, marine, transportation, material handling, intermodal and medical. No IT equipment.

Type of FundingSource/Buyer

Investor

Agent

Packager

Source of Funds

Internal Funds

Annual Volume Funded

50-100 Million

Individual Transaction Size

The range of transactions the company will fund/purchase:

Highest	\$75,000,000.00
Average	\$5,000,000.00
Lowest	\$1,000,000.00

Lease Structures

- Equity
- Leveraged Lease
- Operating Lease
- Real Estate
- Sale/Leaseback

Lease Terms

Longest	96 Months
Average	60-84 Mos
Shortest	18 Months

Funding/Buyer Programs

The company provides these types of financing:

- Buy Paper from Brokers
- Buy Paper from Leasing Comp
- Equity/Purchase of Tax-Orient
- Fund Leases as a Group
- Fund Leases Individually
- Purchase Portfolios
- Progress Payments
- Residual Financing
- Residual Sharing

Our company DOES originate paper.
We DO syndicate or sell paper. Details: We syndicate leases where we want to mitigate exposure. We also place non-recourse debt on leases within our portfolio.

Syndications / Portfolios:

Predominantly seasoned FMV-structured residual-centric leases in low-obsolescent asset types - especially rail, mining, energy, marine, material handling, intermodal with terms of 18 mos. to 84 mos.

Equipment Types

	Prefer	Will	Will Not	Not Specified
Agricultural	•			
Aircraft		•		
Automobile		•		
Broadcast		•		
Buses		•		
Cable			•	

Communications		•	
Computer			•
Construction	•		
Electronic		•	
Emergency Vehicles		•	
Energy	•		
Furniture/Fixtures	•		
Gaming			•
Graphic Arts		•	
Industrial	•		
Intermodal	•		
Laundry/Drycleaning		•	
Livestock			•
Machine Tool	•		
Mailroom		•	
Marine	•		
Materials Handling	•		
Medical	•		
Mining	•		
Modular Buildings	•		
Office	•		
Other			•
Point of Sale/Banking		•	

Printing	•	
Project Finance		•
Rail	•	
Recreation		•
Recycling		•
Restaurant		•
Satellite		•
Software		•
Trucks and Trailers	•	
Utility	•	
Video		•
Waste Removal		•

Credit Criteria

Percentage of fundings/purchases (by equipment cost) from:

Investment Grade	60%
HLT/Large Cap	15%
Near Investment Grade	10%
Middle Market	10%
Lower Middle Market	0%
Start-ups/Venture	5%
Municipal/Government	0%
Other	0%

Our Company is a(n):

Asset-Based and Credit Lender

Special Requirements

The Minimum Credit Criteria of Obligors:

Investment grade or near investment grade. Revenues > \$250mm 3 Years of Consecutive Profitability
Net Worth > \$50mm Strong EBITDA

Soft Asset Policy:

Up to 20% of Equipment Cost

Industries Most Interested in Funding/Purchasing:

Construction Electronics FF&E Industrial Manufacturing Marine Medical Office Railroad
Telecommunications Trucks & Trailers

Industries Will Not Fund/Purchase From:

Lessor and/or Broker Requirements:

ELFA Business Councils

Financial Institution

Independent Middle Market

Start of Fiscal Year

August

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01/29/2018

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Bank of Utah is a: Buyer

Type of Company:

Bank

The company's core business focus:

Bank of Utah was founded and organized by Frank M. Browning, an Ogden business executive. The Bank officially opened its first branch on Dec. 1, 1952 in Ogden, Utah with 16 employees and assets of less than \$1 million. Today the Bank holds more than \$1 billion in assets and employs over 300 people. We have also grown to provide personal and business banking, mortgage and commercial lending, wealth management, trusts, insurance and investment services, for thousands of customers across Utah and the country.

Type of FundingSource/Buyer

Lender

Source of Funds

Internal Funds

Annual Volume Funded

0-20 Million

Individual Transaction Size

The range of transactions the company will fund/purchase:

Highest	\$6,500,000.00
Average	\$1,500,000.00
Lowest	\$700,000.00

Lease Structures

Debt

Lease Terms

Longest	84
Average	48
Shortest	18

Funding/Buyer Programs

The company provides these types of financing:

Buy Paper from Leasing Comp

Our company DOES NOT originate paper.

We DO NOT syndicate or sell paper.

Syndications / Portfolios:

We prefer to purchase Capital Lease, Note & Security, and TRAC lease transactions, also payment streams on FMV and true lease transactions. We do not purchase or hold residual positions currently.

Equipment Types

	Prefer	Will	Will Not	Not Specified
Agricultural		•		
Aircraft		•		
Automobile	•			
Broadcast		•		
Buses	•			
Cable		•		
Communications		•		
Computer	•			
Construction	•			
Electronic	•			
Emergency Vehicles	•			
Energy			•	
Furniture/Fixtures	•			
Gaming			•	
Graphic Arts	•			
Industrial	•			
Intermodal		•		

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Waste Removal



Credit Criteria

Percentage of fundings/purchases (by equipment cost) from:

Investment Grade	0%
HLT/Large Cap	0%
Near Investment Grade	10%
Middle Market	90%
Lower Middle Market	0%
Start-ups/Venture	0%
Municipal/Government	0%
Other	0%

Our Company is a(n):

Credit Lender

Special Requirements

The Minimum Credit Criteria of Obligors:

Three years or longer in business. Prefer audited financials. Customers with revenues exceeding \$50MM, stable profitability, positive debt service coverage, acceptable leverage. Customers with broad diversified customer base.

Soft Asset Policy:

Yes, prefer essential-use equipment as collateral.

Industries Most Interested in Funding/Purchasing:

Materials Handling Industrial Manufacturing Materials Handling Medical Marine Recycling
Transportation

Industries Will Not Fund/Purchase From:
Gaming Laundry/Drycleaning Mining Solar

Lessor and/or Broker Requirements:
In business 3-years or longer Positive industry reputation Positive references Acceptable net worth

ELFA Business Councils

Financial Institution

Start of Fiscal Year

January



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02/07/2018

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Baystone Government Finance/KS State Bank is a: Buyer

Type of Company:

Bank

The company's core business focus:

Baystone Government Finance is the municipal and non-profit lending division of KS StateBank, a privately owned, full service, community bank in Manhattan, KS. Baystone has been helping the broker and vendor community navigate the complex environment of public finance by providing financial solutions to state and local governments since 1987. Baystone's experience and expertise in public finance provides our clients the ability to offer municipal financing to their customers nationwide. As one of the country's largest municipal lending teams, Baystone underwrites, documents, funds and services a wide range of short and long term financing vehicles, including: Lease Purchase Agreements; Rental Agreements or Operating Leases; Abatement Leases; Interim Construction Financing; Property Assessed Clean Energy (PACE); and other various forms of public finance. Baystone Government Finance is highly committed to serving the municipal leasing industry. Over a 30+ year period we have developed our finance programs, which are detailed and comprehensive, yet

incredibly simple. As a community bank, Baystone offers extreme flexibility and personal attention to every transaction, which allows us to develop and maintain long term partnerships with our clients.

Type of FundingSource/Buyer

Lender

Source of Funds

Internal Funds

Annual Volume Funded

100-250 Million

Individual Transaction Size

The range of transactions the company will fund/purchase:

Highest	\$20,000,000.00
Average	\$350,000.00
Lowest	\$5,000.00

Lease Structures

Tax-Exempt Municipal Lease

Lease Terms

Longest	180
Average	36

Funding/Buyer Programs

The company provides these types of financing:

Our company DOES originate paper.

We DO NOT syndicate or sell paper.

Syndications / Portfolios:

Equipment Types

	Prefer	Will	Will Not	Not Specified
Agricultural		•		
Aircraft		•		
Automobile	•			
Broadcast	•			
Buses	•			
Cable		•		
Communications	•			
Computer	•			
Construction	•			
Electronic	•			
Emergency Vehicles	•			
Energy	•			
Furniture/Fixtures	•			
Gaming		•		

Graphic Arts		•	
Industrial		•	
Intermodal		•	
Laundry/Drycleaning		•	
Livestock		•	
Machine Tool		•	
Mailroom	•		
Marine	•		
Materials Handling	•		
Medical	•		
Mining		•	
Modular Buildings	•		
Office	•		
Other		•	
Point of Sale/Banking			•
Printing	•		
Project Finance	•		
Rail		•	
Recreation	•		
Recycling	•		
Restaurant		•	
Satellite		•	
Software		•	

Trucks and Trailers	•
Utility	•
Video	•
Waste Removal	•

Credit Criteria

Percentage of fundings/purchases (by equipment cost) from:

Investment Grade	0%
HLT/Large Cap	0%
Near Investment Grade	0%
Middle Market	0%
Lower Middle Market	0%
Start-ups/Venture	0%
Municipal/Government	78%
Other	22%

Our Company is a(n):

Asset-Based and Credit Lender

Special Requirements

The Minimum Credit Criteria of Obligors:

N/A

Soft Asset Policy:

Yes

Industries Most Interested in Funding/Purchasing:

Municipal and Nonprofit

Industries Will Not Fund/Purchase From:

Commercial

Lessor and/or Broker Requirements:

None

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Financial Institution

Start of Fiscal Year

January



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01/19/2018

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Boston Financial & Equity Corporation is a: Buyer

Type of Company:

Independent

The company's core business focus:

Leases to HIGH RISK credits. Current Funder/Lessor may be maxed out or credit may be a startup that has equity/cash but little to no revenue. Turnaround situations, restarts, recapped companies. Creative, flexible terms. We hold our own paper. We do NOT require PGs or additional collateral.

Type of FundingSource/Buyer

Lender

Source of Funds

Internal Funds

Annual Volume Funded

0-20 Million

Individual Transaction Size

The range of transactions the company will fund/purchase:

Highest	\$3,000,000.00
Average	\$500,000.00
Lowest	\$100,000.00

Lease Structures

Sale/Leaseback
Startups

Lease Terms

Longest	36 mo
Average	30 mo
Shortest	24 mo

Funding/Buyer Programs

The company provides these types of financing:
Buy Paper: Our Documents Only
Fund Leases Individually

Our company DOES originate paper.
We DO NOT syndicate or sell paper.

Syndications / Portfolios:

Equipment Types	Prefer	Will	Will Not	Not Specified
Agricultural		•		
Aircraft			•	
Automobile			•	
Broadcast		•		
Buses			•	
Cable			•	
Communications	•			
Computer	•			
Construction	•			
Electronic	•			
Emergency Vehicles			•	
Energy		•		
Furniture/Fixtures		•		
Gaming			•	
Graphic Arts		•		
Industrial	•			
Intermodal			•	
Laundry/Drycleaning			•	

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Credit Criteria

Percentage of fundings/purchases (by equipment cost) from:

Investment Grade	0%
HLT/Large Cap	0%
Near Investment Grade	0%
Middle Market	0%
Lower Middle Market	10%
Start-ups/Venture	70%
Municipal/Government	0%
Other	20%

Our Company is a(n):

Asset-Based and Credit Lender

Special Requirements

The Minimum Credit Criteria of Obligors:

No minimums! We lease to start up companies. If company has been in business over 2 years we require CPA year end statements. We do NOT REQUIRE Pgs or additional collateral.

Soft Asset Policy:

No training, installation or shipping...but have considered software on a case by case basis.

Industries Most Interested in Funding/Purchasing:

Most.

Industries Will Not Fund/Purchase From:

Vending, dry cleaning, restaurant and health/fitness, transportation of any type, oil & gas, and collateral that is physically too large to deinstall in a timely manner. We also do not lease specialized equipment.

Lessor and/or Broker Requirements:

We do not require broker agreements as we do our own due diligence and use our own paper.

ELFA Business Councils

Independent Middle Market

Start of Fiscal Year

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Bridge Funding Group, Inc. is a: Buyer

Type of Company:

Bank

The company's core business focus:

Headquartered in Hunt Valley, Maryland, Bridge Funding Group, Inc. (BFG) was formed in early 2016 when BankUnited, N.A. merged two of its subsidiaries, Bridge Capital Leasing and United Capital Business Lending. Whether it's Transportation, Rail, Aviation, Construction, Manufacturing, Maritime Assets or another equipment category, Bridge Funding Group offers a full suite of equipment financing solutions designed to meet the growing needs of businesses in various industries across the country.

Type of FundingSource/Buyer

Lender

Investor

Source of Funds

Internal Funds

Annual Volume Funded

250-500 Million

Individual Transaction Size

The range of transactions the company will fund/purchase:

Highest	\$60,000,000.00
Average	\$5,000,000.00
Lowest	\$1,000,000.00

Lease Structures

- Conditional Sale/Money-Over-Money
- Debt
- Operating Lease
- Sale/Leaseback
- TRAC

Lease Terms

Longest	180
Average	60
Shortest	36

Funding/Buyer Programs

The company provides these types of financing:

- Buy Paper from Brokers
- Buy Paper from Leasing Comp
- Discount-Nonrecourse
- Fund Leases Individually

Our company DOES originate paper.
We DO syndicate or sell paper. Details: We sell to manage exposure and accommodate larger transactions.

Syndications / Portfolios:

Equipment Types	Prefer	Will	Will Not	Not Specified
Agricultural		•		
Aircraft		•		
Automobile		•		
Broadcast		•		
Buses		•		
Cable		•		
Communications		•		
Computer		•		
Construction	•	•		
Electronic		•		
Emergency Vehicles		•		
Energy		•		
Furniture/Fixtures		•		

Gaming		•	
Graphic Arts		•	
Industrial		•	
Intermodal	•	•	
Laundry/Drycleaning			•
Livestock			•
Machine Tool		•	
Mailroom		•	
Marine	•	•	
Materials Handling	•	•	
Medical		•	
Mining		•	
Modular Buildings		•	
Office		•	
Other		•	
Point of Sale/Banking		•	
Printing		•	
Project Finance		•	
Rail	•	•	
Recreation			•
Recycling		•	
Restaurant		•	
Satellite			•

Software		•
Trucks and Trailers	•	•
Utility		•
Video		•
Waste Removal		•

Credit Criteria

Percentage of fundings/purchases (by equipment cost) from:

Investment Grade	20%
HLT/Large Cap	0%
Near Investment Grade	25%
Middle Market	40%
Lower Middle Market	15%
Start-ups/Venture	0%
Municipal/Government	0%
Other	0%

Our Company is a(n):

Asset-Based and Credit Lender

Special Requirements

The Minimum Credit Criteria of Obligors:

Lower Middle Market and above with demonstrated positive cash flow and leverage within industry norms

Soft Asset Policy:

Yes, with credit support.

Industries Most Interested in Funding/Purchasing:

Transportation, Manufacturing, Construction, Marine, Air, IT, and Rail

Industries Will Not Fund/Purchase From:

Lessor and/or Broker Requirements:

ELFA Business Councils

Financial Institution

Start of Fiscal Year

January



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CG Commercial Finance is a: Buyer, Seller

Type of Company:

Independent

The company's core business focus:

Type of FundingSource/Buyer

Lender

Investor

Agent

Packager

Source of Funds

Internal Funds

Annual Volume Funded

100-250 Million

Individual Transaction Size

The range of transactions the company will fund/purchase:

Highest	\$100,000,000.00
Average	\$8,000,000.00
Lowest	\$500,000.00

Lease Structures

Lease Terms

Longest	84
Average	48
Shortest	24

Funding/Buyer Programs

The company provides these types of financing:

Our company DOES originate paper.
We DO syndicate or sell paper.

Syndications / Portfolios:

Equipment Types

	Prefer	Will	Will Not	Not Specified
--	--------	------	----------	---------------

Agricultural	•
Aircraft	•
Automobile	•
Broadcast	•
Buses	•
Cable	•
Communications	•
Computer	•
Construction	•
Electronic	•
Emergency Vehicles	•
Energy	•
Furniture/Fixtures	•
Gaming	•
Graphic Arts	•
Industrial	•
Intermodal	•
Laundry/Drycleaning	•
Livestock	•
Machine Tool	•
Mailroom	•
Marine	•
Materials Handling	•

Medical	•
Mining	•
Modular Buildings	•
Office	•
Other	•
Point of Sale/Banking	•
Printing	•
Project Finance	•
Rail	•
Recreation	•
Recycling	•
Restaurant	•
Satellite	•
Software	•
Trucks and Trailers	•
Utility	•
Video	•
Waste Removal	•

Credit Criteria

Percentage of fundings/purchases (by equipment cost) from:

Investment Grade	0%
HLT/Large Cap	50%

Near Investment Grade	0%
Middle Market	30%
Lower Middle Market	20%
Start-ups/Venture	0%
Municipal/Government	0%
Other	0%

Our Company is a(n):

Credit Lender

Special Requirements

The Minimum Credit Criteria of Obligors:

Soft Asset Policy:

Yes.

Industries Most Interested in Funding/Purchasing:

Industries Will Not Fund/Purchase From:

Lessor and/or Broker Requirements:

ELFA Business Councils

Financial Institution

Independent Middle Market

Small Ticket

Captive and Vendor Finance

Start of Fiscal Year



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Channel Partners Capital is a: Buyer, Seller

Type of Company:

Independent

The company's core business focus:

Channel Partners Capital, founded in 2009 is a leading provider of small business working capital loans that range in size from \$10,000 to \$250,000. Located in Minnetonka, MN we service small business borrowers with revenues ranging from \$200,000 to \$10,000,000. As a funding source, we partner exclusively with equipment financing companies, leveraging our market experience to offer an unmatched level of care and insight for both your business and customers. With innovative products, unique partner programs and custom tools designed to support your growth; Channel Partners Capital makes it easy for you to meet all of your customers financing needs.

Type of FundingSource/Buyer

Lender

Source of Funds

Internal Funds

Annual Volume Funded

50-100 Million

Individual Transaction Size

The range of transactions the company will fund/purchase:

Highest	\$250,000.00
Average	\$50,000.00
Lowest	\$5,000.00

Lease Structures

No Information Provided

Lease Terms

Longest	24
Average	11
Shortest	5

Funding/Buyer Programs

The company provides these types of financing:
Other

Our company DOES originate paper.
We DO syndicate or sell paper. Details: Channel Partners Capital originates its loans exclusively through relationships with equipment finance companies. We will sell transactions that do not meet our credit standards or exceed our exposure guidelines.

Syndications / Portfolios:

Equipment Types

	Prefer	Will	Will Not	Not Specified
Agricultural				•
Aircraft				•
Automobile				•
Broadcast				•
Buses				•
Cable				•
Communications				•
Computer				•
Construction				•
Electronic				•
Emergency Vehicles				•
Energy				•
Furniture/Fixtures				•
Gaming				•
Graphic Arts				•

Industrial	•
Intermodal	•
Laundry/Drycleaning	•
Livestock	•
Machine Tool	•
Mailroom	•
Marine	•
Materials Handling	•
Medical	•
Mining	•
Modular Buildings	•
Office	•
Other	•
Point of Sale/Banking	•
Printing	•
Project Finance	•
Rail	•
Recreation	•
Recycling	•
Restaurant	•
Satellite	•
Software	•
Trucks and Trailers	•

Utility	•
Video	•
Waste Removal	•

Credit Criteria

Percentage of fundings/purchases (by equipment cost) from:

Investment Grade	0%
HLT/Large Cap	0%
Near Investment Grade	0%
Middle Market	0%
Lower Middle Market	0%
Start-ups/Venture	0%
Municipal/Government	0%
Other	0%

Our Company is a(n):

Credit Lender

Special Requirements

The Minimum Credit Criteria of Obligors:

TIB - 1 year, Annual Revenues - \$200,000

Soft Asset Policy:

We fund all types of project soft costs for customers of equipment finance companies.

Industries Most Interested in Funding/Purchasing:

Top industries include: Construction Transportation/Logistics Specialty Contractors Manufacturing

Medical Dental Franchises Auto Repair Restaurants Service Related

Industries Will Not Fund/Purchase From:

Gambling, Municipal, Adult Entertainment

Lessor and/or Broker Requirements:

Equipment Finance Companies

ELFA Business Councils

Small Ticket

Start of Fiscal Year

January



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ECS Financial Services, Inc. is a:

Type of Company:
PS

The company's core business focus:

Type of FundingSource/Buyer

Source of Funds

Annual Volume Funded

Individual Transaction Size

The range of transactions the company will fund/purchase:

Highest	\$0.00
---------	--------

Average	\$0.00
Lowest	\$0.00

Lease Structures

No Information Provided

Lease Terms

Longest
Average
Shortest

Funding/Buyer Programs

The company provides these types of financing:

No Information Provided

Our company DOES NOT originate paper.

We DO NOT syndicate or sell paper.

Syndications / Portfolios:

Equipment Types

	Prefer	Will	Will Not	Not Specified
Agricultural				
Aircraft				
Automobile				
Broadcast				

Buses

Cable

Communications

Computer

Construction

Electronic

Emergency Vehicles

Energy

Furniture/Fixtures

Gaming

Graphic Arts

Industrial

Intermodal

Laundry/Drycleaning

Livestock

Machine Tool

Mailroom

Marine

Materials Handling

Medical

Mining

Modular Buildings

Office

Other

Point of Sale/Banking

Printing

Project Finance

Rail

Recreation

Recycling

Restaurant

Satellite

Software

Trucks and Trailers

Utility

Video

Waste Removal

Credit Criteria

Percentage of fundings/purchases (by equipment cost) from:

Investment Grade	%
HLT/Large Cap	%
Near Investment Grade	%
Middle Market	%
Lower Middle Market	%
Start-ups/Venture	%

Municipal/Government	%
Other	%

Our Company is a(n):

Neither Asset-Based nor Credit Lender

Special Requirements

The Minimum Credit Criteria of Obligors:

Soft Asset Policy:

Industries Most Interested in Funding/Purchasing:

Industries Will Not Fund/Purchase From:

Lessor and/or Broker Requirements:

ELFA Business Councils

No Information Provided

Start of Fiscal Year



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Farm Credit Leasing Services Corporation is a: Buyer, Seller

Type of Company:

Bank

The company's core business focus:

Type of FundingSource/Buyer

Investor
Agent
Packager

Source of Funds

Both Internal and Other Funds

Annual Volume Funded

1.7 Billion - 1.8 Billion

Individual Transaction Size

The range of transactions the company will fund/purchase:

Highest	\$15,000,000.00
Average	\$4,000,000.00
Lowest	\$1,000,000.00

Lease Structures

- Conditional Sale/Money-Over-Money
- Operating Lease
- Sale/Leaseback
- TRAC
- Vendor Finance

Lease Terms

Longest	120 month
Average	60 months
Shortest	36 months

Funding/Buyer Programs

- The company provides these types of financing:
- Buy Paper from Brokers
 - Buy Paper: Our Documents Only

Buy Paper from Leasing Comp
Discount-Nonrecourse
Fund Leases Individually
Purchase Portfolios

Our company DOES NOT originate paper.
We DO syndicate or sell paper. Details: Solar, Facilities and Equipment

Syndications / Portfolios:

Equipment Types	Prefer	Will	Will Not	Not Specified
Agricultural	•			
Aircraft			•	
Automobile	•			
Broadcast				•
Buses			•	
Cable				•
Communications		•		
Computer				•
Construction		•		
Electronic		•		
Emergency Vehicles		•		
Energy		•		
Furniture/Fixtures		•		
Gaming			•	
Graphic Arts			•	

Industrial			•
Intermodal		•	
Laundry/Drycleaning			•
Livestock		•	
Machine Tool			•
Mailroom			•
Marine			•
Materials Handling		•	
Medical			•
Mining		•	
Modular Buildings		•	
Office		•	
Other			•
Point of Sale/Banking			•
Printing			•
Project Finance			•
Rail		•	
Recreation			•
Recycling			•
Restaurant			•
Satellite			•
Software		•	
Trucks and Trailers	•		

Utility	•
Video	•
Waste Removal	•

Credit Criteria

Percentage of fundings/purchases (by equipment cost) from:

Investment Grade	20%
HLT/Large Cap	0%
Near Investment Grade	20%
Middle Market	40%
Lower Middle Market	20%
Start-ups/Venture	0%
Municipal/Government	0%
Other	0%

Our Company is a(n):

Neither Asset-Based nor Credit Lender

Special Requirements

The Minimum Credit Criteria of Obligors:

Varies

Soft Asset Policy:

Yes

Industries Most Interested in Funding/Purchasing:

Agricultural Utilities

Industries Will Not Fund/Purchase From:

Medical Restaurant

Lessor and/or Broker Requirements:

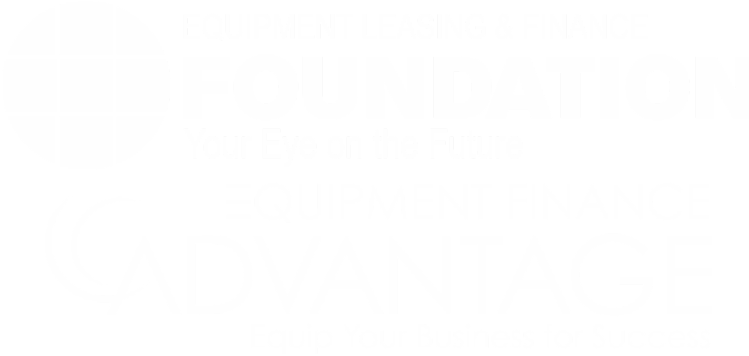
Varies

ELFA Business Councils

Financial Institution

Start of Fiscal Year

January



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Equipment Leasing Group of America, LLC is a: Buyer, Seller

Type of Company:

Independent

The company's core business focus:

We are a general Middle Market Lessor. We fund both credit based and asset-based transactions. We are capable of handling credits ranging from Investment Grade to recent BK and some start-ups – because we cover a wide range each transaction is custom to credit, collateral and/or size. The niches where we would be a good fit are our Hard Asset tougher credit program where we don't underwrite credit, but underwrite the value of the assets. To that end, we have and can help companies in distressed situations and wrap their arms around more complicated transactions. These transactions we are loaning up to 70% of FLV and the stream rates are around 9-12%. Also, Middle Market companies north of \$25MM in sales, good cash flow but light on net worth for deals \$250k and above. We can fund "A" credits for just about any type of collateral anywhere in the country. These deals range from \$100k to

\$10MM. We also fund software only transactions for excellent credits. These are the niches where we feel we might be different than others.

Type of FundingSource/Buyer

Lender
Packager

Source of Funds

Both Internal and Other Funds

Annual Volume Funded

20-50 Million

Individual Transaction Size

The range of transactions the company will fund/purchase:

Highest	\$25,000,000.00
Average	\$1,500,000.00
Lowest	\$100,000.00

Lease Structures

Debt
Leveraged Lease
Tax-Exempt Municipal Lease
Operating Lease
Real Estate
Sale/Leaseback
Startups
Vendor Finance

Lease Terms

Longest	84 months
Average	36 months
Shortest	24 months

Funding/Buyer Programs

The company provides these types of financing:
Fund Leases Individually

Our company DOES originate paper.
We DO syndicate or sell paper. Details: ELGA originates it own paper but also syndicates paper to other lessors and lenders.

Syndications / Portfolios:

Portfolios up to \$3MM with no lease larger than \$500K.

Equipment Types

	Prefer	Will	Will Not	Not Specified
Agricultural		•		
Aircraft		•		
Automobile			•	
Broadcast		•		
Buses	•			
Cable		•		
Communications		•		

Computer	•	
Construction	•	
Electronic		•
Emergency Vehicles	•	
Energy		•
Furniture/Fixtures		•
Gaming		•
Graphic Arts		•
Industrial	•	
Intermodal		•
Laundry/Drycleaning		•
Livestock		•
Machine Tool	•	
Mailroom		•
Marine		•
Materials Handling	•	
Medical	•	
Mining		•
Modular Buildings		•
Office		•
Other		•
Point of Sale/Banking		•
Printing		•

Project Finance	•	
Rail		•
Recreation		•
Recycling		•
Restaurant		•
Satellite		•
Software	•	
Trucks and Trailers	•	
Utility	•	
Video		•
Waste Removal		•

Credit Criteria

Percentage of fundings/purchases (by equipment cost) from:

Investment Grade	15%
HLT/Large Cap	0%
Near Investment Grade	10%
Middle Market	15%
Lower Middle Market	20%
Start-ups/Venture	10%
Municipal/Government	20%
Other	10%

Our Company is a(n):

Asset-Based and Credit Lender

Special Requirements

The Minimum Credit Criteria of Obligors:

We will look at most transactions as we do not have minimum credit criteria because we offer customized solutions for various credit types, collateral types, and size of transactions. We have a few different programs and these are their criteria: - Middle Market - All types of credits with rates applicable to credit type. - Hard Asset Program - Most of our credit decision is based on the auction value of the asset. Typically advance up to 70% of forced liquidation value - Software Only Program - We are looking for excellent credit - primarily public companies with sales of \$500MM plus.

Soft Asset Policy:

Yes up to 100% if credit-worthy. We will do soft costs of up to 20% on most credits.

Industries Most Interested in Funding/Purchasing:

Healthcare, Industrial, technology, manufacturing, medical, and construction including cranes.

Industries Will Not Fund/Purchase From:

livestock, satellite, oil and gas, but open to most types of collateral.

Lessor and/or Broker Requirements:

Minimum 2 years experience in the leasing industry.

ELFA Business Councils

Independent Middle Market

Start of Fiscal Year

January

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First American Equipment Finance, an RBC / City National Company is a: Buyer, Seller

Type of Company:

Bank

The company's core business focus:

First American serves the largest and most sophisticated commercial borrowers in the United States. First American specializes in leasing and financing complex office equipment and technology projects, often combining products and services from multiple vendors and service providers in a single equipment lease. First American serves customers in all 50 states and in Canada. First American is a wholly-owned subsidiary of City National Bank in Los Angeles and Royal Bank of Canada (NYSE: RY). Please see <http://www.faef.com> for additional information.

Type of FundingSource/Buyer

Lender
Investor
Packager

Source of Funds

Both Internal and Other Funds

Annual Volume Funded

600-700 Million

Individual Transaction Size

The range of transactions the company will fund/purchase:

Highest	\$10,000,000.00
Average	\$2,500,000.00
Lowest	\$500,000.00

Lease Structures

- Conditional Sale/Money-Over-Money
- Debt
- Equity
- Leveraged Lease
- Operating Lease
- Sale/Leaseback
- TRAC
- Vendor Finance

Lease Terms

Longest	7
Average	5

Funding/Buyer Programs

The company provides these types of financing:

Buy Paper from Leasing Comp
 Discount-Nonrecourse
 Discount-Recourse
 Debt Side of a Leveraged Lease
 Equity/Purchase of Tax-Orient
 Fund Leases as a Group
 Fund Leases Individually
 Purchase Portfolios
 Warehouse Lines

Our company DOES originate paper.

We DO syndicate or sell paper. Details: Upper Middle Market, Investment Grade, Not-for-Profit

Syndications / Portfolios:

Upper Middle Market, Large Corporate. True Lease/FMV, CSA, Equipment Loans.

Equipment Types

	Prefer	Will	Will Not	Not Specified
Agricultural		•		
Aircraft	•			
Automobile		•		
Broadcast		•		
Buses	•			
Cable		•		

Communications	•		
Computer	•		
Construction		•	
Electronic	•		
Emergency Vehicles		•	
Energy		•	
Furniture/Fixtures	•		
Gaming			•
Graphic Arts		•	
Industrial	•		
Intermodal		•	
Laundry/Drycleaning		•	
Livestock			•
Machine Tool	•		
Mailroom		•	
Marine		•	
Materials Handling	•		
Medical	•		
Mining		•	
Modular Buildings		•	
Office	•		
Other			•
Point of Sale/Banking		•	

Printing	•
Project Finance	•
Rail	•
Recreation	•
Recycling	•
Restaurant	•
Satellite	•
Software	•
Trucks and Trailers	•
Utility	•
Video	•
Waste Removal	•

Credit Criteria

Percentage of fundings/purchases (by equipment cost) from:

Investment Grade	25%
HLT/Large Cap	0%
Near Investment Grade	50%
Middle Market	25%
Lower Middle Market	0%
Start-ups/Venture	0%
Municipal/Government	0%
Other	0%

Our Company is a(n):

Credit Lender

Special Requirements

The Minimum Credit Criteria of Obligors:

*3 years audited financial statements *Minimum equity of \$20 million

Soft Asset Policy:

Soft assets are acceptable

Industries Most Interested in Funding/Purchasing:

Healthcare, Education (Colleges & Universities), Technology, Entertainment

Industries Will Not Fund/Purchase From:

Lessor and/or Broker Requirements:

Not taking broker deals at this time.

ELFA Business Councils

Financial Institution

Start of Fiscal Year

November



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02/20/2018

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First Bank of Highland Park is a: Buyer

Type of Company:

Bank

The company's core business focus:

Type of FundingSource/Buyer

Lender

Source of Funds

Internal Funds

Annual Volume Funded

100-250 Million

Individual Transaction Size

The range of transactions the company will fund/purchase:

Highest	\$30,000,000.00
Average	\$250,000.00
Lowest	\$25,000.00

Lease Structures

Debt

Lease Terms

Longest	84
Average	36
Shortest	12

Funding/Buyer Programs

The company provides these types of financing:

Buy Paper from Leasing Comp

Our company DOES NOT originate paper.

We DO NOT syndicate or sell paper.

Syndications / Portfolios:

Credits with a minimum net worth of \$75 million, profitable, and cash flowing.

Equipment Types

	Prefer	Will	Will Not	Not Specified
Agricultural			•	
Aircraft		•		
Automobile			•	
Broadcast		•		
Buses		•		
Cable		•		
Communications	•	•		
Computer	•	•		
Construction	•	•		
Electronic	•	•		
Emergency Vehicles		•		
Energy		•		
Furniture/Fixtures	•	•		
Gaming			•	
Graphic Arts		•		
Industrial		•		
Intermodal		•		
Laundry/Drycleaning			•	
Livestock			•	
Machine Tool		•		
Mailroom		•		
Marine		•		

Materials Handling	•	•	
Medical	•	•	
Mining		•	
Modular Buildings		•	
Office		•	
Other		•	
Point of Sale/Banking	•	•	
Printing	•	•	
Project Finance			•
Rail	•	•	
Recreation		•	
Recycling		•	
Restaurant			•
Satellite		•	
Software		•	
Trucks and Trailers		•	
Utility		•	
Video		•	
Waste Removal		•	

Credit Criteria

Percentage of fundings/purchases (by equipment cost) from:

Investment Grade	49%
------------------	-----

HLT/Large Cap	0%
Near Investment Grade	46%
Middle Market	5%
Lower Middle Market	0%
Start-ups/Venture	0%
Municipal/Government	0%
Other	0%

Our Company is a(n):

Credit Lender

Special Requirements

The Minimum Credit Criteria of Obligors:

Must be in business for minimum of 5 years with audited financial statements and profitable for the last 3 years. Must also cash flow. Minimum net worth for manufacturing type company is \$75MM; for institutional type credits, can be less than \$75MM.

Soft Asset Policy:

Yes, we finance software and soft costs.

Industries Most Interested in Funding/Purchasing:

Medical and public companies.

Industries Will Not Fund/Purchase From:

Retail, restaurant, trucking, gaming

Lessor and/or Broker Requirements:

Audited financial statements; credit and trade references; been in business for at least 5 years. We do not have broker relationships.

ELFA Business Councils

Financial Institution
Independent Middle Market

Start of Fiscal Year



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03/19/2018

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First Eagle Bank is a: Buyer

Type of Company:

Bank

The company's core business focus:

First Eagle Bank is an independent, Chicago-based community bank. We are a family owned and privately held bank with total assets of \$500 million. Very experienced staff with over 50 collective years in the equipment lease and finance industry. Our focus is on investment grade or similar credits, larger national or regional companies, public or private; upper middle market, institutional credits including hospitals, health care, colleges, schools, municipalities and non-profits. We are not limited geographically and conduct our business on a national basis. We accept a wide variety of equipment for lease including computer, office, telecommunications, copiers, medical, materials handling, construction, manufacturing, industrial and many other types of equipment. Our focus is on credit. We do not do start-ups or credits with significant stories or issues. Our rates are very competitive and are as good as many national or larger regional banks. We offer a high level of service which functions in an

environment without the administrative and bureaucratic hassles of many larger banks. You will always work directly with one person from our staff, from pricing to approval, from documentation to funding and loan close. Fast loan approval turnaround with NO CREDIT COMMITTEE requirements for any dollar amount up to \$10 million. At First Eagle Bank, we provide the commitment to prompt attention and high quality service which only a community bank can truly offer!

Type of FundingSource/Buyer

Lender

Source of Funds

Internal Funds

Annual Volume Funded

20-50 Million

Individual Transaction Size

The range of transactions the company will fund/purchase:

Highest	\$10,000,000.00
Average	\$250,000.00
Lowest	\$50,000.00

Lease Structures

- Conditional Sale/Money-Over-Money
- Debt
- Leveraged Lease
- Tax-Exempt Municipal Lease

Operating Lease
Sale/Leaseback

Lease Terms

Longest	84
Average	36
Shortest	12

Funding/Buyer Programs

The company provides these types of financing:

Buy Paper from Leasing Comp
Discount-Nonrecourse
Debt Side of a Leveraged Lease
Fund Leases as a Group
Fund Leases Individually
Tax-Exempt Municipal Leasing

Our company DOES NOT originate paper.

We DO NOT syndicate or sell paper.

Syndications / Portfolios:

Equipment Types

	Prefer	Will	Will Not	Not Specified
Agricultural		•		
Aircraft			•	
Automobile				•
Broadcast	•			

Buses		•
Cable		•
Communications	•	
Computer	•	
Construction	•	
Electronic	•	
Emergency Vehicles		•
Energy		•
Furniture/Fixtures	•	
Gaming		•
Graphic Arts	•	
Industrial	•	
Intermodal		•
Laundry/Drycleaning		•
Livestock		•
Machine Tool	•	
Mailroom	•	
Marine		•
Materials Handling	•	
Medical	•	
Mining		•
Modular Buildings		•
Office	•	

[illegible]

Credit Criteria

Percentage of fundings/purchases (by equipment cost) from:

Investment Grade	30%
HLT/Large Cap	0%
Near Investment Grade	20%
Middle Market	20%
Lower Middle Market	0%
Start-ups/Venture	0%

Municipal/Government	15%
Other	15%

Our Company is a(n):

Credit Lender

Special Requirements

The Minimum Credit Criteria of Obligors:

In business at least 10 years.

Soft Asset Policy:

Yes.

Industries Most Interested in Funding/Purchasing:

Most industries as long as the credit makes sense.

Industries Will Not Fund/Purchase From:

Lessor and/or Broker Requirements:

Three years financial statements. Bank and funding source references. Background on main principal(s) of the company.

ELFA Business Councils

Financial Institution

Start of Fiscal Year

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02/27/2018

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Hanmi Bank is a: Buyer

Type of Company:

Bank

The company's core business focus:

Hanmi Bank Equipment Finance Group is a small to mid ticket funding source with a wide appetite for equipment and industries. Hanmi is focused on creating partnerships with originators to support or provide vendor programs, UNL programs, portfolio acquisitions and single transaction funding.

Type of FundingSource/Buyer

Lender

Investor

Source of Funds

Internal Funds

Annual Volume Funded

100-250 Million

Individual Transaction Size

The range of transactions the company will fund/purchase:

Highest	\$3,500,000.00
Average	\$100,000.00
Lowest	\$20,000.00

Lease Structures

Conditional Sale/Money-Over-Money

Lease Terms

Longest	84
Average	42
Shortest	12

Funding/Buyer Programs

The company provides these types of financing:

- Buy Paper from Brokers
- Buy Paper from Leasing Comp
- Discount-Nonrecourse
- Discount-Recourse

Fund Leases as a Group
Fund Leases Individually
Purchase Portfolios
Progress Payments
Residual Sharing

Our company DOES NOT originate paper.
We DO NOT syndicate or sell paper.

Syndications / Portfolios:

Hanmi Bank Equipment Finance Group is looking for individual and ongoing portfolio opportunities of small to mid ticket transactions under non-recourse and supported structures

Equipment Types

	Prefer	Will	Will Not	Not Specified
Agricultural		•		
Aircraft			•	
Automobile		•		
Broadcast		•		
Buses		•		
Cable		•		
Communications	•			
Computer	•			
Construction	•			
Electronic	•			
Emergency Vehicles		•		
Energy			•	
Furniture/Fixtures		•		

Gaming			•
Graphic Arts	•		
Industrial	•		
Intermodal		•	
Laundry/Drycleaning	•		
Livestock			•
Machine Tool	•		
Mailroom		•	
Marine			•
Materials Handling	•		
Medical	•		
Mining			•
Modular Buildings		•	
Office		•	
Other		•	
Point of Sale/Banking		•	
Printing		•	
Project Finance			•
Rail			•
Recreation		•	
Recycling	•		
Restaurant		•	
Satellite		•	

Software	•
Trucks and Trailers	•
Utility	•
Video	•
Waste Removal	•

Credit Criteria

Percentage of fundings/purchases (by equipment cost) from:

Investment Grade	0%
HLT/Large Cap	5%
Near Investment Grade	10%
Middle Market	45%
Lower Middle Market	40%
Start-ups/Venture	0%
Municipal/Government	0%
Other	0%

Our Company is a(n):

Credit Lender

Special Requirements

The Minimum Credit Criteria of Obligors:

Our general guidelines for small ticket are: * Time in Business: 3+ Yrs * Personal FICO's: Min. 685 * Comparable Borrowings: 75%

Soft Asset Policy:

Yes- we fund 100% software and annual renewals as collateral.

Industries Most Interested in Funding/Purchasing:

Medical, Construction, Technology, Industrial

Industries Will Not Fund/Purchase From:

Gaming, Aircraft, Marine, Adult Entertainment

Lessor and/or Broker Requirements:

We partner with industry professionals who demonstrate a focus and expertise in a particular vertical.

We tailor programs to meet their unique needs.

ELFA Business Councils

Small Ticket

Start of Fiscal Year

January



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Fuyo General Lease (USA) Inc. is a: Buyer

Type of Company:

Independent

The company's core business focus:

Type of FundingSource/Buyer

Lender

Investor

Source of Funds

Both Internal and Other Funds

Annual Volume Funded

50-100 Million

Individual Transaction Size

The range of transactions the company will fund/purchase:

Highest	\$50,000,000.00
Average	\$500,000.00
Lowest	\$50,000.00

Lease Structures

Debt

Lease Terms

Longest	84
Average	48
Shortest	12

Funding/Buyer Programs

The company provides these types of financing:

- Buy Paper from Brokers
- Buy Paper from Leasing Comp
- Buy Paper:S. I. D. Sub to Appr
- Discount-Nonrecourse
- Discount-Recourse
- Debt Side of a Leveraged Lease
- Fund Leases Individually
- Other
- Purchase Portfolios

Our company DOES originate paper.
We DO syndicate or sell paper. Details: Our policy is held-to-maturity; however, we sometimes optimize our portfolio.

Syndications / Portfolios:

Flexible with the type of structure and equipment.

Equipment Types

	Prefer	Will	Will Not	Not Specified
Agricultural		•		
Aircraft		•		
Automobile		•		
Broadcast		•		
Buses		•		
Cable		•		
Communications	•			
Computer	•			
Construction		•		
Electronic	•			
Emergency Vehicles		•		
Energy		•		
Furniture/Fixtures	•			
Gaming		•		
Graphic Arts	•	•		
Industrial	•			

Intermodal		•	
Laundry/Drycleaning		•	
Livestock		•	
Machine Tool	•		
Mailroom	•	•	
Marine		•	
Materials Handling	•		
Medical	•	•	
Mining		•	
Modular Buildings		•	•
Office		•	
Other		•	
Point of Sale/Banking		•	
Printing	•		
Project Finance		•	
Rail		•	
Recreation		•	
Recycling		•	
Restaurant		•	
Satellite		•	
Software	•		
Trucks and Trailers		•	
Utility		•	

Video

Waste Removal

Credit Criteria

Percentage of fundings/purchases (by equipment cost) from:

Investment Grade	0%
HLT/Large Cap	0%
Near Investment Grade	0%
Middle Market	0%
Lower Middle Market	0%
Start-ups/Venture	0%
Municipal/Government	0%
Other	0%

Our Company is a(n):

Neither Asset-Based nor Credit Lender

Special Requirements

The Minimum Credit Criteria of Obligors:

Soft Asset Policy:

Industries Most Interested in Funding/Purchasing:

Industries Will Not Fund/Purchase From:

Lessor and/or Broker Requirements:

ELFA Business Councils

Independent Middle Market
Small Ticket

Start of Fiscal Year



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03/01/2018

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Huntington Equipment Finance is a: Buyer, Seller

Type of Company:

Bank

The company's core business focus:

Type of FundingSource/Buyer

Lender

Investor

Source of Funds

Internal Funds

Annual Volume Funded

3.2 Billion - 3.3 Billion

Individual Transaction Size

The range of transactions the company will fund/purchase:

Highest	\$75,000,000.00
Average	\$5,000,000.00
Lowest	\$2,000,000.00

Lease Structures

- Conditional Sale/Money-Over-Money
- Debt
- Tax-Exempt Municipal Lease
- Operating Lease
- Sale/Leaseback
- TRAC

Lease Terms

Longest	180
Average	60
Shortest	36

Funding/Buyer Programs

The company provides these types of financing:

- Discount-Nonrecourse
- Fund Leases as a Group
- Fund Leases Individually
- Tax-Exempt Municipal Leasing
- Purchase Portfolios

Our company DOES originate paper.
We DO syndicate or sell paper.

Syndications / Portfolios:

Equipment Types	Prefer	Will	Will Not	Not Specified
Agricultural	•			
Aircraft	•			
Automobile			•	
Broadcast			•	
Buses		•		
Cable		•		
Communications		•		
Computer		•		
Construction		•		
Electronic		•		
Emergency Vehicles		•		
Energy	•			
Furniture/Fixtures		•		
Gaming			•	
Graphic Arts		•		
Industrial	•			
Intermodal		•		

Laundry/Drycleaning		•
Livestock		•
Machine Tool	•	
Mailroom	•	
Marine	•	
Materials Handling	•	
Medical	•	
Mining	•	
Modular Buildings	•	
Office	•	
Other	•	
Point of Sale/Banking	•	
Printing	•	
Project Finance	•	
Rail	•	
Recreation		•
Recycling	•	
Restaurant		•
Satellite		•
Software	•	
Trucks and Trailers	•	
Utility	•	
Video	•	

Waste Removal



Credit Criteria

Percentage of fundings/purchases (by equipment cost) from:

Investment Grade	20%
HLT/Large Cap	0%
Near Investment Grade	40%
Middle Market	10%
Lower Middle Market	0%
Start-ups/Venture	0%
Municipal/Government	30%
Other	0%

Our Company is a(n):

Credit Lender

Special Requirements

The Minimum Credit Criteria of Obligors:

Soft Asset Policy:

yes.

Industries Most Interested in Funding/Purchasing:

Industries Will Not Fund/Purchase From:

Lessor and/or Broker Requirements:

ELFA Business Councils

Financial Institution

Start of Fiscal Year

January



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04/04/2018

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Indigo Commercial Finance, LLC is a: Buyer

Type of Company:

Independent

The company's core business focus:

Indigo Commercial Finance, LLC is a commercial lender focused on middle market B and C credits for transactions \$500 thousand and \$10 million. The Indigo group of companies are a private debt capital platform that provides flexibility in structuring and funding transactions with intermediaries and their clients.

Type of FundingSource/Buyer

Lender

Source of Funds

Internal Funds

Annual Volume Funded

0-20 Million

Individual Transaction Size

The range of transactions the company will fund/purchase:

Highest	\$7,500,000.00
Average	\$2,500,000.00
Lowest	\$500,000.00

Lease Structures

- Conditional Sale/Money-Over-Money
- Debt
- Leveraged Lease
- Operating Lease
- Real Estate
- Sale/Leaseback
- Startups
- TRAC
- Vendor Finance

Lease Terms

Longest	60
Average	36
Shortest	12

Funding/Buyer Programs

The company provides these types of financing:

Buy Paper from Brokers

Buy Paper: Our Documents Only

Buy Paper from Leasing Comp

Buy Paper:S. I. D. Sub to Appr

Discount-Nonrecourse

Discount-Recourse

Debt Side of a Leveraged Lease

Equity/Purchase of Tax-Orient

Fund Leases as a Group

Fund Leases Individually

Inventory Financing/Floor Plan

Tax-Exempt Municipal Leasing

Other

Purchase Portfolios

Progress Payments

Residual Financing

Residual Sharing

Our company DOES originate paper.

We DO NOT syndicate or sell paper.

Syndications / Portfolios:

Equipment Types

	Prefer	Will	Will Not	Not Specified
Agricultural		•		
Aircraft		•		
Automobile		•		
Broadcast		•		
Buses		•		

Cable	•	
Communications	•	
Computer		•
Construction	•	
Electronic		•
Emergency Vehicles	•	
Energy	•	
Furniture/Fixtures		•
Gaming	•	
Graphic Arts	•	
Industrial	•	
Intermodal	•	
Laundry/Drycleaning	•	
Livestock		•
Machine Tool	•	
Mailroom	•	
Marine	•	
Materials Handling	•	
Medical	•	
Mining	•	
Modular Buildings	•	
Office	•	
Other	•	

Point of Sale/Banking	•
Printing	•
Project Finance	•
Rail	•
Recreation	•
Recycling	•
Restaurant	•
Satellite	•
Software	•
Trucks and Trailers	•
Utility	•
Video	•
Waste Removal	•

Credit Criteria

Percentage of fundings/purchases (by equipment cost) from:

Investment Grade	0%
HLT/Large Cap	0%
Near Investment Grade	0%
Middle Market	50%
Lower Middle Market	50%
Start-ups/Venture	0%
Municipal/Government	0%

Other

0%

Our Company is a(n):

Asset-Based Lender

Special Requirements

The Minimum Credit Criteria of Obligors:

All structured situations are considered, as Indigo's decisioning is typically based on asset coverage and not specific credit metrics. Although, Indigo will not consider situations where a clearly delineated exit strategy cannot be determined.

Soft Asset Policy:

Yes, high efficacy intellectual property.

Industries Most Interested in Funding/Purchasing:

Most US domestic, capital-intensive industries.

Industries Will Not Fund/Purchase From:

Lessor and/or Broker Requirements:

Trustworthy relationships, forward-looking repeatable volume evidence and an experienced team in which we can share an execution capability to the market with our products.

ELFA Business Councils

Financial Institution

Independent Middle Market

Start of Fiscal Year

February

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LEAF Commercial Capital Inc. is a: Buyer, Seller

Type of Company:

Independent

The company's core business focus:

LEAF Commercial Capital, Inc., a subsidiary of People's United Bank, N.A., ("LEAF") maintains a nationwide origination footprint working with manufacturers, distributors, dealers, referral partners and end users of essential use equipment and software in a variety of industries, including office products, technology, medical, light industrial, manufacturing and construction. We're small-ticket, app-only specialists, and we offer portfolio management solutions for lenders seeking to diversify, rebalance and drive liquidity from their equipment finance assets. Whether you choose to retain servicing or rely on us for a complete private-label solution, our capital strength, expertise and highly efficient underwriting process deliver confidence of execution when you need it most. From individual transactions to large portfolios, when equipment lenders need to unlock portfolio equity, it's easier with LEAF.

Type of FundingSource/Buyer

Lender

Source of Funds

Internal Funds

Annual Volume Funded

250-500 Million

Individual Transaction Size

The range of transactions the company will fund/purchase:

Highest	\$500,000.00
Average	\$50,000.00
Lowest	\$10,000.00

Lease Structures

- Conditional Sale/Money-Over-Money
- Debt
- Leveraged Lease
- Tax-Exempt Municipal Lease
- Operating Lease
- Sale/Leaseback
- Vendor Finance

Lease Terms

Longest	120
---------	-----

Average	48
Shortest	6

Funding/Buyer Programs

The company provides these types of financing:

No Information Provided

Our company DOES originate paper.

We DO syndicate or sell paper.

Syndications / Portfolios:

Interested in portfolios \$2mm to \$200mm and individual transactions for up to \$500k

Application-only up to \$350k.

Equipment Types

	Prefer	Will	Will Not	Not Specified
Agricultural		•		
Aircraft		•		
Automobile		•		
Broadcast		•		
Buses		•		
Cable		•		
Communications	•			
Computer	•			
Construction		•		
Electronic		•		
Emergency Vehicles		•		

Energy		•	
Furniture/Fixtures	•		
Gaming			•
Graphic Arts		•	
Industrial	•		
Intermodal		•	
Laundry/Drycleaning		•	
Livestock			•
Machine Tool		•	
Mailroom	•		
Marine		•	
Materials Handling	•		
Medical	•		
Mining		•	
Modular Buildings		•	
Office	•		
Other		•	
Point of Sale/Banking	•		
Printing		•	
Project Finance		•	
Rail		•	
Recreation		•	
Recycling		•	

Restaurant	•	
Satellite		•
Software	•	
Trucks and Trailers	•	
Utility	•	
Video	•	
Waste Removal	•	

Credit Criteria

Percentage of fundings/purchases (by equipment cost) from:

Investment Grade	10%
HLT/Large Cap	10%
Near Investment Grade	20%
Middle Market	25%
Lower Middle Market	30%
Start-ups/Venture	0%
Municipal/Government	5%
Other	0%

Our Company is a(n):

Credit Lender

Special Requirements

The Minimum Credit Criteria of Obligor:

Time in business of 2 or more years but will consider shorter duration on an exception basis.

Soft Asset Policy:

yes, depending on the nature of the transaction

Industries Most Interested in Funding/Purchasing:

Manufacturing, Industrial, Healthcare, Service Industries, Professionals

Industries Will Not Fund/Purchase From:

Gaming, Marijuana, Loan Brokers, Chiropractors, Dry Cleaning Plants

Lessor and/or Broker Requirements:

Established track record, equipment & industry experience & references.

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Independent Middle Market

Small Ticket

Captive and Vendor Finance

Start of Fiscal Year

January





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03/16/2018

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MB Financial Bank is a: Buyer, Equity Provider

Type of Company:

Bank

The company's core business focus:

Our Lease Banking group focuses on working with equipment lessors to finance the nonrecourse debt portion of their equipment leases. We also provide lessors with bridge lines of credit.

Type of FundingSource/Buyer

Lender

Investor

Source of Funds

Internal Funds

Annual Volume Funded

1.6 Billion - 1.7 Billion

Individual Transaction Size

The range of transactions the company will fund/purchase:

Highest	\$20,000,000.00
Average	\$800,000.00
Lowest	\$100,000.00

Lease Structures

- Conditional Sale/Money-Over-Money
- Debt
- Equity
- Leveraged Lease
- Tax-Exempt Municipal Lease
- Operating Lease
- Sale/Leaseback
- Vendor Finance

Lease Terms

Longest	84
Average	36
Shortest	24

Funding/Buyer Programs

The company provides these types of financing:

Discount-Nonrecourse

Discount-Recourse

Debt Side of a Leveraged Lease

Equity/Purchase of Tax-Orient

Fund Leases as a Group

Fund Leases Individually

Tax-Exempt Municipal Leasing

Purchase Portfolios

Progress Payments

Residual Financing

Residual Sharing

Warehouse Lines

Our company DOES NOT originate paper.

We DO NOT syndicate or sell paper.

Syndications / Portfolios:

Equipment Types

	Prefer	Will	Will Not	Not Specified
Agricultural		•		
Aircraft		•		
Automobile			•	
Broadcast		•		
Buses		•		
Cable		•		
Communications	•	•		
Computer	•	•		

Construction		•	
Electronic	•	•	
Emergency Vehicles		•	
Energy		•	
Furniture/Fixtures		•	
Gaming		•	
Graphic Arts		•	
Industrial		•	
Intermodal		•	
Laundry/Drycleaning		•	
Livestock			•
Machine Tool		•	
Mailroom		•	
Marine		•	
Materials Handling	•		
Medical	•		
Mining		•	
Modular Buildings		•	
Office		•	
Other			•
Point of Sale/Banking		•	
Printing		•	
Project Finance		•	

Rail	•
Recreation	•
Recycling	•
Restaurant	•
Satellite	•
Software	•
Trucks and Trailers	•
Utility	•
Video	•
Waste Removal	•

Credit Criteria

Percentage of fundings/purchases (by equipment cost) from:

Investment Grade	50%
HLT/Large Cap	0%
Near Investment Grade	30%
Middle Market	10%
Lower Middle Market	0%
Start-ups/Venture	0%
Municipal/Government	10%
Other	0%

Our Company is a(n):

Credit Lender

Special Requirements

The Minimum Credit Criteria of Obligors:

A publicly-held lessee must be rated single B or higher by Moody's, S&P or Fitch. Non-rated or privately-held lessees must have a financial and risk profile that would equate to a single B or higher credit quality.

Soft Asset Policy:

We will finance soft assets that are combined with hard assets in a lease. We will also finance IPA 100% software and maintenance contracts.

Industries Most Interested in Funding/Purchasing:

We are not industry focused.

Industries Will Not Fund/Purchase From:

Lessor and/or Broker Requirements:

We only work with equipment lessors requiring financing of their equipment leases as the owner lessor. We do not work with brokers.

ELFA Business Councils

Financial Institution

Start of Fiscal Year

January



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03/12/2018

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NFS Leasing, Inc. is a: Buyer

Type of Company:

Independent

The company's core business focus:

Type of FundingSource/Buyer

Lender

Source of Funds

Internal Funds

Annual Volume Funded

50-100 Million

Individual Transaction Size

The range of transactions the company will fund/purchase:

Highest	\$10,000,000.00
Average	\$500,000.00
Lowest	\$100,000.00

Lease Structures

- Conditional Sale/Money-Over-Money
- Operating Lease
- Sale/Leaseback
- Startups

Lease Terms

Longest	84
Average	48
Shortest	12

Funding/Buyer Programs

- The company provides these types of financing:
- Buy Paper: Our Documents Only
 - Buy Paper from Leasing Comp
 - Buy Paper:S. I. D. Sub to Appr
 - Discount-Nonrecourse
 - Fund Leases Individually
 - Purchase Portfolios
 - Finance Startup Companies

Venture Leasing

Our company DOES originate paper.

We DO NOT syndicate or sell paper.

Syndications / Portfolios:

Equipment Types

	Prefer	Will	Will Not	Not Specified
Agricultural	•			
Aircraft			•	
Automobile			•	
Broadcast		•		
Buses			•	
Cable		•		
Communications		•		
Computer	•			
Construction	•			
Electronic		•		
Emergency Vehicles		•		
Energy	•			
Furniture/Fixtures			•	
Gaming			•	
Graphic Arts		•		
Industrial	•			
Intermodal		•		

Laundry/Drycleaning	•	
Livestock		•
Machine Tool	•	
Mailroom	•	
Marine	•	
Materials Handling	•	
Medical	•	
Mining	•	
Modular Buildings	•	
Office	•	
Other	•	
Point of Sale/Banking	•	
Printing	•	
Project Finance		•
Rail		•
Recreation		•
Recycling	•	
Restaurant		•
Satellite		•
Software	•	
Trucks and Trailers	•	
Utility	•	
Video	•	

Waste Removal



Credit Criteria

Percentage of fundings/purchases (by equipment cost) from:

Investment Grade	0%
HLT/Large Cap	0%
Near Investment Grade	0%
Middle Market	25%
Lower Middle Market	30%
Start-ups/Venture	35%
Municipal/Government	0%
Other	0%

Our Company is a(n):

Asset-Based Lender

Special Requirements

The Minimum Credit Criteria of Obligors:

NFS provides structured lease financing for credit-challenged companies. We work with companies who are start-ups, story credit, turnaround, pre-revenue, prior bankruptcy etc.

Soft Asset Policy:

Yes

Industries Most Interested in Funding/Purchasing:

technology equipment, scientific and medical equipment, as well as robotic, agricultural, transportation and construction equipment.

Industries Will Not Fund/Purchase From:
Cannabis-related Weapons Adult Entertainment

Lessor and/or Broker Requirements:

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Independent Middle Market
Captive and Vendor Finance

Start of Fiscal Year



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Navitas Credit Corp. is a: Buyer

Type of Company:

Independent

The company's core business focus:

We are a nationwide direct lender with a focus on the small and medium sized business sector. Navitas provides capital in the form of leases, loans and working capital to assist businesses in acquiring the equipment and financing they need to grow and stay competitive. We develop our customer relationships through direct marketing to businesses owners as well as establishing referral programs with equipment dealers, manufacturers, and third party originators. Navitas was founded in 2008 and is managed by a team of industry professionals with a long track record of success.

Type of FundingSource/Buyer

Lender

Source of Funds

Internal Funds

Annual Volume Funded

250-500 Million

Individual Transaction Size

The range of transactions the company will fund/purchase:

Highest	\$2,000,000.00
Average	\$45,000.00
Lowest	\$10,000.00

Lease Structures

- Conditional Sale/Money-Over-Money
- Sale/Leaseback
- Vendor Finance

Lease Terms

Longest	84
Average	48
Shortest	12

Funding/Buyer Programs

- The company provides these types of financing:
- Buy Paper from Brokers

Discount-Nonrecourse
Purchase Portfolios
Progress Payments

Our company DOES originate paper.

We DO syndicate or sell paper. Details: Some syndication of non-bank appetite and alternative product originations.

Syndications / Portfolios:

We are generalists in nature relative to equipment and industry type. We have the ability to evaluate requests from a credit perspective (A- to B+ credit appetite), as well as asset-based lending.

Equipment Types

	Prefer	Will	Will Not	Not Specified
Agricultural		•		
Aircraft			•	
Automobile			•	
Broadcast		•		
Buses		•		
Cable		•		
Communications		•		
Computer		•		
Construction		•		
Electronic		•		
Emergency Vehicles		•		
Energy		•		
Furniture/Fixtures		•		

Gaming		•
Graphic Arts	•	
Industrial	•	
Intermodal		•
Laundry/Drycleaning	•	
Livestock		•
Machine Tool	•	
Mailroom	•	
Marine		•
Materials Handling	•	
Medical	•	
Mining		•
Modular Buildings	•	
Office	•	
Other	•	
Point of Sale/Banking	•	
Printing	•	
Project Finance	•	
Rail		•
Recreation	•	
Recycling	•	
Restaurant	•	
Satellite	•	

Software	•	
Trucks and Trailers	•	
Utility	•	
Video	•	
Waste Removal		•

Credit Criteria

Percentage of fundings/purchases (by equipment cost) from:

Investment Grade	10%
HLT/Large Cap	0%
Near Investment Grade	90%
Middle Market	65%
Lower Middle Market	35%
Start-ups/Venture	5%
Municipal/Government	3%
Other	0%

Our Company is a(n):

Asset-Based and Credit Lender

Special Requirements

The Minimum Credit Criteria of Obligors:

Generally 2+ years time in business, satisfactory personal and commercial borrowing history.
Profitable operations with positive cash flow and sufficient coverage for new financing amount.

Soft Asset Policy:

Yes, we have the ability to evaluate soft assets as collateral, to include FF&E projects, LED lighting, etc.

Industries Most Interested in Funding/Purchasing:

With the exception of a small set of restricted industries, we diversify our portfolio by industry type.

Industries Will Not Fund/Purchase From:

Long-haul transportation, Agriculture, Mining, Gaming, Cannabis

Lessor and/or Broker Requirements:

Generally 4 years in business operating as an equipment finance broker/lessor with verifiable satisfactory relationships with other industry funding sources for at least two years. Ability to consistently originate transactions that match our credit and collateral appetite.

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Small Ticket

Start of Fiscal Year

January



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Red Bridge Capital is a: Buyer

Type of Company:

Independent

The company's core business focus:

Are you constantly seeking capital to fund leases? Our structures are designed to facilitate incremental growth. We want to help you initiate more leases and grow your leasing portfolio. This structure has allowed our partners to grow their own portfolio due to their ability to respond quickly and fund transactions. The goal is to fund transactions that you already seeing, but are having a hard time getting banks to approve. We look at storied credits and can be creative in the contractual strucutre. The lessor papers and services the lease. The benefit to the lessor is to build a worth while residual base.

Type of FundingSource/Buyer

Lender

Source of Funds

Internal Funds

Annual Volume Funded

0-20 Million

Individual Transaction Size

The range of transactions the company will fund/purchase:

Highest	\$6,000,000.00
Average	\$1,000,000.00
Lowest	\$100,000.00

Lease Structures

- Debt
- Operating Lease
- Sale/Leaseback

Lease Terms

Longest	36
Average	
Shortest	

Funding/Buyer Programs

The company provides these types of financing:

Buy Paper from Leasing Comp

Discount-Nonrecourse
Discount-Recourse
Fund Leases as a Group
Inventory Financing/Floor Plan
Purchase Portfolios
Warehouse Lines

Our company DOES NOT originate paper.
We DO NOT syndicate or sell paper.

Syndications / Portfolios:

Our goal is to put a funding agreement in place to then look at individual transactions, fund them into a pool structure, let them amortize over the term, while RBC receives principle and interest payments over the term. You, the lessor, will service throughout the lease and benefit from the residual base. this structure allows you to grow your own portfolio and create incremental revenue.

Equipment Types

	Prefer	Will	Will Not	Not Specified
Agricultural				•
Aircraft				•
Automobile				•
Broadcast				•
Buses				•
Cable				•
Communications				•
Computer				•
Construction				•
Electronic				•

Emergency Vehicles	•
Energy	•
Furniture/Fixtures	•
Gaming	•
Graphic Arts	•
Industrial	•
Intermodal	•
Laundry/Drycleaning	•
Livestock	•
Machine Tool	•
Mailroom	•
Marine	•
Materials Handling	•
Medical	•
Mining	•
Modular Buildings	•
Office	•
Other	•
Point of Sale/Banking	•
Printing	•
Project Finance	•
Rail	•
Recreation	•

Recycling	•
Restaurant	•
Satellite	•
Software	•
Trucks and Trailers	•
Utility	•
Video	•
Waste Removal	•

Credit Criteria

Percentage of fundings/purchases (by equipment cost) from:

Investment Grade	0%
HLT/Large Cap	0%
Near Investment Grade	0%
Middle Market	0%
Lower Middle Market	0%
Start-ups/Venture	0%
Municipal/Government	0%
Other	0%

Our Company is a(n):

Asset-Based and Credit Lender

Special Requirements

The Minimum Credit Criteria of Obligors:

One of the benefits of using an alternative lender like RBC is that we can be flexible in our underwriting. We look at storied credits. We underwrite based on the Credit of the business and guarantor, the Collateral or Asset strength (and the ability to possibly re-sell easily if necessary) and the structure of the contract with the lessee. We see many deals that are just outside of the banks limits or they have exposure limits.

Soft Asset Policy:

Generally no. However, we may be able to take real estate as additional collateral or other co-lessees or guarantors to make up the difference.

Industries Most Interested in Funding/Purchasing:

We really are generalists. We have funded everything from yellow iron, airplanes, hospital equipment, to vehicles.

Industries Will Not Fund/Purchase From:

Cannabis Adult Gaming Software

Lessor and/or Broker Requirements:

We generally work with lessors that are funding more than \$30-40M in leases each year.

ELFA Business Councils

Independent Middle Market

Start of Fiscal Year

January



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02/27/2018

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SCG Capital Corporation is a: Buyer, Equity Provider

Type of Company:

Independent

The company's core business focus:

General Equipment, Medical, Health Care, Industrial and Information Technology Lessor.

Type of FundingSource/Buyer

Lender

Investor

Source of Funds

Internal Funds

Annual Volume Funded

20-50 Million

Individual Transaction Size

The range of transactions the company will fund/purchase:

Highest	\$15,000,000.00
Average	\$650,000.00
Lowest	\$25,000.00

Lease Structures

- Debt
- Equity
- Leveraged Lease
- Operating Lease
- Sale/Leaseback
- Vendor Finance

Lease Terms

Longest	72
Average	36,48,60
Shortest	18

Funding/Buyer Programs

The company provides these types of financing:

- Buy Paper from Brokers
- Buy Paper: Our Documents Only
- Buy Paper from Leasing Comp
- Buy Paper:S. I. D. Sub to Appr
- Equity/Purchase of Tax-Orient

Fund Leases as a Group
Fund Leases Individually
Purchase Portfolios
Residual Financing

Our company DOES originate paper.

We DO NOT syndicate or sell paper. Details: SCG only Purchases FMV Leases. We do Not Sell Deals from our Portfolio.

Syndications / Portfolios:

SCG will buy leveraged or unleveraged FMV portfolios. SCG will also buy aged paper and aged portfolios.

Equipment Types

	Prefer	Will	Will Not	Not Specified
Agricultural		•		
Aircraft		•		
Automobile		•		
Broadcast		•		
Buses		•		
Cable		•		
Communications	•			
Computer	•			
Construction	•			
Electronic	•			
Emergency Vehicles		•		
Energy		•		
Furniture/Fixtures	•			

Gaming		•
Graphic Arts		•
Industrial	•	
Intermodal		•
Laundry/Drycleaning		•
Livestock		•
Machine Tool	•	
Mailroom		•
Marine		•
Materials Handling	•	
Medical	•	
Mining	•	
Modular Buildings		•
Office	•	
Other		•
Point of Sale/Banking	•	
Printing	•	
Project Finance		•
Rail		•
Recreation		•
Recycling		•
Restaurant		•
Satellite		•

Software	•
Trucks and Trailers	•
Utility	•
Video	•
Waste Removal	•

Credit Criteria

Percentage of fundings/purchases (by equipment cost) from:

Investment Grade	10%
HLT/Large Cap	20%
Near Investment Grade	25%
Middle Market	20%
Lower Middle Market	20%
Start-ups/Venture	2%
Municipal/Government	3%
Other	0%

Our Company is a(n):

Asset-Based and Credit Lender

Special Requirements

The Minimum Credit Criteria of Obligors:

Our ideal Credit Profile is typically the Market equivalent of a B+ or better. Equipment where SCG is most aggressive includes: Medical, Hospital & Life Science, IT, Industrial, Material Handling, Machine Tool, FF&E, or Recreational equipment.

Soft Asset Policy:

Yes, But the lessee must be a strong credit.

Industries Most Interested in Funding/Purchasing:

Medical, Health Care, Hospital, Auto (and related Suppliers), Industrial, Manufacturing, Mining, Pharma, Defense, Consumer Products, Logistics, etc.

Industries Will Not Fund/Purchase From:

Lessor and/or Broker Requirements:

ELFA Business Councils

Independent Middle Market

Start of Fiscal Year

January



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04/01/2018

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Securcor Financial Group is a: Buyer

Type of Company:

Investment Bank

The company's core business focus:

Securcor purchases equipment and automotive portfolios on a non recourse basis where, in most cases, the seller remains as the servicer of the portfolio. We target funding facility opportunities that accommodate \$20 million to \$100 million of annual origination volume.

Type of FundingSource/Buyer

Lender
Investor

Source of Funds

Both Internal and Other Funds

Annual Volume Funded

50-100 Million

Individual Transaction Size

The range of transactions the company will fund/purchase:

Highest	\$100,000,000.00
Average	\$50,000,000.00
Lowest	\$25,000,000.00

Lease Structures

No Information Provided

Lease Terms

Longest	72
Average	48
Shortest	36

Funding/Buyer Programs

The company provides these types of financing:

- Buy Paper from Leasing Comp
- Discount-Nonrecourse
- Discount-Recourse
- Fund Leases as a Group
- Purchase Portfolios
- Securitizations

Our company DOES NOT originate paper.
We DO NOT syndicate or sell paper.

Syndications / Portfolios:

Securcor purchases equipment and automotive portfolios on a non recourse basis where, in most cases, the seller remains as the servicer of the portfolio.

Equipment Types

	Prefer	Will	Will Not	Not Specified
Agricultural		•		
Aircraft			•	
Automobile		•		
Broadcast		•		
Buses		•		
Cable		•		
Communications		•		
Computer		•		
Construction		•		
Electronic		•		
Emergency Vehicles		•		
Energy			•	
Furniture/Fixtures		•		
Gaming			•	
Graphic Arts		•		
Industrial		•		

Intermodal	•	
Laundry/Drycleaning	•	
Livestock		•
Machine Tool	•	
Mailroom	•	
Marine		•
Materials Handling	•	
Medical	•	
Mining		•
Modular Buildings		•
Office	•	
Other	•	
Point of Sale/Banking	•	
Printing	•	
Project Finance		•
Rail	•	
Recreation		•
Recycling		•
Restaurant	•	
Satellite		•
Software	•	
Trucks and Trailers	•	
Utility	•	

Video •

Waste Removal •

Credit Criteria

Percentage of fundings/purchases (by equipment cost) from:

Investment Grade	0%
HLT/Large Cap	0%
Near Investment Grade	60%
Middle Market	40%
Lower Middle Market	0%
Start-ups/Venture	0%
Municipal/Government	0%
Other	0%

Our Company is a(n):

Asset-Based Lender

Special Requirements

The Minimum Credit Criteria of Obligors:

We prefer lessors/originators with at least 5 years experience in running their leasing companies

Soft Asset Policy:

Not normally but on an exception basis we could

Industries Most Interested in Funding/Purchasing:

A broad array of equipment leasing assets and automobile portfolios. Average ticket size of leases in the portfolio of \$50,000 to \$100,000

Industries Will Not Fund/Purchase From:

None

Lessor and/or Broker Requirements:

1. Knowledge of the business 2. Demonstrate their ability to service their portfolios. 3. Be financially stable to continue to service the sold portfolio

ELFA Business Councils

Financial Institution

Small Ticket

Start of Fiscal Year

January



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Stonebriar Commercial Finance is a:

Type of Company:

Multi-line Commercial

The company's core business focus:

Type of FundingSource/Buyer

Source of Funds

Annual Volume Funded

1 Billion - 1.1 Billion

Individual Transaction Size

The range of transactions the company will fund/purchase:

Highest	\$0.00
Average	\$0.00
Lowest	\$0.00

Lease Structures

- Debt
- Operating Lease
- Real Estate
- Sale/Leaseback
- TRAC

Lease Terms

Longest
Average
Shortest

Funding/Buyer Programs

The company provides these types of financing:

- Buy Paper from Brokers
- Buy Paper from Leasing Comp
- Discount-Nonrecourse
- Discount-Recourse
- Debt Side of a Leveraged Lease
- Fund Leases as a Group
- Fund Leases Individually
- Purchase Portfolios
- Progress Payments

Our company DOES NOT originate paper.
We DO NOT syndicate or sell paper.

Syndications / Portfolios:

Equipment Types	Prefer	Will	Will Not	Not Specified
Agricultural				
Aircraft				
Automobile				
Broadcast				
Buses				
Cable				
Communications				
Computer				
Construction				
Electronic				
Emergency Vehicles				
Energy				
Furniture/Fixtures				
Gaming				
Graphic Arts				
Industrial				
Intermodal				
Laundry/Drycleaning				

Livestock

Machine Tool

Mailroom

Marine

Materials Handling

Medical

Mining

Modular Buildings

Office

Other

Point of Sale/Banking

Printing

Project Finance

Rail

Recreation

Recycling

Restaurant

Satellite

Software

Trucks and Trailers

Utility

Video

Waste Removal

Credit Criteria

Percentage of fundings/purchases (by equipment cost) from:

Investment Grade	%
HLT/Large Cap	%
Near Investment Grade	%
Middle Market	%
Lower Middle Market	%
Start-ups/Venture	%
Municipal/Government	%
Other	%

Our Company is a(n):

Neither Asset-Based nor Credit Lender

Special Requirements

The Minimum Credit Criteria of Obligors:

Soft Asset Policy:

Industries Most Interested in Funding/Purchasing:

Industries Will Not Fund/Purchase From:

Lessor and/or Broker Requirements:

ELFA Business Councils

Financial Institution
Independent Middle Market

Start of Fiscal Year



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Sun Life Financial is a: Buyer

Type of Company:

IC

The company's core business focus:

We provide annual volume based non-recourse flow facilities. Tranches on funded, on a discounted cash flow basis, periodically at a fixed rate for their life. A portion of the amount is held back and returned over time. Current focus is on commercial equipment backed leases/loans. Our facilities are on a fully-serviced basis (serviced by the originators).

Type of FundingSource/Buyer

Lender

Investor

Source of Funds

Both Internal and Other Funds

Annual Volume Funded

Individual Transaction Size

The range of transactions the company will fund/purchase:

Highest	\$250,000.00
Average	\$100,000.00
Lowest	\$10,000.00

Lease Structures

No Information Provided

Lease Terms

Longest	72
Average	40
Shortest	12

Funding/Buyer Programs

The company provides these types of financing:

No Information Provided

Our company DOES NOT originate paper.

We DO NOT syndicate or sell paper. Details: We hold everything to maturity

Syndications / Portfolios:

Equipment Types

	Prefer	Will	Will Not	Not Specified
Agricultural				•
Aircraft				•
Automobile				•
Broadcast				•
Buses				•
Cable				•
Communications				•
Computer				•
Construction				•
Electronic				•
Emergency Vehicles				•
Energy				•
Furniture/Fixtures				•
Gaming				•
Graphic Arts				•
Industrial				•
Intermodal				•
Laundry/Drycleaning				•
Livestock				•
Machine Tool				•
Mailroom				•
Marine				•

Materials Handling	•
Medical	•
Mining	•
Modular Buildings	•
Office	•
Other	•
Point of Sale/Banking	•
Printing	•
Project Finance	•
Rail	•
Recreation	•
Recycling	•
Restaurant	•
Satellite	•
Software	•
Trucks and Trailers	•
Utility	•
Video	•
Waste Removal	•

Credit Criteria

Percentage of fundings/purchases (by equipment cost) from:

Investment Grade	100%
------------------	------

HLT/Large Cap	100%
Near Investment Grade	100%
Middle Market	100%
Lower Middle Market	100%
Start-ups/Venture	0%
Municipal/Government	0%
Other	0%

Our Company is a(n):

Credit Lender

Special Requirements

The Minimum Credit Criteria of Obligors:

Soft Asset Policy:

Industries Most Interested in Funding/Purchasing:

Industries Will Not Fund/Purchase From:

Lessor and/or Broker Requirements:

ELFA Business Councils

No Information Provided

Start of Fiscal Year

January



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02/20/2018

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TCF Equipment Finance, a division of TCF National Bank is a: Buyer, Seller

Type of Company:

Bank

The company's core business focus:

Desire upper middle market credits or better.

Type of FundingSource/Buyer

Lender

Source of Funds

Internal Funds

Annual Volume Funded

2 Billion - 2.1 Billion

Individual Transaction Size

The range of transactions the company will fund/purchase:

Highest	\$7,000,000.00
Average	\$150,000.00
Lowest	\$50,000.00

Lease Structures

- Conditional Sale/Money-Over-Money
- Debt
- Tax-Exempt Municipal Lease
- Operating Lease
- Sale/Leaseback
- TRAC
- Vendor Finance

Lease Terms

Longest	120 months
Average	48 months
Shortest	12 months

Funding/Buyer Programs

The company provides these types of financing:

- Buy Paper: Our Documents Only
- Buy Paper from Leasing Comp
- Discount-Nonrecourse
- Discount-Recourse

Equity/Purchase of Tax-Orient
Fund Leases as a Group
Fund Leases Individually
Inventory Financing/Floor Plan
Tax-Exempt Municipal Leasing
Purchase Portfolios
Progress Payments
Residual Financing
Residual Sharing

Our company DOES originate paper.
We DO syndicate or sell paper. Details: We sell transactions from \$200,000 to \$5,000,000.

Syndications / Portfolios:

Equipment Types	Prefer	Will	Will Not	Not Specified
Agricultural	•	•		
Aircraft			•	
Automobile			•	
Broadcast		•		
Buses	•	•		
Cable		•		
Communications		•		
Computer	•	•		
Construction	•	•		
Electronic		•		
Emergency Vehicles	•	•		

Energy		•	
Furniture/Fixtures		•	
Gaming			•
Graphic Arts	•	•	
Industrial		•	
Intermodal		•	
Laundry/Drycleaning		•	
Livestock			•
Machine Tool	•	•	
Mailroom		•	
Marine	•	•	
Materials Handling	•	•	
Medical	•	•	
Mining			•
Modular Buildings			•
Office	•	•	
Other			•
Point of Sale/Banking		•	
Printing	•	•	
Project Finance			•
Rail		•	
Recreation		•	
Recycling	•	•	

Restaurant	•	•	
Satellite			•
Software		•	
Trucks and Trailers	•	•	
Utility		•	
Video		•	
Waste Removal	•	•	

Credit Criteria

Percentage of fundings/purchases (by equipment cost) from:

Investment Grade	10%
HLT/Large Cap	0%
Near Investment Grade	30%
Middle Market	60%
Lower Middle Market	0%
Start-ups/Venture	0%
Municipal/Government	0%
Other	0%

Our Company is a(n):

Credit Lender

Special Requirements

The Minimum Credit Criteria of Obligor:

Profitable for past three fiscal year-ends. Sufficient historical cash flow to support current and proposed debt. Prefer credits with minimum annual revenues of \$10.0 million and minimum tangible net worth of \$3.0 million. No start-ups.

Soft Asset Policy:

Yes - for very strong credits TCFEF will consider software and soft asset transactions.

Industries Most Interested in Funding/Purchasing:

Agriculture, Capital Markets, Commercial Marine, Construction, Waste Collection, Recycling, Environmental Services, Franchise Finance, Golf, Healthcare, Homecare, Manufacturing, Printing & Packaging, Ambulance, Funeral Vehicles, Motorcoach, Shuttle & School Bus Equipment, Tire Service Vehicles, Tow & Recovery, Technology & Office Equipment. We are generalists and give more emphasis to credit quality.

Industries Will Not Fund/Purchase From:

Low tolerance industries include: Internet Service Providers, Gaming, Hazardous Waste, Mining, Lodging, Real Estate Developers, Retail Trade, Subprime Lenders, Securities Broker/Dealers.

Lessor and/or Broker Requirements:

* Only originators. * Full notification of assignment acknowledged by lessee. * TCFEF to bill and collect assigned payments. * Minimum of \$5 million in first year fundings with growth potential. * Regular flow of deals. * Mutual fit between originator's and TCFEF's core business. * Financing within specialized niches * Vendor and/or lessee channels

ELFA Business Councils

Financial Institution

Small Ticket

Captive and Vendor Finance

Start of Fiscal Year

January

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Tokyo Century (USA) Inc. is a: Buyer, Equity Provider

Type of Company:

Independent

The company's core business focus:

Tokyo Leasing (U.S.A.) Inc. is the America subsidiary of a publicly traded company in Japan of which The Mizuho Banking Group is the largest share holder. We are able to provide the funding capabilities of a large institution while providing the personalized service of a small company

Type of FundingSource/Buyer

Lender

Investor

Source of Funds

Internal Funds

Annual Volume Funded

100-250 Million

Individual Transaction Size

The range of transactions the company will fund/purchase:

Highest	\$7,500,000.00
Average	\$2,000,000.00
Lowest	\$500,000.00

Lease Structures

- Debt
- Operating Lease

Lease Terms

Longest	72 months
Average	48 months
Shortest	12 months

Funding/Buyer Programs

The company provides these types of financing:

- Buy Paper from Brokers
- Buy Paper from Leasing Comp
- Discount-Nonrecourse

Discount-Recourse
Fund Leases Individually
Purchase Portfolios

Our company DOES originate paper.

We DO NOT syndicate or sell paper. Details: Conduct direct leasing business. Developing vendor financing programs with small ticket IT vendors.

Syndications / Portfolios:

Purchase small-ticket leasing portfolios \$1.0-2.0M in size; average ticket size of \$30K; maximum ticket of \$75K. Done on partial recourse basis; advance rate = 85-95%; UNL provision between 10% and 25%.

Equipment Types

	Prefer	Will	Will Not	Not Specified
Agricultural		•		
Aircraft			•	
Automobile			•	
Broadcast		•		
Buses		•		
Cable		•		
Communications		•		
Computer		•		
Construction		•		
Electronic		•		
Emergency Vehicles		•		
Energy		•		
Furniture/Fixtures		•		

Gaming	•	
Graphic Arts	•	
Industrial	•	
Intermodal	•	
Laundry/Drycleaning	•	
Livestock		•
Machine Tool	•	
Mailroom	•	
Marine	•	
Materials Handling	•	
Medical	•	
Mining	•	
Modular Buildings	•	
Office	•	
Other	•	
Point of Sale/Banking	•	
Printing	•	
Project Finance		•
Rail	•	
Recreation	•	
Recycling	•	
Restaurant	•	
Satellite	•	

Software	•
Trucks and Trailers	•
Utility	•
Video	•
Waste Removal	•

Credit Criteria

Percentage of fundings/purchases (by equipment cost) from:

Investment Grade	10%
HLT/Large Cap	10%
Near Investment Grade	15%
Middle Market	20%
Lower Middle Market	20%
Start-ups/Venture	0%
Municipal/Government	0%
Other	25%

Our Company is a(n):

Credit Lender

Special Requirements

The Minimum Credit Criteria of Obligors:

Consistent financial performance, adequate cash flow and liquidity. Stable to improving trend. No start-ups.

Soft Asset Policy:

Yes, with satisfactory credit.

Industries Most Interested in Funding/Purchasing:

We are seeking to finance small ticket, general equipment and niche portfolios. We are also interested in financing individual transactions involving Japanese related companies.

Industries Will Not Fund/Purchase From:

Airlines, Brokerage

Lessor and/or Broker Requirements:

Financial statements. Bank and credit references.

ELFA Business Councils

Independent Middle Market

Small Ticket

Captive and Vendor Finance

Start of Fiscal Year

January



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03/01/2018

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Tetra Financial Group, LLC is a: Buyer

Type of Company:

Independent

The company's core business focus:

Tetra Financial Group is an independent, middle-market leasing company that finances approximately \$75 million annually. Tetra is credit oriented, can finance any kind of equipment, and is focused on transactions just outside of the traditional bank box through venture-type transactions. Tetra finances transactions throughout the US, in all industries and all equipment types.

Type of FundingSource/Buyer

Lender

Source of Funds

Both Internal and Other Funds

Annual Volume Funded

50-100 Million

Individual Transaction Size

The range of transactions the company will fund/purchase:

Highest	\$5,000,000.00
Average	\$400,000.00
Lowest	\$100,000.00

Lease Structures

- Conditional Sale/Money-Over-Money
- Leveraged Lease
- Operating Lease
- Sale/Leaseback
- Startups

Lease Terms

Longest	72
Average	42
Shortest	18

Funding/Buyer Programs

The company provides these types of financing:

Buy Paper: Our Documents Only

Discount-Nonrecourse

Discount-Recourse

Fund Leases as a Group

Fund Leases Individually

Purchase Portfolios

Progress Payments

Residual Financing

Finance Startup Companies

Venture Leasing

Our company DOES originate paper.

We DO syndicate or sell paper. Details: We syndicate approximately 1/3 of the transactions that we fund, primarily for exposure purposes.

Syndications / Portfolios:

At this point we are not actively pursuing purchasing paper or portfolios (although we are soliciting referrals), but may in the future.

Equipment Types

	Prefer	Will	Will Not	Not Specified
Agricultural		•		
Aircraft		•		
Automobile		•		
Broadcast		•		
Buses		•		
Cable		•		
Communications		•		
Computer		•		

Construction	•	
Electronic	•	
Emergency Vehicles	•	
Energy	•	
Furniture/Fixtures	•	
Gaming		•
Graphic Arts	•	
Industrial	•	
Intermodal	•	
Laundry/Drycleaning	•	
Livestock	•	
Machine Tool	•	
Mailroom	•	
Marine	•	
Materials Handling	•	
Medical	•	
Mining	•	
Modular Buildings	•	
Office	•	
Other	•	
Point of Sale/Banking	•	
Printing	•	
Project Finance	•	

Rail	•
Recreation	•
Recycling	•
Restaurant	•
Satellite	•
Software	•
Trucks and Trailers	•
Utility	•
Video	•
Waste Removal	•

Credit Criteria

Percentage of fundings/purchases (by equipment cost) from:

Investment Grade	5%
HLT/Large Cap	0%
Near Investment Grade	10%
Middle Market	40%
Lower Middle Market	30%
Start-ups/Venture	10%
Municipal/Government	5%
Other	0%

Our Company is a(n):

Credit Lender

Special Requirements

The Minimum Credit Criteria of Obligors:

We have no set minimum credit criteria, and look to structure transactions, as needed, to facilitate a reasonable transaction, even for more difficult credits.

Soft Asset Policy:

Absolutely.

Industries Most Interested in Funding/Purchasing:

No specific industries, we look at the individual credit.

Industries Will Not Fund/Purchase From:

Typical - gaming, porn, real estate.

Lessor and/or Broker Requirements:

ELFA Business Councils

Independent Middle Market

Start of Fiscal Year

January



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2018 Funding Exhibition Company Datasheet

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Salt Lake City, UT 84121
<http://www.vfi.net>

01/16/2018

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VFI Corporate Finance is a: Buyer, Seller

Type of Company:

Independent

The company's core business focus:

Type of FundingSource/Buyer

Lender

Investor

Source of Funds

Both Internal and Other Funds

Annual Volume Funded

100-250 Million

Individual Transaction Size

The range of transactions the company will fund/purchase:

Highest	\$50,000,000.00
Average	\$2,000,000.00
Lowest	\$150,000.00

Lease Structures

Vendor Finance

Lease Terms

Longest	60
Average	36
Shortest	12

Funding/Buyer Programs

The company provides these types of financing:

Other

Our company DOES originate paper.

We DO syndicate or sell paper.

Syndications / Portfolios:

Equipment Types

	Prefer	Will	Will Not	Not Specified
--	--------	------	----------	---------------

Agricultural		•	
Aircraft			•
Automobile		•	
Broadcast		•	
Buses			•
Cable		•	
Communications		•	
Computer	•		
Construction	•		
Electronic	•		
Emergency Vehicles			•
Energy		•	
Furniture/Fixtures	•		
Gaming			•
Graphic Arts		•	
Industrial		•	
Intermodal		•	
Laundry/Drycleaning		•	
Livestock			•
Machine Tool	•		
Mailroom		•	
Marine		•	
Materials Handling	•		

Medical	•	
Mining	•	
Modular Buildings		•
Office	•	
Other		•
Point of Sale/Banking	•	
Printing		•
Project Finance		•
Rail		•
Recreation		•
Recycling		•
Restaurant		•
Satellite		•
Software		•
Trucks and Trailers		•
Utility		•
Video		•
Waste Removal		•

Credit Criteria

Percentage of fundings/purchases (by equipment cost) from:

Investment Grade	5%
HLT/Large Cap	5%

Near Investment Grade	15%
Middle Market	55%
Lower Middle Market	10%
Start-ups/Venture	0%
Municipal/Government	0%
Other	10%

Our Company is a(n):

Neither Asset-Based nor Credit Lender

Special Requirements

The Minimum Credit Criteria of Obligors:

Soft Asset Policy:

Yes

Industries Most Interested in Funding/Purchasing:

Industries Will Not Fund/Purchase From:

Lessor and/or Broker Requirements:

ELFA Business Councils

Independent Middle Market

Captive and Vendor Finance

Start of Fiscal Year



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Suite-Only Exhibitors

36TH STREET CAPITAL

15 Maple Ave

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www.36thstreetcapital.com

Last Update:

01/16/2018

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none given (Mobile)

✉ kkapur@36thstreetcapital.com

36th Street Capital is a: Buyer

Type of Company:

Independent

The company's core business focus:

At 36th Street Capital, we partner with Lessors, PE Firms and Advisory Firms to provide funding for your clients that fall outside the traditional industry credit box. Partnering with us helps you improve client satisfaction and fuel growth. 36th Street Capital is an alternative funding source supporting the equipment finance industry. With our own balance sheet capital, we deliver creative financing solutions to middle market and enterprise firms finding it difficult to obtain credit from traditional industry sources.

Type of FundingSource/Buyer

Lender

Investor

Source of Funds

Internal Funds

Annual Volume Funded

50-100 Million

Individual Transaction Size

The range of transactions the company will fund/purchase:

Highest	\$10,000,000.00
Average	\$4,000,000.00
Lowest	\$500,000.00

Lease Structures

- Conditional Sale/Money-Over-Money
- Debt
- Equity
- Operating Lease
- Sale/Leaseback
- TRAC

Lease Terms

Longest	60
Average	36
Shortest	12

Funding/Buyer Programs

The company provides these types of financing:

- Buy Paper from Brokers
- Buy Paper from Leasing Comp
- Buy Paper:S. I. D. Sub to Appr
- Discount-Nonrecourse
- Discount-Recourse
- Fund Leases as a Group
- Fund Leases Individually
- Purchase Portfolios
- Residual Financing
- Residual Sharing

Our company DOES originate paper.
We DO syndicate or sell paper. Details: We will syndicate portions of a transaction that are above our maximum hold size of \$10 million. We will also syndicate transactions of better credit quality where we originate and look for more competitive cost of capital.

Syndications / Portfolios:

We seek individual storied credit transactions where traditional funding sources are not able to support the deal. Minimum transaction size is \$500K with no maximums. We also are interested in portfolio purchase opportunities of non-conforming assets, as well as conforming assets where lessors seek to move exposure off their books.

Equipment Types

	Prefer	Will	Will Not	Not Specified
Agricultural		•		
Aircraft			•	
Automobile		•		
Broadcast		•		

Buses	•
Cable	•
Communications	•
Computer	•
Construction	•
Electronic	•
Emergency Vehicles	•
Energy	•
Furniture/Fixtures	•
Gaming	•
Graphic Arts	•
Industrial	•
Intermodal	•
Laundry/Drycleaning	•
Livestock	•
Machine Tool	•
Mailroom	•
Marine	•
Materials Handling	•
Medical	•
Mining	•
Modular Buildings	•
Office	•

Other	•
Point of Sale/Banking	•
Printing	•
Project Finance	•
Rail	•
Recreation	•
Recycling	•
Restaurant	•
Satellite	•
Software	•
Trucks and Trailers	•
Utility	•
Video	•
Waste Removal	•

Credit Criteria

Percentage of fundings/purchases (by equipment cost) from:

Investment Grade	0%
HLT/Large Cap	0%
Near Investment Grade	0%
Middle Market	50%
Lower Middle Market	50%
Start-ups/Venture	0%

Municipal/Government	0%
Other	0%

Our Company is a(n):

Credit Lender

Special Requirements

The Minimum Credit Criteria of Obligors:

Minimum annual revenues of \$20 million.

Soft Asset Policy:

Yes.

Industries Most Interested in Funding/Purchasing:

We are opportunistic lenders and evaluate each transaction based on the obligor and its ability to support the lease payments.

Industries Will Not Fund/Purchase From:

We are opportunistic lenders and evaluate each transaction based on the obligor and its ability to support the lease payments.

Lessor and/or Broker Requirements:

ELFA Business Councils

Financial Institution

Independent Middle Market

Start of Fiscal Year

December

BANK OF THE WEST

475 Sansome Street
San Francisco, CA 94104
www.bankofthewest.com

Last Update:

01/24/2018

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none given (Mobile)

Bank of the West is a: Buyer

Type of Company:

Bank

The company's core business focus:

Bank of the West is a full service equipment leasing and financing source interested in transactions from brokers, lessors and vendors. Bank of the West funds application-only transactions from \$20,000 to \$75,000 and financial statement transactions from \$20,000 to \$2 million.

Type of FundingSource/Buyer

Lender

Source of Funds

Internal Funds

Annual Volume Funded

2.3 Billion - 2.4 Billion

Individual Transaction Size

The range of transactions the company will fund/purchase:

Highest	\$2,000,000.00
Average	\$200,000.00
Lowest	\$20,000.00

Lease Structures

Lease Terms

Longest	84 Months
Average	60 Months
Shortest	24 Months

Funding/Buyer Programs

The company provides these types of financing:

Our company DOES originate paper.
We DO syndicate or sell paper. Details: Trinity Capital, a division of Bank of the West operates as an originator of paper through vendor channels.

Syndications / Portfolios:

Secondary Markets purchases middle market individual transactions and portfolios of small ticket or middle market transactions from third party sellers.

Equipment Types

	Prefer	Will	Will Not	Not Specified
Agricultural		•		
Aircraft			•	
Automobile		•		
Broadcast		•		
Buses		•		
Cable		•		
Communications		•		
Computer		•		
Construction		•		
Electronic		•		
Emergency Vehicles		•		
Energy		•		
Furniture/Fixtures		•		
Gaming			•	
Graphic Arts		•		
Industrial		•		
Intermodal			•	
Laundry/Drycleaning			•	
Livestock			•	
Machine Tool		•		
Mailroom		•		
Marine			•	

Materials Handling	•
Medical	•
Mining	•
Modular Buildings	•
Office	•
Other	•
Point of Sale/Banking	•
Printing	•
Project Finance	•
Rail	•
Recreation	•
Recycling	•
Restaurant	•
Satellite	•
Software	•
Trucks and Trailers	•
Utility	•
Video	•
Waste Removal	•

Credit Criteria

Percentage of fundings/purchases (by equipment cost) from:

Investment Grade	5%
------------------	----

HLT/Large Cap	5%
Near Investment Grade	5%
Middle Market	20%
Lower Middle Market	60%
Start-ups/Venture	0%
Municipal/Government	5%
Other	0%

Our Company is a(n):

Credit Lender

Special Requirements

The Minimum Credit Criteria of Obligors:

Minimum 3 years in business, must have "traditional" cash flow coverage ratio of at least 1.25 times. Leverage and liquidity must be in line with industry averages, and secondary source of repayment is preferred.

Soft Asset Policy:

Because we are a cash flow and balance sheet lender, softer assets are acceptable. Software only transactions are accepted with up to 36 month terms. Soft costs such as tenant improvements are acceptable if less than 25% of total equipment cost.

Industries Most Interested in Funding/Purchasing:

We are a cash flow and balance sheet lender that is not focused on or limited by industry.

Industries Will Not Fund/Purchase From:

Lessor and/or Broker Requirements:

We require 3 years in business, 5 years industry experience. Company must have 3 satisfactory funding references verifying at least \$5MM in annual fundings. Principals of closely held companies

must have satisfactory credit and a Fair Issac Score of at least 680. Minimum annual volume commitment of \$1.0MM is required.

ELFA Business Councils

- Financial Institution
- Independent Middle Market
- Small Ticket
- Captive and Vendor Finance

Start of Fiscal Year

January



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BB&T COMMERCIAL EQUIPMENT CAPITAL CORP.

2 Country View Road

Suite 300

Malvern, PA 19355

<http://www.susquehanna.net/scf>

Last Update:

01/16/2018

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(610) 705-9546 (Fax)

none given (Mobile)

✉ FSOUDER@BBANDT.COM

BB&T Commercial Equipment Capital Corp. is a: Buyer, Seller

Type of Company:

Bank

The company's core business focus:

Type of FundingSource/Buyer

Lender

Investor

Source of Funds

Internal Funds

Annual Volume Funded

250-500 Million

Individual Transaction Size

The range of transactions the company will fund/purchase:

Highest	\$5,000,000.00
Average	\$120,000.00
Lowest	\$25,000.00

Lease Structures

Conditional Sale/Money-Over-Money

Lease Terms

Longest	120
Average	60
Shortest	24

Funding/Buyer Programs

The company provides these types of financing:
Buy Paper from Leasing Comp

Our company DOES originate paper.
We DO NOT syndicate or sell paper.

Syndications / Portfolios:

Equipment Types				
	Prefer	Will	Will Not	Not Specified
Agricultural		•		
Aircraft			•	
Automobile			•	
Broadcast		•		
Buses		•		
Cable			•	
Communications		•		
Computer		•		
Construction	•			
Electronic		•		
Emergency Vehicles		•		
Energy			•	
Furniture/Fixtures		•		
Gaming			•	
Graphic Arts		•		
Industrial		•		
Intermodal			•	
Laundry/Drycleaning		•		
Livestock			•	
Machine Tool	•			
Mailroom		•		

Marine		•
Materials Handling	•	
Medical	•	
Mining		•
Modular Buildings		•
Office	•	
Other		•
Point of Sale/Banking		•
Printing		•
Project Finance		•
Rail		•
Recreation	•	
Recycling	•	
Restaurant	•	
Satellite	•	
Software	•	
Trucks and Trailers	•	
Utility	•	
Video	•	
Waste Removal	•	

Credit Criteria

Percentage of fundings/purchases (by equipment cost) from:

Investment Grade	0%
HLT/Large Cap	0%
Near Investment Grade	5%
Middle Market	25%
Lower Middle Market	55%
Start-ups/Venture	0%
Municipal/Government	10%
Other	5%

Our Company is a(n):

Credit Lender

Special Requirements

The Minimum Credit Criteria of Obligors:

Minimum of 3 years in business. \$150.0 application only Debt service 1.2x

Soft Asset Policy:

yes

Industries Most Interested in Funding/Purchasing:

construction manufacturing medical arbor care

Industries Will Not Fund/Purchase From:

Lessor and/or Broker Requirements:

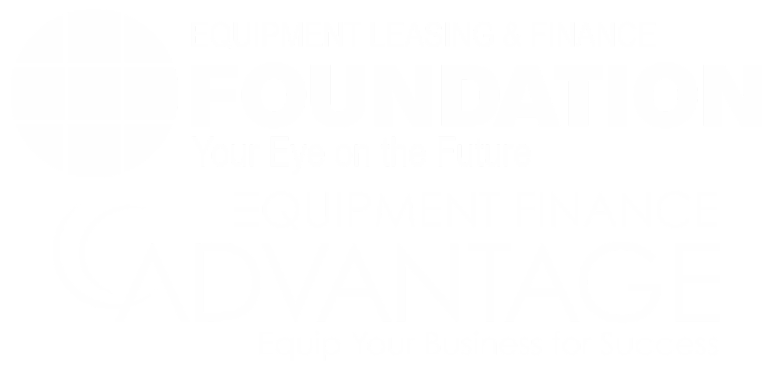
minimum 5 years in business with full financial disclosure required for source approval.

ELFA Business Councils

Financial Institution
Small Ticket
Captive and Vendor Finance

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January



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BB&T EQUIPMENT FINANCE

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Towson, MD 21204

<http://www.bbandt.com/leasing>

Last Update:

02/01/2018

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✉ wmoore@bbandt.com

BB&T Equipment Finance is a : , Equity Provider

Type of Company:

Bank

The company's core business focus:**Type of FundingSource/Buyer**

Lender

Investor

Agent

Packager

Source of Funds

Internal Funds

Annual Volume Funded

1.1 Billion - 1.2 Billion

Individual Transaction Size

The range of transactions the company will fund/purchase:

Highest	\$50,000,000.00
Average	\$5,000,000.00
Lowest	\$2,000,000.00

Lease Structures

- Conditional Sale/Money-Over-Money
- Debt
- Equity
- Operating Lease
- TRAC

Lease Terms

Longest	144
Average	60
Shortest	24

Funding/Buyer Programs

The company provides these types of financing:

Buy Paper from Leasing Comp

Fund Leases Individually

Progress Payments

Our company DOES originate paper.

We DO syndicate or sell paper.

Syndications / Portfolios:

Equipment Types

	Prefer	Will	Will Not	Not Specified
Agricultural			•	
Aircraft	•			
Automobile			•	
Broadcast		•		
Buses		•		
Cable		•		
Communications		•		
Computer		•		
Construction	•			
Electronic		•		
Emergency Vehicles		•		
Energy		•		
Furniture/Fixtures		•		
Gaming			•	
Graphic Arts		•		

Industrial	•		
Intermodal	•		
Laundry/Drycleaning		•	
Livestock			•
Machine Tool	•		
Mailroom		•	
Marine	•		
Materials Handling		•	
Medical		•	
Mining		•	
Modular Buildings		•	
Office		•	
Other		•	
Point of Sale/Banking		•	
Printing		•	
Project Finance			•
Rail	•		
Recreation		•	
Recycling		•	
Restaurant			•
Satellite		•	
Software		•	
Trucks and Trailers	•		

Utility	•
Video	•
Waste Removal	•

Credit Criteria

Percentage of fundings/purchases (by equipment cost) from:

Investment Grade	0%
HLT/Large Cap	0%
Near Investment Grade	0%
Middle Market	0%
Lower Middle Market	0%
Start-ups/Venture	0%
Municipal/Government	0%
Other	0%

Our Company is a(n):

Neither Asset-Based nor Credit Lender

Special Requirements

The Minimum Credit Criteria of Obligors:

Soft Asset Policy:

Industries Most Interested in Funding/Purchasing:

Industries Will Not Fund/Purchase From:

Lessor and/or Broker Requirements:

ELFA Business Councils

Financial Institution

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BMO HARRIS EQUIPMENT FINANCE COMPANY

770 North Water Street

8th Floor

Milwaukee, WI 53202-4232

<https://www.bmoharris.com/us/commercial/solutions/>

Last Update:

01/16/2018

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none given (Mobile)

✉ tom.tazioli@bmo.com

BMO Harris Equipment Finance Company is a: Buyer, Seller

Type of Company:

Bank

The company's core business focus:

Bank owned equipment finance company serving a variety of industries and financing most equipment types.

Type of FundingSource/Buyer

Lender

Investor

Agent

Packager

Source of Funds

Internal Funds

Annual Volume Funded

3.3 Billion - 3.4 Billion

Individual Transaction Size

The range of transactions the company will fund/purchase:

Highest	\$50,000,000.00
Average	\$5,000,000.00
Lowest	\$1,000,000.00

Lease Structures

- Conditional Sale/Money-Over-Money
- Debt
- Leveraged Lease
- Tax-Exempt Municipal Lease
- Operating Lease
- Sale/Leaseback
- TRAC

Lease Terms

Longest	144
Average	60
Shortest	36

Funding/Buyer Programs

The company provides these types of financing:

- Buy Paper from Leasing Comp
- Fund Leases as a Group
- Fund Leases Individually
- Other
- Purchase Portfolios
- Progress Payments
- Residual Sharing
- Securitizations

Our company DOES originate paper.
We DO syndicate or sell paper. Details: We have an active equipment finance capital markets function.

Syndications / Portfolios:

We prefer large middle market and investment grade credits.

Equipment Types

	Prefer	Will	Will Not	Not Specified
Agricultural	•			
Aircraft	•			
Automobile			•	
Broadcast		•		
Buses		•		
Cable		•		
Communications		•		
Computer		•		

Construction	•	
Electronic		•
Emergency Vehicles		•
Energy		•
Furniture/Fixtures		•
Gaming		•
Graphic Arts		•
Industrial	•	
Intermodal	•	
Laundry/Drycleaning		•
Livestock		•
Machine Tool	•	
Mailroom		•
Marine	•	
Materials Handling	•	
Medical		•
Mining	•	
Modular Buildings		•
Office		•
Other		•
Point of Sale/Banking		•
Printing		•
Project Finance		•

Rail	•	
Recreation		•
Recycling		•
Restaurant		•
Satellite		•
Software		•
Trucks and Trailers	•	
Utility	•	
Video		•
Waste Removal		•

Credit Criteria

Percentage of fundings/purchases (by equipment cost) from:

Investment Grade	25%
HLT/Large Cap	5%
Near Investment Grade	30%
Middle Market	25%
Lower Middle Market	10%
Start-ups/Venture	0%
Municipal/Government	5%
Other	0%

Our Company is a(n):

Credit Lender

Special Requirements

The Minimum Credit Criteria of Obligors:

Minimum of \$150 Million in Revenue, positive income, cash flow capable of servicing debt and capital expenditures, balance sheet leverage is also a focal point.

Soft Asset Policy:

BMO will fund soft assets (generally as a component part of a hard asset transaction), but it is credit and structure dependent.

Industries Most Interested in Funding/Purchasing:

BMO will finance most industries.

Industries Will Not Fund/Purchase From:

Lessor and/or Broker Requirements:

Preference is given to larger, financially secure lessor and/or broker sources.

ELFA Business Councils

Financial Institution

Independent Middle Market

Start of Fiscal Year

November



CAPITAL GUIDANCE

672 Water Street, SW
Washington, DC 20024
www.capitalguidance.com

Last Update:
03/07/2018

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James Dodwell (Alternate Contact)

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none given (Mobile)

✉ james.dodwell@capitalguidance.com

Capital Guidance is a: Buyer, Equity Provider

Type of Company:

Independent

The company's core business focus:

Capital Guidance is an international investment company with over 50 years' experience developing businesses. We can provide fair market value lease financing for business critical assets with low technological obsolescence and long remaining useful lives. We can finance across a diverse range of industries where the assets meet our criteria with the exception of the gaming, alcohol and weapons sectors.

Type of FundingSource/Buyer

Investor

Source of Funds

Internal Funds

Annual Volume Funded

0-20 Million

Individual Transaction Size

The range of transactions the company will fund/purchase:

Highest	\$10,000,000.00
Average	\$5,000,000.00
Lowest	\$3,000,000.00

Lease Structures

No Information Provided

Lease Terms

Longest	84
Average	60
Shortest	60

Funding/Buyer Programs

The company provides these types of financing:

No Information Provided

Our company DOES originate paper.

We DO NOT syndicate or sell paper. Details: We expect to fund or acquire leases written on originator's paper, however, we are prepared to participate at the time of the origination and

use our paper.

Syndications / Portfolios:

Business critical equipment with low technology obsolescence and long remaining useful life. We prefer equipment with stable/growing demand, low to moderate volatility of demand, and an active secondary market.

Equipment Types

	Prefer	Will	Will Not	Not Specified
Agricultural		•		
Aircraft			•	
Automobile			•	
Broadcast				•
Buses			•	
Cable			•	
Communications				•
Computer			•	
Construction		•		
Electronic			•	
Emergency Vehicles			•	
Energy		•		
Furniture/Fixtures		•		
Gaming			•	
Graphic Arts		•		
Industrial		•		
Intermodal		•		

Laundry/Drycleaning	•	
Livestock		•
Machine Tool	•	
Mailroom		•
Marine	•	
Materials Handling	•	
Medical	•	
Mining	•	
Modular Buildings		•
Office		•
Other		•
Point of Sale/Banking		•
Printing		•
Project Finance		•
Rail	•	
Recreation		•
Recycling		•
Restaurant		•
Satellite		•
Software		•
Trucks and Trailers	•	
Utility		•
Video		•

Credit Criteria

Percentage of fundings/purchases (by equipment cost) from:

Investment Grade	25%
HLT/Large Cap	25%
Near Investment Grade	25%
Middle Market	25%
Lower Middle Market	0%
Start-ups/Venture	0%
Municipal/Government	0%
Other	0%

Our Company is a(n):

Asset-Based Lender

Special Requirements

The Minimum Credit Criteria of Obligors:

Investment grade and upper tier non-investment grade (BB-/stable or better), or non-rated equivalent.
Non-Rated Credit: (Annual Revenue- >\$100 million) (Cash Flow Coverage- >1.25:1) (Tangible Net Worth- >\$40 million) (Leverage Limit- 3:1 D/E ratio) (Credit Request- <25% of TNW) (Positive Income - profitable in last 3 years) (Time in Business- >=5 years) (Financial Statements- 3 years audited)

Soft Asset Policy:

N/A

Industries Most Interested in Funding/Purchasing:

We are interested in funding assets that meet our criteria across a diversified range of industries and

geographic markets in the U.S.

Industries Will Not Fund/Purchase From:

Gambling, Weapons, Alcohol

Lessor and/or Broker Requirements:

Interested in discussing long term and collaborative partnership arrangements with originators.

ELFA Business Councils

Independent Middle Market

Start of Fiscal Year

January



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[Directories](#)

[Membership](#)

CAPITALSOURCE, INC.

30 South Wacker Drive
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Chicago, IL 60606

<http://www.capitalsource.com>

Last Update:

01/16/2018

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CapitalSource, Inc. is a: Buyer, Seller

Type of Company:

Bank

The company's core business focus:

CapitalSource Corporate Asset Finance provides structured equipment and asset finance solutions to non-investment grade companies. CAF finances various equipment types on a breadth of loan/lease product types. CAF continues to be an active buyer of equipment transactions with indirect originations contributing ~60%+ of annual volume. CAF has minimal syndication opportunities as the direct originations platform is in a growth mode.

Type of FundingSource/Buyer

Lender

Investor

Agent

Source of Funds

Internal Funds

Annual Volume Funded

250-500 Million

Individual Transaction Size

The range of transactions the company will fund/purchase:

Highest	\$60,000,000.00
Average	\$15,000,000.00
Lowest	\$5,000,000.00

Lease Structures

- Conditional Sale/Money-Over-Money
- Debt
- Operating Lease
- Real Estate
- Sale/Leaseback
- TRAC
- Vendor Finance

Lease Terms

Longest	120
Average	60

Funding/Buyer Programs

The company provides these types of financing:

Buy Paper from Brokers

Buy Paper from Leasing Comp

Discount-Nonrecourse

Discount-Recourse

Debt Side of a Leveraged Lease

Equity/Purchase of Tax-Orient

Fund Leases as a Group

Fund Leases Individually

Inventory Financing/Floor Plan

Purchase Portfolios

Progress Payments

Warehouse Lines

Our company DOES originate paper.

We DO syndicate or sell paper.

Syndications / Portfolios:

Equipment Types

	Prefer	Will	Will Not	Not Specified
Agricultural		•		
Aircraft		•		
Automobile		•		
Broadcast		•		
Buses		•		
Cable		•		

Communications	•	
Computer	•	
Construction	•	
Electronic	•	
Emergency Vehicles	•	
Energy	•	
Furniture/Fixtures	•	
Gaming	•	
Graphic Arts	•	
Industrial	•	
Intermodal	•	
Laundry/Drycleaning	•	
Livestock	•	
Machine Tool	•	
Mailroom		•
Marine	•	
Materials Handling	•	
Medical	•	
Mining	•	
Modular Buildings	•	
Office	•	
Other	•	
Point of Sale/Banking	•	

Printing	•
Project Finance	•
Rail	•
Recreation	•
Recycling	•
Restaurant	•
Satellite	•
Software	•
Trucks and Trailers	•
Utility	•
Video	•
Waste Removal	•

Credit Criteria

Percentage of fundings/purchases (by equipment cost) from:

Investment Grade	5%
HLT/Large Cap	0%
Near Investment Grade	15%
Middle Market	60%
Lower Middle Market	20%
Start-ups/Venture	0%
Municipal/Government	0%
Other	0%

Our Company is a(n):

Asset-Based and Credit Lender

Special Requirements

The Minimum Credit Criteria of Obligors:

Looking for non-investment grade credits; \$100MM+ Revenues; 3+ years in business; Debt/EBITDA less than 6x - 7x.

Soft Asset Policy:

Yes on a case by case basis.

Industries Most Interested in Funding/Purchasing:

Industries Will Not Fund/Purchase From:

Lessor and/or Broker Requirements:

ELFA Business Councils

Financial Institution

Start of Fiscal Year

January



11 West 42nd Street
New York, NY 10036
<http://www.cit.com>

01/23/2018

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CIT is a: Buyer, Seller

Type of Company:

Bank

The company's core business focus:

CIT Group, a leading commercial finance company, provides clients with financing and leasing products. Founded in 1908, CIT has nearly 50 billion in assets under management and possesses the financial resources, industry expertise and product knowledge to serve the needs of clients in over 30 industries. CIT holds leading positions in vendor financing, factoring, commercial and corporate aircraft financing, rail, construction, Small business Administration Loans, and asset-based lending. CIT has a keen interest in portfolio acquisitions

Type of FundingSource/Buyer

Lender

Investor

Agent

Source of Funds

Internal Funds

Annual Volume Funded

2.5 Billion - 2.6 Billion

Individual Transaction Size

The range of transactions the company will fund/purchase:

Highest	\$100,000,000.00
Average	\$2,000,000.00
Lowest	\$5,000.00

Lease Structures

- Conditional Sale/Money-Over-Money
- Debt
- Leveraged Lease
- Tax-Exempt Municipal Lease
- Operating Lease
- Vendor Finance

Lease Terms

Longest	10 years
Average	5 years
Shortest	1 year

Funding/Buyer Programs

The company provides these types of financing:

- Buy Paper from Brokers
- Buy Paper from Leasing Comp
- Discount-Nonrecourse
- Discount-Recourse
- Fund Leases as a Group
- Purchase Portfolios
- Residual Financing
- Warehouse Lines

Our company DOES originate paper.
We DO syndicate or sell paper. Details: CIT may securitize transactions in the marketplace.
Additionally, CIT originates paper through direct relationships and through vendor programs.

Syndications / Portfolios:

CIT can cover most equipment types and needs

Equipment Types

	Prefer	Will	Will Not	Not Specified
Agricultural		•		
Aircraft		•		
Automobile			•	
Broadcast		•		
Buses				•
Cable				•
Communications	•			
Computer	•			

Construction		•	
Electronic		•	
Emergency Vehicles			•
Energy		•	
Furniture/Fixtures	•		
Gaming		•	
Graphic Arts		•	
Industrial		•	
Intermodal		•	
Laundry/Drycleaning		•	
Livestock			•
Machine Tool	•		
Mailroom		•	
Marine		•	
Materials Handling		•	
Medical		•	
Mining			•
Modular Buildings			•
Office	•		
Other		•	
Point of Sale/Banking	•		
Printing	•		
Project Finance		•	

Rail	•
Recreation	•
Recycling	•
Restaurant	•
Satellite	•
Software	•
Trucks and Trailers	•
Utility	•
Video	•
Waste Removal	•

Credit Criteria

Percentage of fundings/purchases (by equipment cost) from:

Investment Grade	10%
HLT/Large Cap	0%
Near Investment Grade	20%
Middle Market	50%
Lower Middle Market	15%
Start-ups/Venture	0%
Municipal/Government	5%
Other	0%

Our Company is a(n):

Special Requirements

The Minimum Credit Criteria of Obligors:

Generally 3 years in business, PG's ok

Soft Asset Policy:

yes, lessor and debt-size leverage lease or lease discount.

Industries Most Interested in Funding/Purchasing:

No special limitations. Sensitive to environmental issues and some limitation in the retail industry.

Industries Will Not Fund/Purchase From:

No industry bias.

Lessor and/or Broker Requirements:

Deal with a full spectrum of financial intermediaries.

ELFA Business Councils

Financial Institution

Independent Middle Market

Small Ticket

Captive and Vendor Finance

Start of Fiscal Year

January



CUSTOMERS COMMERCIAL FINANCE, LLC

25 Chestnut Street

Suite 200 South

Portsmouth, NH 03801

www.customersbank.com

Last Update:

01/16/2018

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✉ tpagano@customersbank.com

Customers Commercial Finance, LLC is a:

Type of Company:

Bank

The company's core business focus:

Type of FundingSource/Buyer

Source of Funds

Annual Volume Funded

20-50 Million

Individual Transaction Size

The range of transactions the company will fund/purchase:

Highest	\$0.00
Average	\$0.00
Lowest	\$0.00

Lease Structures

Debt

Lease Terms

Longest
Average
Shortest

Funding/Buyer Programs

The company provides these types of financing:
Other

Our company DOES NOT originate paper.
We DO NOT syndicate or sell paper.

Syndications / Portfolios:

Equipment Types

	Prefer	Will	Will Not	Not Specified
Agricultural				

Aircraft

Automobile

Broadcast

Buses

Cable

Communications

Computer

Construction

Electronic

Emergency Vehicles

Energy

Furniture/Fixtures

Gaming

Graphic Arts

Industrial

Intermodal

Laundry/Drycleaning

Livestock

Machine Tool

Mailroom

Marine

Materials Handling

Medical

Mining

Modular Buildings

Office

Other

Point of Sale/Banking

Printing

Project Finance

Rail

Recreation

Recycling

Restaurant

Satellite

Software

Trucks and Trailers

Utility

Video

Waste Removal

Credit Criteria

Percentage of fundings/purchases (by equipment cost) from:

Investment Grade	%
HLT/Large Cap	%
Near Investment Grade	%

Middle Market	%
Lower Middle Market	%
Start-ups/Venture	%
Municipal/Government	%
Other	%

Our Company is a(n):

Neither Asset-Based nor Credit Lender

Special Requirements

The Minimum Credit Criteria of Obligors:

Soft Asset Policy:

Industries Most Interested in Funding/Purchasing:

Industries Will Not Fund/Purchase From:

Lessor and/or Broker Requirements:

ELFA Business Councils

Financial Institution

Independent Middle Market

Start of Fiscal Year

EVERBANK COMMERCIAL FINANCE, INC.

10 Waterview Blvd

Parsippany, NJ 07054

<https://commercial.everbank>

Last Update:

02/27/2018

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(612) 845-4474 (Mobile)

✉ kim.montgomery@everbank.com

EverBank Commercial Finance, Inc. is a: Buyer, Seller

Type of Company:

Bank

The company's core business focus:

The EverBank Commercial Finance, Inc., Capital Markets group is established in both buy and sell relationships. We have the flexibility to purchase one off transactions and portfolios with the expertise to provide funding for a variety of industry specific asset and obligor types. Our consistent and reliable source of funds can generate efficiency and profitability for our clients.

Type of FundingSource/Buyer

Lender

Investor

Source of Funds

Internal Funds

Annual Volume Funded

1.1 Billion - 1.2 Billion

Individual Transaction Size

The range of transactions the company will fund/purchase:

Highest	\$25,000,000.00
Average	\$250,000.00
Lowest	\$50,000.00

Lease Structures

- Conditional Sale/Money-Over-Money
- Debt
- Operating Lease
- Sale/Leaseback
- TRAC
- Vendor Finance

Lease Terms

Longest	10 years
Average	5 years
Shortest	1 year

Funding/Buyer Programs

The company provides these types of financing:

Buy Paper from Leasing Comp

Discount-Nonrecourse

Debt Side of a Leveraged Lease

Fund Leases as a Group

Fund Leases Individually

Purchase Portfolios

Our company DOES originate paper.

We DO syndicate or sell paper.

Syndications / Portfolios:

Equipment Types	Prefer	Will	Will Not	Not Specified
Agricultural		•		
Aircraft		•		
Automobile			•	
Broadcast		•		
Buses	•			
Cable		•		
Communications	•			
Computer	•			
Construction	•			
Electronic		•		
Emergency Vehicles		•		
Energy		•		
Furniture/Fixtures		•		

Gaming			•
Graphic Arts		•	
Industrial	•		
Intermodal	•		
Laundry/Drycleaning			•
Livestock			•
Machine Tool	•		
Mailroom			•
Marine	•		
Materials Handling	•		
Medical	•		
Mining		•	
Modular Buildings			•
Office		•	
Other	•		
Point of Sale/Banking			•
Printing		•	
Project Finance			•
Rail	•		
Recreation		•	
Recycling		•	
Restaurant			•
Satellite			•

Software	•
Trucks and Trailers	•
Utility	•
Video	•
Waste Removal	•

Credit Criteria

Percentage of fundings/purchases (by equipment cost) from:

Investment Grade	5%
HLT/Large Cap	5%
Near Investment Grade	15%
Middle Market	45%
Lower Middle Market	25%
Start-ups/Venture	0%
Municipal/Government	5%
Other	0%

Our Company is a(n):

Asset-Based and Credit Lender

Special Requirements

The Minimum Credit Criteria of Obligors:

Varies depending upon industry

Soft Asset Policy:

Yes

Industries Most Interested in Funding/Purchasing:

Healthcare, Office Products, Telecommunications, Information Technology, Industrial, Construction, Golf, Plastics, Material Handling, Motor Coach, Franchise, Aircraft, Intermodal, Marine, Trucks and Trailers, Rail

Industries Will Not Fund/Purchase From:

Gaming

Lessor and/or Broker Requirements:

ELFA Business Councils

Financial Institution

Small Ticket

Captive and Vendor Finance

Start of Fiscal Year

January



FIFTH THIRD EQUIPMENT FINANCE COMPANY

222 Riverside Plaza
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Chicago, IL 60606
<http://www.53.com>

Last Update:

01/24/2018

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Fifth Third Equipment Finance Company is a: Buyer, Seller, Equity Provider

Type of Company:

Bank

The company's core business focus:

Fifth Third Equipment Finance is a \$7.5 billion asset size subsidiary of Fifth Third Bank, a \$140 billion asset size Regional Bank headquartered in Cincinnati OH

Type of FundingSource/Buyer

Lender

Investor

Source of Funds

Internal Funds

Annual Volume Funded

700-800 Million

Individual Transaction Size

The range of transactions the company will fund/purchase:

Highest	\$40,000,000.00
Average	\$7,000,000.00
Lowest	\$2,000,000.00

Lease Structures

- Conditional Sale/Money-Over-Money
- Debt
- Equity
- Leveraged Lease
- Operating Lease
- Sale/Leaseback
- TRAC

Lease Terms

Longest	180
Average	60
Shortest	24

Funding/Buyer Programs

The company provides these types of financing:

Buy Paper from Leasing Comp

Discount-Nonrecourse

Debt Side of a Leveraged Lease

Equity/Purchase of Tax-Orient

Fund Leases as a Group

Fund Leases Individually

Purchase Portfolios

Residual Sharing

Our company DOES originate paper.

We DO syndicate or sell paper. Details: Sell all types of transactions for middle market, upper middle market, and investment grade credits including single investor tax leases, finance lease, synthetic leases, non-recourse debt, participations, etc. Deal sizes range from \$500,000 - \$50,000,000. Please call Mike Hube at 513-534-8404 or Rich Hult at 410-740-5628 for more details

Syndications / Portfolios:

Portfolios desired include minimum size of \$20,000,000, average deal size of at least \$1,000,000, with upper middle market and investment grade credits

Equipment Types

	Prefer	Will	Will Not	Not Specified
Agricultural		•		
Aircraft		•		
Automobile			•	
Broadcast			•	
Buses		•		
Cable			•	
Communications		•		

Computer		•	
Construction	•		
Electronic		•	
Emergency Vehicles		•	
Energy		•	
Furniture/Fixtures		•	
Gaming		•	
Graphic Arts		•	
Industrial	•		
Intermodal		•	
Laundry/Drycleaning			•
Livestock			•
Machine Tool	•		
Mailroom		•	
Marine		•	
Materials Handling		•	
Medical		•	
Mining		•	
Modular Buildings		•	
Office		•	
Other			•
Point of Sale/Banking		•	
Printing		•	

Project Finance	•		
Rail	•		
Recreation	•		
Recycling	•		
Restaurant		•	
Satellite			•
Software	•		
Trucks and Trailers		•	
Utility	•		
Video	•		
Waste Removal	•		

Credit Criteria

Percentage of fundings/purchases (by equipment cost) from:

Investment Grade	25%
HLT/Large Cap	5%
Near Investment Grade	45%
Middle Market	25%
Lower Middle Market	0%
Start-ups/Venture	0%
Municipal/Government	0%
Other	0%

Our Company is a(n):

Credit Lender

Special Requirements

The Minimum Credit Criteria of Obligors:

Minimum tangible net worth of \$10 million. Minimum revenue size of \$100 million. Minimum # of years in business is 5. Positive cash flow, debt service coverage, and profits in last 3 years. If losses in any of last 3 years, explainable, and trending up.

Soft Asset Policy:

Yes, for investment grade "or equivalent" strength credits.

Industries Most Interested in Funding/Purchasing:

Discrete and process manufacturing, food processing, distribution, construction, services, transportation, medical, & marine

Industries Will Not Fund/Purchase From:

Automotive and dealers, gas stations, home furnishings, no warehouse lines for leasing companies, lodging, restaurants, homebuilders

Lessor and/or Broker Requirements:

Source originates the deal directly with Lessee, or if originated through a vendor relationship has direct access to Lessee to negotiate and close deal. The deal has been awarded to the source evidenced by an executed proposal and fee. Source has the ability to document (on docs approved by 5/3) and fund the deal. Source has established warehouse lines and acceptable references from investors similar in profile to 5/3. Source has servicing capabilities if we desire to have source service and servicing standards are met. In order to qualify as a new source, there is new business volume potential of at least \$15 million per year in volume. We are not in the Broker originated channel.

ELFA Business Councils

Financial Institution

Start of Fiscal Year



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News

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- Add Your News item
- Press Room
- Media Coverage
- Magazine
- Newsletters
- Publications (store)

Directories

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- Member Directory
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- Manufacturer &
- Vendor Resource
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Events & Training

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- ELFA Events Mobile
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- Calendar
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- Principles of Leasing
- & Finance Workshops
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- Continuing Education
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Membership

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- FAQ
- Value of Membership
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- Community Banks

FIRST AMERICAN EQUIPMENT FINANCE, AN RBC / CITY NATIONAL COMPANY

255 Woodcliff Drive
Fairport, NY 14450
www.faef.com

Last Update:
01/25/2018

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First American Equipment Finance, an RBC / City National Company is a: Buyer, Seller

Type of Company:

Bank

The company's core business focus:

First American serves the largest and most sophisticated commercial borrowers in the United States. First American specializes in leasing and financing complex office equipment and technology projects, often combining products and services from multiple vendors and service providers in a single equipment lease. First American serves customers in all 50 states and in Canada. First American is a wholly-owned subsidiary of City National Bank in Los Angeles and Royal Bank of Canada (NYSE: RY). Please see <http://www.faef.com> for additional information.

Type of FundingSource/Buyer

Lender

Investor

Packager

Source of Funds

Both Internal and Other Funds

Annual Volume Funded

600-700 Million

Individual Transaction Size

The range of transactions the company will fund/purchase:

Highest	\$10,000,000.00
Average	\$2,500,000.00
Lowest	\$500,000.00

Lease Structures

- Conditional Sale/Money-Over-Money
- Debt
- Equity
- Leveraged Lease
- Operating Lease
- Sale/Leaseback
- TRAC
- Vendor Finance

Lease Terms

Longest	7
Average	5

Funding/Buyer Programs

The company provides these types of financing:

Buy Paper from Leasing Comp

Discount-Nonrecourse

Discount-Recourse

Debt Side of a Leveraged Lease

Equity/Purchase of Tax-Orient

Fund Leases as a Group

Fund Leases Individually

Purchase Portfolios

Warehouse Lines

Our company DOES originate paper.

We DO syndicate or sell paper. Details: Upper Middle Market, Investment Grade, Not-for-Profit

Syndications / Portfolios:

Upper Middle Market, Large Corporate. True Lease/FMV, CSA, Equipment Loans.

Equipment Types

	Prefer	Will	Will Not	Not Specified
Agricultural		•		
Aircraft	•			
Automobile		•		
Broadcast		•		
Buses	•			
Cable		•		

Communications	•		
Computer	•		
Construction		•	
Electronic	•		
Emergency Vehicles		•	
Energy		•	
Furniture/Fixtures	•		
Gaming			•
Graphic Arts		•	
Industrial	•		
Intermodal		•	
Laundry/Drycleaning		•	
Livestock			•
Machine Tool	•		
Mailroom		•	
Marine		•	
Materials Handling	•		
Medical	•		
Mining		•	
Modular Buildings		•	
Office	•		
Other			•
Point of Sale/Banking		•	

Printing	•
Project Finance	•
Rail	•
Recreation	•
Recycling	•
Restaurant	•
Satellite	•
Software	•
Trucks and Trailers	•
Utility	•
Video	•
Waste Removal	•

Credit Criteria

Percentage of fundings/purchases (by equipment cost) from:

Investment Grade	25%
HLT/Large Cap	0%
Near Investment Grade	50%
Middle Market	25%
Lower Middle Market	0%
Start-ups/Venture	0%
Municipal/Government	0%
Other	0%

Our Company is a(n):

Credit Lender

Special Requirements

The Minimum Credit Criteria of Obligors:

*3 years audited financial statements *Minimum equity of \$20 million

Soft Asset Policy:

Soft assets are acceptable

Industries Most Interested in Funding/Purchasing:

Healthcare, Education (Colleges & Universities), Technology, Entertainment

Industries Will Not Fund/Purchase From:

Lessor and/or Broker Requirements:

Not taking broker deals at this time.

ELFA Business Councils

Financial Institution

Start of Fiscal Year

November



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5151 Corporate Drive
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www.flagstar.com

01/16/2018

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✉ christian.hyek@flagstar.com

Flagstar Bank is a: Buyer, Seller

Type of Company:

Bank

The company's core business focus:

Type of FundingSource/Buyer

Lender

Investor

Source of Funds

Internal Funds

Annual Volume Funded

100-250 Million

Individual Transaction Size

The range of transactions the company will fund/purchase:

Highest	\$45,000,000.00
Average	\$5,000,000.00
Lowest	\$2,000,000.00

Lease Structures

Lease Terms

Longest	180
Average	72
Shortest	24

Funding/Buyer Programs

The company provides these types of financing:

Our company DOES originate paper.
We DO syndicate or sell paper. Details: Middle and Upper Middle Market = B+ and Better
Municipal and 501c3 Tax-Exempt = BB+ and better credits

Syndications / Portfolios:

Debt, True Lease, Tax-Exempt Terms greater than 30months

Equipment Types

	Prefer	Will	Will Not	Not Specified
--	--------	------	----------	---------------

Agricultural	•	
Aircraft	•	
Automobile	•	
Broadcast		•
Buses	•	
Cable	•	
Communications	•	
Computer	•	
Construction	•	
Electronic	•	
Emergency Vehicles	•	
Energy	•	
Furniture/Fixtures	•	
Gaming	•	
Graphic Arts	•	
Industrial	•	
Intermodal	•	
Laundry/Drycleaning	•	
Livestock		•
Machine Tool	•	
Mailroom	•	
Marine	•	
Materials Handling	•	

Medical	•	
Mining	•	
Modular Buildings	•	
Office	•	
Other	•	
Point of Sale/Banking		•
Printing	•	
Project Finance	•	
Rail	•	
Recreation		•
Recycling	•	
Restaurant		•
Satellite		•
Software	•	
Trucks and Trailers	•	
Utility	•	
Video	•	
Waste Removal	•	

Credit Criteria

Percentage of fundings/purchases (by equipment cost) from:

Investment Grade	5%
HLT/Large Cap	0%

Near Investment Grade	30%
Middle Market	30%
Lower Middle Market	15%
Start-ups/Venture	0%
Municipal/Government	20%
Other	0%

Our Company is a(n):

Credit Lender

Special Requirements

The Minimum Credit Criteria of Obligor:

Soft Asset Policy:

Yes, subject to credit quality

Industries Most Interested in Funding/Purchasing:

Transportation Manufacturing Healthcare and Higher Education Construction and Mining Service Industries

Industries Will Not Fund/Purchase From:

Start-ups Cross-Border Coal Oil & Gas

Lessor and/or Broker Requirements:

ELFA Business Councils

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FLEET ADVANTAGE, LLC
401 E. Las Olas Blvd
Suite 1720
Fort Lauderdale, FL 33301
www.fleetadvantage.com

Last Update:
01/16/2018

Fleet Advantage, LLC is a:

Type of Company:

Independent

The company's core business focus:

Type of FundingSource/Buyer

Source of Funds

Annual Volume Funded

100-250 Million

Individual Transaction Size

The range of transactions the company will fund/purchase:

Highest	\$0.00
Average	\$0.00
Lowest	\$0.00

Lease Structures

Operating Lease

Lease Terms

Longest

Average

Shortest

Funding/Buyer Programs

The company provides these types of financing:

No Information Provided

Our company DOES NOT originate paper.

We DO NOT syndicate or sell paper.

Syndications / Portfolios:

Equipment Types

	Prefer	Will	Will Not	Not Specified
Agricultural				
Aircraft				
Automobile				
Broadcast				
Buses				
Cable				
Communications				
Computer				

Construction

Electronic

Emergency Vehicles

Energy

Furniture/Fixtures

Gaming

Graphic Arts

Industrial

Intermodal

Laundry/Drycleaning

Livestock

Machine Tool

Mailroom

Marine

Materials Handling

Medical

Mining

Modular Buildings

Office

Other

Point of Sale/Banking

Printing

Project Finance

Rail
Recreation
Recycling
Restaurant
Satellite
Software
Trucks and Trailers
Utility
Video
Waste Removal

Credit Criteria

Percentage of fundings/purchases (by equipment cost) from:

Investment Grade	%
HLT/Large Cap	%
Near Investment Grade	%
Middle Market	%
Lower Middle Market	%
Start-ups/Venture	%
Municipal/Government	%
Other	%

Our Company is a(n):

Neither Asset-Based nor Credit Lender

Special Requirements

The Minimum Credit Criteria of Obligors:

Soft Asset Policy:

Industries Most Interested in Funding/Purchasing:

Industries Will Not Fund/Purchase From:

Lessor and/or Broker Requirements:

ELFA Business Councils

Independent Middle Market

Start of Fiscal Year



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225 Park Ave South
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www.flushingbank.com

04/04/2018

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none given (Mobile)
✉ tkelly@flushingbank.com

Flushing Bank is a: Buyer

Type of Company:

Bank

The company's core business focus:

Flushing Bank is an active purchaser of equipment loans and finance leases through Indirect Sales on a national basis. Our primary focus is lending to BB and B (or equivalent) companies as well as Middle Market credits secured by hard assets. Consideration for softer collateral for BB and above credits.

Type of FundingSource/Buyer

Lender

Source of Funds

Internal Funds

Annual Volume Funded

20-50 Million

Individual Transaction Size

The range of transactions the company will fund/purchase:

Highest	\$10,000,000.00
Average	\$3,500,000.00
Lowest	\$1,000,000.00

Lease Structures

Debt

Lease Terms

Longest	120 months
Average	42 months
Shortest	24 months

Funding/Buyer Programs

The company provides these types of financing:

Buy Paper from Leasing Comp

Our company DOES NOT originate paper.

We DO NOT syndicate or sell paper.

Syndications / Portfolios:

Equipment Types

	Prefer	Will	Will Not	Not Specified
Agricultural		•		
Aircraft			•	
Automobile		•		
Broadcast		•		
Buses	•			
Cable		•		
Communications		•		
Computer		•		
Construction	•			
Electronic		•		
Emergency Vehicles	•			
Energy		•		
Furniture/Fixtures		•		
Gaming			•	
Graphic Arts		•		
Industrial	•			
Intermodal	•			
Laundry/Drycleaning		•		
Livestock			•	

Machine Tool	•	
Mailroom		•
Marine		•
Materials Handling	•	
Medical		•
Mining		•
Modular Buildings		•
Office		•
Other		•
Point of Sale/Banking		•
Printing		•
Project Finance		•
Rail		•
Recreation		•
Recycling		•
Restaurant		•
Satellite		•
Software		•
Trucks and Trailers	•	
Utility	•	
Video		•
Waste Removal		•

Credit Criteria

Percentage of fundings/purchases (by equipment cost) from:

Investment Grade	0%
HLT/Large Cap	0%
Near Investment Grade	0%
Middle Market	0%
Lower Middle Market	0%
Start-ups/Venture	0%
Municipal/Government	0%
Other	0%

Our Company is a(n):

Neither Asset-Based nor Credit Lender

Special Requirements

The Minimum Credit Criteria of Obligor:

Cash flow leverage within OCC guidelines including exceptions; cash flow history to support debt obligations; minimum of five years in business (exceptions considered)

Soft Asset Policy:

Yes

Industries Most Interested in Funding/Purchasing:

Transportation, Manufacturing, Industrial, Construction, Healthcare, Rail, Packaging, Marine, Printing

Industries Will Not Fund/Purchase From:

Lessor and/or Broker Requirements:

Lockbox required for payments unless remitted directly to Flushing Bank.

ELFA Business Councils

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GE CAPITAL MARKETS GROUP

1 Olympic Place
Suite 900
Towson, MD 21204
www.ge.com

Last Update:

01/30/2018

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(410) 527-9393 (Fax)

none given (Mobile)

✉ steve.decarlo@ge.com

GE Capital Markets Group is a: , Seller

Type of Company:

Multi-line Commercial

The company's core business focus:

GE Capital Markets, Inc. syndicates transactions originated by GE Capital businesses.

Type of FundingSource/Buyer

Agent

Packager

Source of Funds

Both Internal and Other Funds

Annual Volume Funded

1 Billion - 1.1 Billion

Individual Transaction Size

The range of transactions the company will fund/purchase:

Highest	\$0.00
Average	\$0.00
Lowest	\$0.00

Lease Structures

Real Estate

Lease Terms

Longest
Average
Shortest

Funding/Buyer Programs

The company provides these types of financing:

No Information Provided

Our company DOES originate paper.

We DO syndicate or sell paper. Details: Syndication of transactions that are originated through GE Capital.

Syndications / Portfolios:

Equipment Types

	Prefer	Will	Will Not	Not Specified
Agricultural				•
Aircraft				•
Automobile				•
Broadcast				•
Buses				•
Cable				•
Communications				•
Computer				•
Construction				•
Electronic				•
Emergency Vehicles				•
Energy				•
Furniture/Fixtures				•
Gaming				•
Graphic Arts				•
Industrial				•
Intermodal				•
Laundry/Drycleaning				•
Livestock				•
Machine Tool				•
Mailroom				•

Marine	•
Materials Handling	•
Medical	•
Mining	•
Modular Buildings	•
Office	•
Other	•
Point of Sale/Banking	•
Printing	•
Project Finance	•
Rail	•
Recreation	•
Recycling	•
Restaurant	•
Satellite	•
Software	•
Trucks and Trailers	•
Utility	•
Video	•
Waste Removal	•

Credit Criteria

Percentage of fundings/purchases (by equipment cost) from:

Investment Grade	0%
HLT/Large Cap	0%
Near Investment Grade	0%
Middle Market	0%
Lower Middle Market	0%
Start-ups/Venture	0%
Municipal/Government	0%
Other	0%

Our Company is a(n):

Neither Asset-Based nor Credit Lender

Special Requirements

The Minimum Credit Criteria of Obligors:

Soft Asset Policy:

Industries Most Interested in Funding/Purchasing:

Industries Will Not Fund/Purchase From:

Lessor and/or Broker Requirements:

ELFA Business Councils

Financial Institution

Independent Middle Market
Small Ticket
Captive and Vendor Finance

Start of Fiscal Year

January



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HUNTINGTON EQUIPMENT FINANCE

200 Public Square

CM62

Cleveland, OH 44114

<http://www.huntington.com>

Last Update:

03/01/2018

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Huntington Equipment Finance is a: Buyer, Seller

Type of Company:

Bank

The company's core business focus:

Type of FundingSource/Buyer

Lender

Investor

Source of Funds

Internal Funds

Annual Volume Funded

3.2 Billion - 3.3 Billion

Individual Transaction Size

The range of transactions the company will fund/purchase:

Highest	\$75,000,000.00
Average	\$5,000,000.00
Lowest	\$2,000,000.00

Lease Structures

- Conditional Sale/Money-Over-Money
- Debt
- Tax-Exempt Municipal Lease
- Operating Lease
- Sale/Leaseback
- TRAC

Lease Terms

Longest	180
Average	60
Shortest	36

Funding/Buyer Programs

The company provides these types of financing:

- Discount-Nonrecourse
- Fund Leases as a Group
- Fund Leases Individually

Tax-Exempt Municipal Leasing
Purchase Portfolios

Our company DOES originate paper.
We DO syndicate or sell paper.

Syndications / Portfolios:

Equipment Types

	Prefer	Will	Will Not	Not Specified
Agricultural	•			
Aircraft	•			
Automobile			•	
Broadcast			•	
Buses		•		
Cable		•		
Communications		•		
Computer		•		
Construction		•		
Electronic		•		
Emergency Vehicles		•		
Energy	•			
Furniture/Fixtures		•		
Gaming			•	
Graphic Arts		•		
Industrial	•			

Intermodal	•	
Laundry/Drycleaning		•
Livestock		•
Machine Tool	•	
Mailroom	•	
Marine	•	
Materials Handling	•	
Medical	•	
Mining	•	
Modular Buildings	•	
Office	•	
Other	•	
Point of Sale/Banking	•	
Printing	•	
Project Finance	•	
Rail	•	
Recreation		•
Recycling	•	
Restaurant		•
Satellite		•
Software	•	
Trucks and Trailers	•	
Utility	•	

Video ●

Waste Removal ●

Credit Criteria

Percentage of fundings/purchases (by equipment cost) from:

Investment Grade	20%
HLT/Large Cap	0%
Near Investment Grade	40%
Middle Market	10%
Lower Middle Market	0%
Start-ups/Venture	0%
Municipal/Government	30%
Other	0%

Our Company is a(n):

Credit Lender

Special Requirements

The Minimum Credit Criteria of Obligors:

Soft Asset Policy:

yes.

Industries Most Interested in Funding/Purchasing:

Industries Will Not Fund/Purchase From:

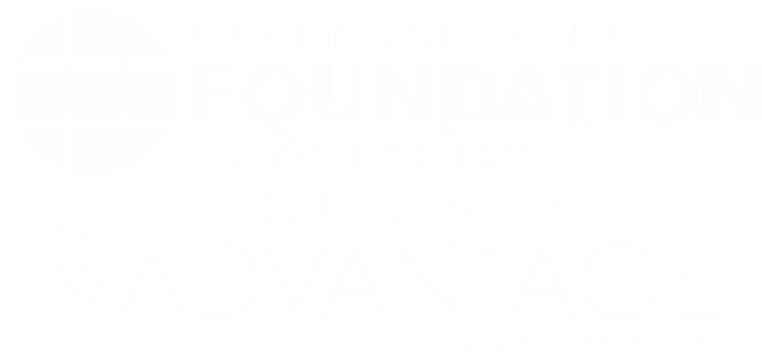
Lessor and/or Broker Requirements:

ELFA Business Councils

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IBERIA CORPORATE ASSET FINANCE, INC.

3595 Grandview Parkway

6th Floor

Birmingham, AL 35243

www.iberiabank.com

Last Update:

01/16/2018

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(205) 558-0477 (Phone)

(205) 914-8823 (Mobile)

✉ Dax.Goforth@iberiabank.com

IBERIA Corporate Asset Finance, Inc. is a:

Type of Company:

Bank

The company's core business focus:

Type of FundingSource/Buyer

Source of Funds

Annual Volume Funded

0-20 Million

Individual Transaction Size

The range of transactions the company will fund/purchase:

Highest	\$0.00
Average	\$0.00
Lowest	\$0.00

Lease Structures

- Conditional Sale/Money-Over-Money
- Debt
- Tax-Exempt Municipal Lease
- Sale/Leaseback
- TRAC

Lease Terms

Longest
Average
Shortest

Funding/Buyer Programs

- The company provides these types of financing:
- Buy Paper from Leasing Comp
 - Discount-Nonrecourse
 - Discount-Recourse
 - Debt Side of a Leveraged Lease
 - Equity/Purchase of Tax-Orient
 - Fund Leases as a Group
 - Fund Leases Individually
 - Tax-Exempt Municipal Leasing

Purchase Portfolios
Progress Payments

Our company DOES NOT originate paper.
We DO NOT syndicate or sell paper.

Syndications / Portfolios:

Equipment Types	Prefer	Will	Will Not	Not Specified
Agricultural				
Aircraft				
Automobile				
Broadcast				
Buses				
Cable				
Communications				
Computer				
Construction				
Electronic				
Emergency Vehicles				
Energy				
Furniture/Fixtures				
Gaming				
Graphic Arts				
Industrial				

Intermodal

Laundry/Drycleaning

Livestock

Machine Tool

Mailroom

Marine

Materials Handling

Medical

Mining

Modular Buildings

Office

Other

Point of Sale/Banking

Printing

Project Finance

Rail

Recreation

Recycling

Restaurant

Satellite

Software

Trucks and Trailers

Utility

Video

Waste Removal

Credit Criteria

Percentage of fundings/purchases (by equipment cost) from:

Investment Grade	%
HLT/Large Cap	%
Near Investment Grade	%
Middle Market	%
Lower Middle Market	%
Start-ups/Venture	%
Municipal/Government	%
Other	%

Our Company is a(n):

Neither Asset-Based nor Credit Lender

Special Requirements

The Minimum Credit Criteria of Obligors:

Soft Asset Policy:

Industries Most Interested in Funding/Purchasing:

Industries Will Not Fund/Purchase From:

Lessor and/or Broker Requirements:

ELFA Business Councils

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J.P. MORGAN EQUIPMENT FINANCE

1111 Polaris Parkway

Suite 3A

Columbus, OH 43240

www.jpmorganchase.com/equipmentfinance

Last Update:

01/16/2018

none given (Mobile)

none given (Mobile)

J.P. Morgan Equipment Finance is a: Buyer, Seller

Type of Company:

Bank

The company's core business focus:

We support the equipment financing needs of JP Morgan Chase's client and key prospects.

Type of FundingSource/Buyer

Lender

Investor

Packager

Source of Funds

Internal Funds

Annual Volume Funded

3.1 Billion - 3.2 Billion

Individual Transaction Size

The range of transactions the company will fund/purchase:

Highest	\$50,000,000.00
Average	\$1,000,000.00
Lowest	\$1,000,000.00

Lease Structures

- Conditional Sale/Money-Over-Money
- Debt
- Tax-Exempt Municipal Lease
- Operating Lease
- Sale/Leaseback
- TRAC
- Vendor Finance

Lease Terms

Longest	10 years
Average	5 years
Shortest	2 years

Funding/Buyer Programs

- The company provides these types of financing:
- Debt Side of a Leveraged Lease
 - Fund Leases as a Group
 - Fund Leases Individually
 - Tax-Exempt Municipal Leasing
 - Other
 - Purchase Portfolios
 - Progress Payments

Our company DOES originate paper.

We DO syndicate or sell paper. Details: We sell entire transactions or seek participants to manage outstanding credit exposure and to generate fee income.

Syndications / Portfolios:

Equipment Types	Prefer	Will	Will Not	Not Specified
Agricultural		•		
Aircraft		•		
Automobile			•	
Broadcast			•	
Buses			•	
Cable			•	
Communications			•	
Computer		•		
Construction		•		
Electronic		•		
Emergency Vehicles		•		
Energy		•		
Furniture/Fixtures		•		
Gaming			•	
Graphic Arts		•		
Industrial		•		
Intermodal		•		

Laundry/Drycleaning		•
Livestock		•
Machine Tool	•	
Mailroom		•
Marine	•	
Materials Handling	•	
Medical	•	
Mining	•	
Modular Buildings		•
Office	•	
Other	•	
Point of Sale/Banking		•
Printing	•	
Project Finance		•
Rail	•	
Recreation		•
Recycling		•
Restaurant		•
Satellite		•
Software	•	
Trucks and Trailers	•	
Utility	•	
Video		•

Waste Removal



Credit Criteria

Percentage of fundings/purchases (by equipment cost) from:

Investment Grade	15%
HLT/Large Cap	0%
Near Investment Grade	20%
Middle Market	45%
Lower Middle Market	10%
Start-ups/Venture	0%
Municipal/Government	10%
Other	0%

Our Company is a(n):

Credit Lender

Special Requirements

The Minimum Credit Criteria of Obligors:

All credit decisions are made by the credit officer responsible for the bank's relationship with the underlying lessee.

Soft Asset Policy:

Only for investment grade credits that are bank customers or prospects.

Industries Most Interested in Funding/Purchasing:

Construction, Industrial/Manufacturing, Utilities, Finance

Industries Will Not Fund/Purchase From:

Healthcare, Gaming, High-Tech, Trucking, Restaurant/Franchise, Government

Lessor and/or Broker Requirements:

Only originators. Transactions must be awarded. Lessors must be credit approved. Full notification of assignment with lessee.

ELFA Business Councils

Financial Institution

Start of Fiscal Year

January



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KEY EQUIPMENT FINANCE

1000 S. McCaslin Blvd

Superior, CO 80027-9456

<http://www.keyequipmentfinance.com>

Last Update:

01/16/2018

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Key Equipment Finance is a: Buyer, Seller

Type of Company:

Bank

The company's core business focus:

Type of FundingSource/Buyer

Lender

Investor

Agent

Packager

Source of Funds

Internal Funds

Annual Volume Funded

3.6 Billion - 5 Billion

Individual Transaction Size

The range of transactions the company will fund/purchase:

Highest	\$75,000,000.00
Average	\$5,000,000.00
Lowest	\$1,000,000.00

Lease Structures

- Conditional Sale/Money-Over-Money
- Debt
- Equity
- Tax-Exempt Municipal Lease
- Operating Lease
- Sale/Leaseback
- TRAC
- Vendor Finance

Lease Terms

Longest	120
Average	60 - 84
Shortest	30

Funding/Buyer Programs

The company provides these types of financing:

- Equity/Purchase of Tax-Orient
- Fund Leases as a Group
- Fund Leases Individually
- Tax-Exempt Municipal Leasing
- Purchase Portfolios
- Progress Payments
- Residual Financing
- Residual Sharing
- Warehouse Lines

Our company DOES originate paper.
We DO syndicate or sell paper. Details: Key has large continuous distribution capacity for single transactions, bundled transactions and sales from portfolio.

Syndications / Portfolios:

Equipment Types

	Prefer	Will	Will Not	Not Specified
Agricultural		•		
Aircraft		•		
Automobile		•		
Broadcast		•		
Buses	•			
Cable		•		
Communications	•			
Computer	•			
Construction	•			

Electronic	•		
Emergency Vehicles	•		
Energy	•		
Furniture/Fixtures	•		
Gaming			•
Graphic Arts	•		
Industrial	•		
Intermodal	•		
Laundry/Drycleaning		•	
Livestock			•
Machine Tool	•		
Mailroom	•		
Marine	•		
Materials Handling	•		
Medical		•	
Mining	•		
Modular Buildings		•	
Office	•		
Other			•
Point of Sale/Banking	•		
Printing	•		
Project Finance		•	
Rail	•		

Recreation		•
Recycling	•	
Restaurant		•
Satellite		•
Software		•
Trucks and Trailers	•	
Utility	•	
Video		•
Waste Removal		•

Credit Criteria

Percentage of fundings/purchases (by equipment cost) from:

Investment Grade	10%
HLT/Large Cap	5%
Near Investment Grade	20%
Middle Market	45%
Lower Middle Market	5%
Start-ups/Venture	0%
Municipal/Government	15%
Other	0%

Our Company is a(n):

Credit Lender

Special Requirements

The Minimum Credit Criteria of Obligor:

Soft Asset Policy:

Yes

Industries Most Interested in Funding/Purchasing:

Manufacturing Semiconductor Transportation Corporate Aviation Marine Rail IT Healthcare Energy

Industries Will Not Fund/Purchase From:

Lessor and/or Broker Requirements:

Approval Required

ELFA Business Councils

Financial Institution

Captive and Vendor Finance

Start of Fiscal Year

January



MITSUBISHI UFJ LEASE & FINANCE (U.S.A.) INC.

420 Lexington Avenue

Suite 1640

New York, NY 10170

<http://www.us.lf.mufg.jp/english/index.html>

Last Update:

01/16/2018

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Mitsubishi UFJ Lease & Finance (U.S.A.) Inc. is a: Buyer, Seller, Equity Provider

Type of Company:

Independent

The company's core business focus:

Type of FundingSource/Buyer

Lender

Investor

Source of Funds

Internal Funds

Annual Volume Funded

100-250 Million

Individual Transaction Size

The range of transactions the company will fund/purchase:

Highest	\$40,000,000.00
Average	\$10,000,000.00
Lowest	\$2,000,000.00

Lease Structures

- Conditional Sale/Money-Over-Money
- Debt
- Equity
- Leveraged Lease
- Operating Lease
- Real Estate
- Sale/Leaseback
- TRAC
- Vendor Finance

Lease Terms

Longest	96
Average	60
Shortest	24

Funding/Buyer Programs

The company provides these types of financing:

- Buy Paper from Brokers
- Buy Paper from Leasing Comp

Discount-Nonrecourse
Discount-Recourse
Debt Side of a Leveraged Lease
Fund Leases as a Group
Fund Leases Individually
Purchase Portfolios
Progress Payments
Residual Financing
Residual Sharing

Our company DOES originate paper.
We DO syndicate or sell paper.

Syndications / Portfolios:

Equipment Types

	Prefer	Will	Will Not	Not Specified
Agricultural		•		
Aircraft		•		
Automobile			•	
Broadcast		•		
Buses		•		
Cable		•		
Communications		•		
Computer	•			
Construction		•		
Electronic	•			
Emergency Vehicles			•	

Energy	•		
Furniture/Fixtures		•	
Gaming			•
Graphic Arts		•	
Industrial	•		
Intermodal		•	
Laundry/Drycleaning		•	
Livestock			•
Machine Tool	•		
Mailroom		•	
Marine		•	
Materials Handling	•		
Medical	•		
Mining		•	
Modular Buildings		•	
Office		•	
Other			•
Point of Sale/Banking	•		
Printing		•	
Project Finance		•	
Rail		•	
Recreation		•	
Recycling		•	

Restaurant	•
Satellite	•
Software	•
Trucks and Trailers	•
Utility	•
Video	•
Waste Removal	•

Credit Criteria

Percentage of fundings/purchases (by equipment cost) from:

Investment Grade	10%
HLT/Large Cap	15%
Near Investment Grade	30%
Middle Market	35%
Lower Middle Market	10%
Start-ups/Venture	0%
Municipal/Government	0%
Other	0%

Our Company is a(n):

Credit Lender

Special Requirements

The Minimum Credit Criteria of Obligors:

Minimum EBITDA of \$15 million

Soft Asset Policy:

Yes

Industries Most Interested in Funding/Purchasing:

Industrial Energy Power Technology Medical

Industries Will Not Fund/Purchase From:

Gaming

Lessor and/or Broker Requirements:

ELFA Business Councils

Financial Institution

Start of Fiscal Year

April



NATIONS EQUIPMENT FINANCE, LLC

501 Merritt Seven

Norwalk, CT 06851

<http://www.nationsequipmentfinance.com>

Last Update:

01/16/2018

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Nations Equipment Finance, LLC is a: Buyer

Type of Company:

Independent

The company's core business focus:

Nations Equipment Finance (NEF) was started in 2010 to provide equipment financing to middle market companies based in the US and Canada. We target companies in need of equipment financing (lease or loan) for both new and used assets in industries that are known for utilizing long lived, critical use collateral. We emphasize the collateral component of a transaction and therefore can provide creative solutions to companies that have fewer options in today's credit market.

Type of FundingSource/Buyer

Lender

Investor

Agent

Packager

Source of Funds

Both Internal and Other Funds

Annual Volume Funded

100-250 Million

Individual Transaction Size

The range of transactions the company will fund/purchase:

Highest	\$20,000,000.00
Average	\$3,000,000.00
Lowest	\$1,000,000.00

Lease Structures

- Conditional Sale/Money-Over-Money
- Debt
- Leveraged Lease
- Operating Lease
- Sale/Leaseback
- TRAC
- Vendor Finance

Lease Terms

Longest	84
Average	48

Funding/Buyer Programs

The company provides these types of financing:

Buy Paper from Brokers

Buy Paper from Leasing Comp

Buy Paper:S. I. D. Sub to Appr

Discount-Nonrecourse

Debt Side of a Leveraged Lease

Fund Leases as a Group

Fund Leases Individually

Other

Purchase Portfolios

Progress Payments

Our company DOES originate paper.

We DO syndicate or sell paper. Details: We originate transactions directly with end users and through brokers, advisors, restructuring firms, ABL providers.

Syndications / Portfolios:

Portfolios greater than \$1MM, average tickets size greater than \$250k, borrowers/lessees based in North America.

Equipment Types

	Prefer	Will	Will Not	Not Specified
Agricultural		•		
Aircraft	•			
Automobile		•		
Broadcast		•		
Buses		•		

Cable			•
Communications			•
Computer			•
Construction	•		
Electronic			•
Emergency Vehicles		•	
Energy	•		
Furniture/Fixtures			•
Gaming		•	
Graphic Arts		•	
Industrial	•		
Intermodal		•	
Laundry/Drycleaning		•	
Livestock			•
Machine Tool	•		
Mailroom		•	
Marine	•		
Materials Handling	•	•	
Medical		•	•
Mining	•		
Modular Buildings		•	
Office			•
Other		•	

Point of Sale/Banking	•	
Printing	•	
Project Finance	•	
Rail	•	
Recreation		•
Recycling	•	
Restaurant		•
Satellite		•
Software		•
Trucks and Trailers	•	
Utility	•	
Video	•	•
Waste Removal	•	

Credit Criteria

Percentage of fundings/purchases (by equipment cost) from:

Investment Grade	0%
HLT/Large Cap	10%
Near Investment Grade	0%
Middle Market	40%
Lower Middle Market	40%
Start-ups/Venture	0%
Municipal/Government	0%

Other

10%

Our Company is a(n):

Asset-Based Lender

Special Requirements

The Minimum Credit Criteria of Obligors:

Minimum 1 year in business

Soft Asset Policy:

No

Industries Most Interested in Funding/Purchasing:

Capital intensive industries that use long lived assets: Manufacturing, Construction, Mining, Marine, Energy, Transportation, Food, and Distribution.

Industries Will Not Fund/Purchase From:

Media/telecomm, Services, Technology, Restaurant.

Lessor and/or Broker Requirements:

ELFA Business Councils

Independent Middle Market

Start of Fiscal Year

January

PEAPACK CAPITAL CORPORATION

500 Hills Drive
Bedminster, NJ 07921-0700
<http://www.pgbank.com/>

Last Update:
01/10/2018

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Peapack Capital Corporation is a: Buyer, Seller

Type of Company:

Bank

The company's core business focus:

Type of FundingSource/Buyer

Lender

Source of Funds

Internal Funds

Annual Volume Funded

100-250 Million

Individual Transaction Size

The range of transactions the company will fund/purchase:

Highest	\$30,000,000.00
Average	\$10,000,000.00
Lowest	\$3,000,000.00

Lease Structures

- Conditional Sale/Money-Over-Money
- Debt
- Operating Lease
- Sale/Leaseback
- TRAC

Lease Terms

Longest	120
Average	72
Shortest	36

Funding/Buyer Programs

- The company provides these types of financing:
- Buy Paper from Leasing Comp
 - Fund Leases Individually
 - Purchase Portfolios
 - Progress Payments

Our company DOES originate paper.

We DO syndicate or sell paper.

Syndications / Portfolios:

Equipment Types	Prefer	Will	Will Not	Not Specified
Agricultural				
Aircraft				
Automobile				
Broadcast				
Buses				
Cable				
Communications				
Computer				
Construction				
Electronic				
Emergency Vehicles				
Energy				
Furniture/Fixtures				
Gaming				
Graphic Arts				
Industrial				
Intermodal				
Laundry/Drycleaning				
Livestock				

Machine Tool

Mailroom

Marine

Materials Handling

Medical

Mining

Modular Buildings

Office

Other

Point of Sale/Banking

Printing

Project Finance

Rail

Recreation

Recycling

Restaurant

Satellite

Software

Trucks and Trailers

Utility

Video

Waste Removal

Credit Criteria

Percentage of fundings/purchases (by equipment cost) from:

Investment Grade	0%
HLT/Large Cap	0%
Near Investment Grade	0%
Middle Market	0%
Lower Middle Market	0%
Start-ups/Venture	0%
Municipal/Government	0%
Other	0%

Our Company is a(n):

Credit Lender

Special Requirements

The Minimum Credit Criteria of Obligors:

Soft Asset Policy:

Industries Most Interested in Funding/Purchasing:

Industries Will Not Fund/Purchase From:

Lessor and/or Broker Requirements:

ELFA Business Councils

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PEOPLE'S CAPITAL AND LEASING CORP.

850 Main Street
BC-03
Bridgeport, CT 06604

Last Update:

01/19/2018

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People's Capital and Leasing Corp. is a: Buyer, Seller

Type of Company:

Bank

The company's core business focus:

We are a subsidiary of People's Bank, a Connecticut based bank with assets exceeding \$35 Billion.

Type of FundingSource/Buyer

Lender

Investor

Packager

Source of Funds

Internal Funds

Annual Volume Funded

700-800 Million

Individual Transaction Size

The range of transactions the company will fund/purchase:

Highest	\$10,000,000.00
Average	\$2,000,000.00
Lowest	\$500,000.00

Lease Structures

- Debt
- Leveraged Lease
- Operating Lease
- Sale/Leaseback
- TRAC

Lease Terms

Longest	96
Average	60
Shortest	36

Funding/Buyer Programs

The company provides these types of financing:

Buy Paper from Brokers

Buy Paper from Leasing Comp

Discount-Nonrecourse

Debt Side of a Leveraged Lease

Fund Leases Individually

Purchase Portfolios

Progress Payments

Our company DOES originate paper.

We DO syndicate or sell paper. Details: We syndicate transactions to manage overall exposure.

Syndications / Portfolios:

Equipment Types

	Prefer	Will	Will Not	Not Specified
Agricultural		•		
Aircraft		•		
Automobile			•	
Broadcast		•		
Buses	•			
Cable			•	
Communications			•	
Computer			•	
Construction	•			
Electronic			•	
Emergency Vehicles		•		

Energy		•
Furniture/Fixtures		•
Gaming		•
Graphic Arts	•	
Industrial	•	
Intermodal	•	
Laundry/Drycleaning		•
Livestock		•
Machine Tool	•	
Mailroom	•	
Marine	•	
Materials Handling	•	
Medical	•	
Mining	•	
Modular Buildings		•
Office	•	
Other		•
Point of Sale/Banking		•
Printing	•	
Project Finance		•
Rail	•	
Recreation		•
Recycling	•	

Restaurant	•
Satellite	•
Software	•
Trucks and Trailers	•
Utility	•
Video	•
Waste Removal	•

Credit Criteria

Percentage of fundings/purchases (by equipment cost) from:

Investment Grade	10%
HLT/Large Cap	10%
Near Investment Grade	30%
Middle Market	50%
Lower Middle Market	0%
Start-ups/Venture	0%
Municipal/Government	0%
Other	0%

Our Company is a(n):

Asset-Based and Credit Lender

Special Requirements

The Minimum Credit Criteria of Obligors:

MIDDLE MARKET TRANSACTIONS: Min Annual Revenues \$5MM; Min Net Worth \$500M Years in Business: 3; Positive Proforma Cash Flow; Debt to Worth within industry guidelines; Solid Collateral Coverage.

Soft Asset Policy:

No

Industries Most Interested in Funding/Purchasing:

Corrugated, Plastics, Machine Tool, Manufacturing, Cranes, Motor Coaches, School Buses, Tractors, Trailers, Construction, Marine, Corporate Aircraft, and Material Handling.

Industries Will Not Fund/Purchase From:

Technology and we are very selective on energy.

Lessor and/or Broker Requirements:

We require financial statements and references from other funding sources.

ELFA Business Councils

Financial Institution

Independent Middle Market

Start of Fiscal Year

January



SANTANDER BANK EQUIPMENT FINANCE

200 Park Avenue, Suite 100

Mail Stop: NJ1-6514-EF4

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Last Update:

01/19/2018

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Santander Bank Equipment Finance is a: Buyer, Seller

Type of Company:

Bank

The company's core business focus:

As part of Banco Santander, one of the largest and most respected banks in the world, Santander's Corporate Equipment Finance Buy Desk provides a fresh, reliable source of capital for captive financial institutions, bank syndication desks, and finance and leasing companies. Whether you want to manage your credit exposure, generate fee income or sell part of your portfolio, our experienced team of equipment industry professionals is ready with flexible options to ensure a successful transaction.

Type of FundingSource/Buyer

Lender

Investor

Packager

Source of Funds

Internal Funds

Annual Volume Funded

250-500 Million

Individual Transaction Size

The range of transactions the company will fund/purchase:

Highest	\$100,000,000.00
Average	\$15,000,000.00
Lowest	\$5,000,000.00

Lease Structures

- Conditional Sale/Money-Over-Money
- Debt
- Equity
- Leveraged Lease
- Tax-Exempt Municipal Lease
- Operating Lease
- Sale/Leaseback
- TRAC
- Vendor Finance

Lease Terms

Longest	180
Average	60

Funding/Buyer Programs

The company provides these types of financing:

Buy Paper: Our Documents Only

Buy Paper from Leasing Comp

Discount-Nonrecourse

Discount-Recourse

Debt Side of a Leveraged Lease

Equity/Purchase of Tax-Orient

Fund Leases as a Group

Fund Leases Individually

Tax-Exempt Municipal Leasing

Other

Purchase Portfolios

Progress Payments

Warehouse Lines

Our company DOES originate paper.

We DO NOT syndicate or sell paper.

Syndications / Portfolios:

We purchase or fund lessor portfolios on a relationship basis or a single event from \$5MM and up.

Equipment Types

	Prefer	Will	Will Not	Not Specified
Agricultural		•		
Aircraft			•	
Automobile	•			

Broadcast		•	
Buses	•		
Cable		•	
Communications		•	
Computer		•	
Construction	•		
Electronic		•	
Emergency Vehicles	•		
Energy			•
Furniture/Fixtures		•	
Gaming			•
Graphic Arts		•	
Industrial	•		
Intermodal		•	
Laundry/Drycleaning		•	
Livestock			•
Machine Tool	•		
Mailroom		•	
Marine			•
Materials Handling		•	
Medical	•		
Mining			•
Modular Buildings			•

Office		•	
Other			•
Point of Sale/Banking		•	
Printing		•	
Project Finance		•	
Rail		•	
Recreation		•	
Recycling		•	
Restaurant			•
Satellite			•
Software		•	
Trucks and Trailers	•		
Utility	•		
Video		•	
Waste Removal		•	

Credit Criteria

Percentage of fundings/purchases (by equipment cost) from:

Investment Grade	5%
HLT/Large Cap	0%
Near Investment Grade	5%
Middle Market	40%
Lower Middle Market	30%

Start-ups/Venture	0%
Municipal/Government	10%
Other	10%

Our Company is a(n):

Credit Lender

Special Requirements

The Minimum Credit Criteria of Obligors:

Our credit requirements are looked at on an individual basis. Generally, we are a balance sheet lender.

Soft Asset Policy:

Yes. We finance IT and FFE. generally, up to 20% of OEC soft costs can be financed.

Industries Most Interested in Funding/Purchasing:

We fund a large variety of industries based upon the originators niche expertise and portfolio performance. We prefer industrial, manufacturing, medical and construction.

Industries Will Not Fund/Purchase From:

Gaming, livestock, marine, aircraft

Lessor and/or Broker Requirements:

In general we are looking for some niche expertise whether by transaction size, equipment types, industry, geographic etc. Non-recourse lessor's considered upon verification of similar funding relationship.

ELFA Business Councils

Financial Institution

Independent Middle Market

Small Ticket

Captive and Vendor Finance

Start of Fiscal Year

January



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SIGNATURE FINANCIAL

225 Broadhollow Road

Suite 132W

Melville, NY 11747

<http://www.signatureny.com>

Last Update:

01/16/2018

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 mash@signatureny.com

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 aperettine@signatureny.com

Signature Financial is a: Buyer, Seller**Type of Company:**

Bank

The company's core business focus:

Signature Financial LLC ("SF") is a sub of Signature Bank a NY chartered commercial bank (public - tickler SBNY). SF provides equipment leasing and services on both a direct and indirect basis to a diverse client base nationwide. Our Capital Markets and Indirect origination channels are focused building reciprocal relationships. We are generalist with significant experience in the transportation, construction, manufacturing, healthcare etc..

Type of FundingSource/Buyer

Lender

Investor

Agent

Packager

Source of Funds

Internal Funds

Annual Volume Funded

1.2 Billion - 1.3 Billion

Individual Transaction Size

The range of transactions the company will fund/purchase:

Highest	\$25,000,000.00
Average	\$4,000,000.00
Lowest	\$250,000.00

Lease Structures

- Conditional Sale/Money-Over-Money
- Debt
- Leveraged Lease
- Tax-Exempt Municipal Lease
- TRAC

Lease Terms

Longest	120
Average	60
Shortest	36

Funding/Buyer Programs

The company provides these types of financing:

Buy Paper from Leasing Comp

Discount-Nonrecourse

Debt Side of a Leveraged Lease

Equity/Purchase of Tax-Orient

Fund Leases as a Group

Fund Leases Individually

Tax-Exempt Municipal Leasing

Purchase Portfolios

Our company DOES originate paper.

We DO syndicate or sell paper. Details: 1) We Buy Side - Capital Markets & Indirect Origination channel in support of third party originated opportunities. 2) We Sell Side - opportunities originated through our National Direct / Other Origination channels. We Sell to manage client, industry, geographic, exposures.

Syndications / Portfolios:

One off or portfolio opportunities. Loans, Leases, True / Tax Leases, Tracs etc.. - focus is on middle market to upper middle market opportunities with investment grade capabilities.

Equipment Types

	Prefer	Will	Will Not	Not Specified
Agricultural		•		
Aircraft				•
Automobile		•		
Broadcast		•		
Buses		•		
Cable		•		

Communications		•	
Computer		•	
Construction	•		
Electronic		•	
Emergency Vehicles	•		
Energy		•	
Furniture/Fixtures		•	
Gaming			•
Graphic Arts		•	
Industrial	•		
Intermodal			•
Laundry/Drycleaning			•
Livestock			•
Machine Tool	•		
Mailroom		•	
Marine	•		
Materials Handling	•		
Medical	•		
Mining		•	
Modular Buildings			•
Office		•	
Other		•	
Point of Sale/Banking		•	

Printing	•	
Project Finance		•
Rail	•	
Recreation		•
Recycling	•	
Restaurant	•	
Satellite		•
Software	•	
Trucks and Trailers	•	
Utility	•	
Video	•	
Waste Removal	•	

Credit Criteria

Percentage of fundings/purchases (by equipment cost) from:

Investment Grade	5%
HLT/Large Cap	0%
Near Investment Grade	30%
Middle Market	60%
Lower Middle Market	5%
Start-ups/Venture	0%
Municipal/Government	0%
Other	0%

Our Company is a(n):

Credit Lender

Special Requirements

The Minimum Credit Criteria of Obligors:

Criteria is subject to finance amount & credit quality in conjunction with asset type / coverage, structure, pricing etc.

Soft Asset Policy:

yes - pending credit quality

Industries Most Interested in Funding/Purchasing:

Transportation (Trucks, Trailers, Inland Marine), Construction, Manufacturing, Healthcare. We are generalist, but above represents industries of focus.

Industries Will Not Fund/Purchase From:

Gaming, Commercial / Corporate Air

Lessor and/or Broker Requirements:

Focus is on bank owned leasing companies, independent financial institutions, equipment vendors and select investment institutions. Preference is for reciprocal relationships, but same is not a requirement. The development of Broker business is NOT a focus for us.

ELFA Business Councils

Financial Institution

Start of Fiscal Year

January

SOCIETE GENERALE EQUIPMENT FINANCE

480 Washington Blvd
24th Floor
Jersey City, NJ 07310-1900
www.sgef.us

Last Update:

03/01/2018

Donald Furrer (Primary Contact)

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Steven Santagato (Alternate Contact)

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(201) 839-1111 (Fax)

(631) 680-4842 (Mobile)

✉ steven.santagato@socgen.com

Societe Generale Equipment Finance is a: Buyer, Seller

Type of Company:

Bank

The company's core business focus:

Societe Generale Equipment Finance (SGEF) is the international equipment and vendor finance specialist of Societe Generale group. SGEF is a worldwide leading player and a key partner for manufacturers and vendors in Europe, Africa, Asia and the Americas. With 3,500* people across 42* countries, SGEF produced €11.7bn* in New Business Volumes thanks to its sound industry knowledge in the Transportation, Industrial Equipment and High-Tech markets.

Type of FundingSource/Buyer

Lender

Source of Funds

Internal Funds

Annual Volume Funded

800-900 Million

Individual Transaction Size

The range of transactions the company will fund/purchase:

Highest	\$0.00
Average	\$0.00
Lowest	\$0.00

Lease Structures

Vendor Finance

Lease Terms

Longest
Average
Shortest

Funding/Buyer Programs

The company provides these types of financing:

Fund Leases Individually

Our company DOES originate paper.
We DO syndicate or sell paper.

Syndications / Portfolios:

Equipment Types	Prefer	Will	Will Not	Not Specified
Agricultural				•
Aircraft				•
Automobile				•
Broadcast				•
Buses				•
Cable				•
Communications				•
Computer				•
Construction				•
Electronic				•
Emergency Vehicles				•
Energy				•
Furniture/Fixtures				•
Gaming				•
Graphic Arts				•
Industrial				•
Intermodal				•
Laundry/Drycleaning				•

Livestock	•
Machine Tool	•
Mailroom	•
Marine	•
Materials Handling	•
Medical	•
Mining	•
Modular Buildings	•
Office	•
Other	•
Point of Sale/Banking	•
Printing	•
Project Finance	•
Rail	•
Recreation	•
Recycling	•
Restaurant	•
Satellite	•
Software	•
Trucks and Trailers	•
Utility	•
Video	•
Waste Removal	•

Credit Criteria

Percentage of fundings/purchases (by equipment cost) from:

Investment Grade	0%
HLT/Large Cap	0%
Near Investment Grade	0%
Middle Market	0%
Lower Middle Market	0%
Start-ups/Venture	0%
Municipal/Government	0%
Other	0%

Our Company is a(n):

Neither Asset-Based nor Credit Lender

Special Requirements

The Minimum Credit Criteria of Obligors:

Soft Asset Policy:

Industries Most Interested in Funding/Purchasing:

Industries Will Not Fund/Purchase From:

Lessor and/or Broker Requirements:

ELFA Business Councils

Captive and Vendor Finance

Start of Fiscal Year



About

- About Home
- Industry Overview
- Governance
- Staff Contact Info
- Principles of Fair Business Practices
- Awards
- Directions & Hotels

News

- News Home
- Industry News
- Add Your News item
- Press Room
- Media Coverage
- Magazine
- Newsletters
- Publications (store)

Directories

- Directories Home
- Member Directory
- Software Listing
- FundingSource
- Database
- Legal Buyers Guide
- Manufacturer & Vendor Resource

Events & Training

- Events & Training
- ELFA Events Mobile App
- Calendar
- ELFA Academy
- Principles of Leasing & Finance Workshops

Membership

- Membership Home
- FAQ
- Value of Membership
- Membership Types
- Request Application
- Community Banks

STERLING NATIONAL BANK EQUIPMENT FINANCE DIVISION

500 7th Avenue

3rd Floor

New York, NY 10018

<http://www.sterlingbankleasing.com>

Last Update:

01/30/2018

Keith Smith (Primary Contact)

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✉ ksmith@snb.com

William Breitman (Alternate Contact)

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(212) 575-3442 (Fax)

none given (Mobile)

✉ william.breitman@sterlingbancorp.com

Sterling National Bank Equipment Finance Division is a:

Type of Company:

Bank

The company's core business focus:

We will accept transactions ranging from \$50K and up. Full financial disclosure is required. We are generalists and accept most industry types.

Type of FundingSource/Buyer

Lender

Source of Funds

Internal Funds

Annual Volume Funded

100-250 Million

Individual Transaction Size

The range of transactions the company will fund/purchase:

Highest	\$5,000,000.00
Average	\$250,000.00
Lowest	\$75,000.00

Lease Structures

- Conditional Sale/Money-Over-Money
- Debt
- Vendor Finance

Lease Terms

Longest	84 months
Average	48 months
Shortest	12 months

Funding/Buyer Programs

- The company provides these types of financing:
- Buy Paper from Leasing Comp
 - Discount-Nonrecourse

Discount-Recourse
Fund Leases as a Group
Fund Leases Individually
Purchase Portfolios
Progress Payments

Our company DOES originate paper.
We DO syndicate or sell paper. Details: From time to time we wioll look to syndicate paper for our customers that we feel we need to manage exposure.

Syndications / Portfolios:

We are always seeking portfolio opportunities

Equipment Types				
	Prefer	Will	Will Not	Not Specified
Agricultural			•	
Aircraft			•	
Automobile			•	
Broadcast		•		
Buses		•		
Cable		•		
Communications		•		
Computer		•		
Construction			•	
Electronic		•		
Emergency Vehicles		•		
Energy		•		
Furniture/Fixtures		•		

[illegible]

Software	•
Trucks and Trailers	•
Utility	•
Video	•
Waste Removal	•

Credit Criteria

Percentage of fundings/purchases (by equipment cost) from:

Investment Grade	10%
HLT/Large Cap	0%
Near Investment Grade	10%
Middle Market	50%
Lower Middle Market	30%
Start-ups/Venture	0%
Municipal/Government	0%
Other	0%

Our Company is a(n):

Credit Lender

Special Requirements

The Minimum Credit Criteria of Obligors:

We look for four years in business. PGs are required on 95% of the deals. Net worth should be close to twice the amount to be financed. Business must be profitable in the current and previous years. Leverage not more than 4 to 1.

Soft Asset Policy:

Soft assets worth up to 50% of the total cost is acceptable.

Industries Most Interested in Funding/Purchasing:

We have special expertise in medical, Machine tool, sanitation, material handling, high tech, graphic arts, industrial and printing.

Industries Will Not Fund/Purchase From:

Gaming, restaurant, amusement, small retail businesses and owner operator truckers, construction. Restaurants, real estate management, small retail, chiropractors, spas, beauticians, hotel/motel, brokerage and investment firms.

Lessor and/or Broker Requirements:

Four years in business. . Strong funding source references.

ELFA Business Councils

Financial Institution

Start of Fiscal Year

January



STONEBRIAR COMMERCIAL FINANCE

5601 Granite Parkway

Suite 1350

Plano, TX 75024

www.StonebriarCF.com

Last Update:

01/16/2018

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none given (Mobile)

✉ mark.gibson@stonebriarcf.com

Stonebriar Commercial Finance is a:

Type of Company:

Multi-line Commercial

The company's core business focus:

Type of FundingSource/Buyer

Source of Funds

Annual Volume Funded

1 Billion - 1.1 Billion

Individual Transaction Size

The range of transactions the company will fund/purchase:

Highest	\$0.00
Average	\$0.00
Lowest	\$0.00

Lease Structures

- Debt
- Operating Lease
- Real Estate
- Sale/Leaseback
- TRAC

Lease Terms

Longest
Average
Shortest

Funding/Buyer Programs

The company provides these types of financing:

- Buy Paper from Brokers
- Buy Paper from Leasing Comp
- Discount-Nonrecourse
- Discount-Recourse
- Debt Side of a Leveraged Lease
- Fund Leases as a Group
- Fund Leases Individually
- Purchase Portfolios

Progress Payments

Our company DOES NOT originate paper.
We DO NOT syndicate or sell paper.

Syndications / Portfolios:

Equipment Types	Prefer	Will	Will Not	Not Specified
Agricultural				
Aircraft				
Automobile				
Broadcast				
Buses				
Cable				
Communications				
Computer				
Construction				
Electronic				
Emergency Vehicles				
Energy				
Furniture/Fixtures				
Gaming				
Graphic Arts				
Industrial				
Intermodal				

Laundry/Drycleaning

Livestock

Machine Tool

Mailroom

Marine

Materials Handling

Medical

Mining

Modular Buildings

Office

Other

Point of Sale/Banking

Printing

Project Finance

Rail

Recreation

Recycling

Restaurant

Satellite

Software

Trucks and Trailers

Utility

Video

Waste Removal

Credit Criteria

Percentage of fundings/purchases (by equipment cost) from:

Investment Grade	%
HLT/Large Cap	%
Near Investment Grade	%
Middle Market	%
Lower Middle Market	%
Start-ups/Venture	%
Municipal/Government	%
Other	%

Our Company is a(n):

Neither Asset-Based nor Credit Lender

Special Requirements

The Minimum Credit Criteria of Obligors:

Soft Asset Policy:

Industries Most Interested in Funding/Purchasing:

Industries Will Not Fund/Purchase From:

Lessor and/or Broker Requirements:

ELFA Business Councils

- Financial Institution
- Independent Middle Market

Start of Fiscal Year



About

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News

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- Press Room

Directories

- Directories Home
- Member Directory
- Software Listing

Events & Training

- Events & Training
- ELFA Events Mobile App

Membership

- Membership Home
- FAQ
- Value of Membership
- Membership Types

SUNTRUST EQUIPMENT FINANCE & LEASING CORP.

120 E. Baltimore St.
23rd Floor
Baltimore, MD 21202

Last Update:

02/03/2017

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none given (Mobile)

✉ chip.watson@suntrust.com

SunTrust Equipment Finance & Leasing Corp. is a: Buyer, Seller

Type of Company:

Bank

The company's core business focus:**Type of FundingSource/Buyer**

Lender

Investor

Source of Funds

Internal Funds

Annual Volume Funded

1.4 Billion - 1.5 Billion

Individual Transaction Size

The range of transactions the company will fund/purchase:

Highest	\$50,000,000.00
Average	\$1,500,000.00
Lowest	\$250,000.00

Lease Structures

- Conditional Sale/Money-Over-Money
- Debt
- Equity
- Leveraged Lease
- Tax-Exempt Municipal Lease
- Operating Lease
- Sale/Leaseback
- TRAC
- Vendor Finance

Lease Terms

Longest	240
Average	60
Shortest	24

Funding/Buyer Programs

- The company provides these types of financing:
- Buy Paper from Leasing Comp
 - Discount-Nonrecourse

Debt Side of a Leveraged Lease
Equity/Purchase of Tax-Orient
Fund Leases as a Group
Fund Leases Individually
Inventory Financing/Floor Plan
Tax-Exempt Municipal Leasing
Purchase Portfolios
Progress Payments

Our company DOES originate paper.
We DO syndicate or sell paper. Details: STEFL originates transactions for sale as well as syndicates from existing portfolio.

Syndications / Portfolios:

Equipment Types	Prefer	Will	Will Not	Not Specified
Agricultural			•	
Aircraft		•		
Automobile	•			
Broadcast		•		
Buses		•		
Cable		•		
Communications		•		
Computer	•			
Construction	•			
Electronic		•		
Emergency Vehicles	•			

Energy	•		
Furniture/Fixtures		•	
Gaming		•	
Graphic Arts			•
Industrial		•	
Intermodal		•	
Laundry/Drycleaning			•
Livestock			•
Machine Tool	•		
Mailroom			•
Marine		•	
Materials Handling	•		
Medical	•		
Mining		•	
Modular Buildings		•	
Office		•	
Other			•
Point of Sale/Banking		•	
Printing	•		
Project Finance			•
Rail	•		
Recreation			•
Recycling		•	

Restaurant	•
Satellite	•
Software	•
Trucks and Trailers	•
Utility	•
Video	•
Waste Removal	•

Credit Criteria

Percentage of fundings/purchases (by equipment cost) from:

Investment Grade	0%
HLT/Large Cap	0%
Near Investment Grade	0%
Middle Market	0%
Lower Middle Market	0%
Start-ups/Venture	0%
Municipal/Government	0%
Other	0%

Our Company is a(n):

Neither Asset-Based nor Credit Lender

Special Requirements

The Minimum Credit Criteria of Obligor:

Soft Asset Policy:

Industries Most Interested in Funding/Purchasing:

Industries Will Not Fund/Purchase From:

Lessor and/or Broker Requirements:

ELFA Business Councils

Financial Institution

Independent Middle Market

Start of Fiscal Year



TCF EQUIPMENT FINANCE, A DIVISION OF TCF NATIONAL BANK

11100 Wayzata Blvd
Suite 801
Minnetonka, MN 55305
<http://www.tcfef.com>

Last Update:
02/20/2018

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(952) 221-5479 (Mobile)
✉ bstark@tcfef.com

TCF Equipment Finance, a division of TCF National Bank is a: Buyer, Seller

Type of Company:

Bank

The company's core business focus:

Desire upper middle market credits or better.

Type of FundingSource/Buyer

Lender

Source of Funds

Internal Funds

Annual Volume Funded

2 Billion - 2.1 Billion

Individual Transaction Size

The range of transactions the company will fund/purchase:

Highest	\$7,000,000.00
Average	\$150,000.00
Lowest	\$50,000.00

Lease Structures

- Conditional Sale/Money-Over-Money
- Debt
- Tax-Exempt Municipal Lease
- Operating Lease
- Sale/Leaseback
- TRAC
- Vendor Finance

Lease Terms

Longest	120 months
Average	48 months
Shortest	12 months

Funding/Buyer Programs

The company provides these types of financing:

- Buy Paper: Our Documents Only
- Buy Paper from Leasing Comp

Discount-Nonrecourse
Discount-Recourse
Equity/Purchase of Tax-Orient
Fund Leases as a Group
Fund Leases Individually
Inventory Financing/Floor Plan
Tax-Exempt Municipal Leasing
Purchase Portfolios
Progress Payments
Residual Financing
Residual Sharing

Our company DOES originate paper.

We DO syndicate or sell paper. Details: We sell transactions from \$200,000 to \$5,000,000.

Syndications / Portfolios:

Equipment Types

	Prefer	Will	Will Not	Not Specified
Agricultural	•	•		
Aircraft			•	
Automobile			•	
Broadcast		•		
Buses	•	•		
Cable		•		
Communications		•		
Computer	•	•		
Construction	•	•		
Electronic		•		

Emergency Vehicles	•	•	
Energy		•	
Furniture/Fixtures		•	
Gaming			•
Graphic Arts	•	•	
Industrial		•	
Intermodal		•	
Laundry/Drycleaning		•	
Livestock			•
Machine Tool	•	•	
Mailroom		•	
Marine	•	•	
Materials Handling	•	•	
Medical	•	•	
Mining			•
Modular Buildings			•
Office	•	•	
Other			•
Point of Sale/Banking		•	
Printing	•	•	
Project Finance			•
Rail		•	
Recreation		•	

Recycling	•	•	
Restaurant	•	•	
Satellite			•
Software		•	
Trucks and Trailers	•	•	
Utility		•	
Video		•	
Waste Removal	•	•	

Credit Criteria

Percentage of fundings/purchases (by equipment cost) from:

Investment Grade	10%
HLT/Large Cap	0%
Near Investment Grade	30%
Middle Market	60%
Lower Middle Market	0%
Start-ups/Venture	0%
Municipal/Government	0%
Other	0%

Our Company is a(n):

Credit Lender

Special Requirements

The Minimum Credit Criteria of Obligors:

Profitable for past three fiscal year-ends. Sufficient historical cash flow to support current and proposed debt. Prefer credits with minimum annual revenues of \$10.0 million and minimum tangible net worth of \$3.0 million. No start-ups.

Soft Asset Policy:

Yes - for very strong credits TCFEF will consider software and soft asset transactions.

Industries Most Interested in Funding/Purchasing:

Agriculture, Capital Markets, Commercial Marine, Construction, Waste Collection, Recycling, Environmental Services, Franchise Finance, Golf, Healthcare, Homecare, Manufacturing, Printing & Packaging, Ambulance, Funeral Vehicles, Motorcoach, Shuttle & School Bus Equipment, Tire Service Vehicles, Tow & Recovery, Technology & Office Equipment. We are generalists and give more emphasis to credit quality.

Industries Will Not Fund/Purchase From:

Low tolerance industries include: Internet Service Providers, Gaming, Hazardous Waste, Mining, Lodging, Real Estate Developers, Retail Trade, Subprime Lenders, Securities Broker/Dealers.

Lessor and/or Broker Requirements:

* Only originators. * Full notification of assignment acknowledged by lessee. * TCFEF to bill and collect assigned payments. * Minimum of \$5 million in first year fundings with growth potential. * Regular flow of deals. * Mutual fit between originator's and TCFEF's core business. * Financing within specialized niches * Vendor and/or lessee channels

ELFA Business Councils

Financial Institution

Small Ticket

Captive and Vendor Finance

Start of Fiscal Year

January

VERDANT COMMERCIAL CAPITAL LLC

4540 Cooper Road
Suite 305
Cincinnati, OH 45242

Last Update:

03/01/2018

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✉ jschaner@verdantcc.com

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(888) 598-2617 (Fax)

(513) 484-2105 (Mobile)

✉ jschaner@verdantcc.com

Verdant Commercial Capital LLC is a:

Type of Company:

Independent

The company's core business focus:

Type of FundingSource/Buyer

Source of Funds

Annual Volume Funded

0-20 Million

Individual Transaction Size

The range of transactions the company will fund/purchase:

Highest	\$0.00
Average	\$0.00
Lowest	\$0.00

Lease Structures

Vendor Finance

Lease Terms

Longest
Average
Shortest

Funding/Buyer Programs

The company provides these types of financing:

Fund Leases Individually

Our company DOES NOT originate paper.

We DO NOT syndicate or sell paper.

Syndications / Portfolios:

Equipment Types

	Prefer	Will	Will Not	Not Specified
Agricultural				

Aircraft

Automobile

Broadcast

Buses

Cable

Communications

Computer

Construction

Electronic

Emergency Vehicles

Energy

Furniture/Fixtures

Gaming

Graphic Arts

Industrial

Intermodal

Laundry/Drycleaning

Livestock

Machine Tool

Mailroom

Marine

Materials Handling

Medical

Mining
Modular Buildings
Office
Other
Point of Sale/Banking
Printing
Project Finance
Rail
Recreation
Recycling
Restaurant
Satellite
Software
Trucks and Trailers
Utility
Video
Waste Removal

Credit Criteria

Percentage of fundings/purchases (by equipment cost) from:

Investment Grade	%
HLT/Large Cap	%
Near Investment Grade	%

Middle Market	%
Lower Middle Market	%
Start-ups/Venture	%
Municipal/Government	%
Other	%

Our Company is a(n):

Neither Asset-Based nor Credit Lender

Special Requirements

The Minimum Credit Criteria of Obligors:

Soft Asset Policy:

Industries Most Interested in Funding/Purchasing:

Industries Will Not Fund/Purchase From:

Lessor and/or Broker Requirements:

ELFA Business Councils

Captive and Vendor Finance

Start of Fiscal Year

WELLS FARGO EQUIPMENT FINANCE

600 South 4th Street

Minneapolis, MN 55415

<https://www.wellsfargo.com/com/financing/equipment-financing/>

Last Update:

01/19/2018

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none given (Mobile)

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Wells Fargo Equipment Finance is a: Buyer, Seller

Type of Company:

Bank

The company's core business focus:

Type of FundingSource/Buyer

Lender

Investor

Agent

Packager

Source of Funds

Internal Funds

Annual Volume Funded

10 - 25 Billion

Individual Transaction Size

The range of transactions the company will fund/purchase:

Highest	\$500,000,000.00
Average	\$2,000,000.00
Lowest	\$200,000.00

Lease Structures

- Conditional Sale/Money-Over-Money
- Debt
- Operating Lease
- TRAC
- Vendor Finance

Lease Terms

Longest	120 months
Average	60 months
Shortest	24 months

Funding/Buyer Programs

The company provides these types of financing:

- Buy Paper: Our Documents Only
- Buy Paper from Leasing Comp

Discount-Nonrecourse
Discount-Recourse
Equity/Purchase of Tax-Orient
Fund Leases as a Group
Fund Leases Individually
Purchase Portfolios

Our company DOES originate paper.

We DO syndicate or sell paper. Details: We typically syndicate/sell for exposure reasons, but we generally retain the servicing. If you should have any questions please contact Dan DeVries at 704-715-7734

Syndications / Portfolios:

Yes, we do portfolios.

Equipment Types

	Prefer	Will	Will Not	Not Specified
Agricultural		•		
Aircraft		•		
Automobile			•	
Broadcast		•		
Buses		•		
Cable		•		
Communications		•		
Computer		•		
Construction		•		
Electronic		•		
Emergency Vehicles		•		

Energy	•	
Furniture/Fixtures	•	
Gaming	•	
Graphic Arts	•	
Industrial	•	
Intermodal	•	
Laundry/Drycleaning		•
Livestock		•
Machine Tool	•	
Mailroom	•	
Marine	•	
Materials Handling	•	
Medical	•	
Mining	•	
Modular Buildings	•	
Office	•	
Other		•
Point of Sale/Banking	•	
Printing	•	
Project Finance	•	
Rail	•	
Recreation		•
Recycling	•	

Restaurant	•
Satellite	•
Software	•
Trucks and Trailers	•
Utility	•
Video	•
Waste Removal	•

Credit Criteria

Percentage of fundings/purchases (by equipment cost) from:

Investment Grade	20%
HLT/Large Cap	0%
Near Investment Grade	50%
Middle Market	30%
Lower Middle Market	0%
Start-ups/Venture	0%
Municipal/Government	0%
Other	0%

Our Company is a(n):

Credit Lender

Special Requirements

The Minimum Credit Criteria of Obligors:

Prefer five years in business, profitable operations and good cash flow coverage.

Soft Asset Policy:

Yes, if the credit warrants.

Industries Most Interested in Funding/Purchasing:

We are generalists and give more emphasis to credit quality.

Industries Will Not Fund/Purchase From:

Lessor and/or Broker Requirements:

We prefer lessors with five years in business, profitable operations, \$20 million minimum in net worth with audited statements, favorable references and the potential to provide \$5-10 million in volume annually as a source for Wells Fargo Equipment Finance. We are not actively seeking broker relationships.

ELFA Business Councils

Financial Institution

Captive and Vendor Finance

Start of Fiscal Year

January



WINTRUST EQUIPMENT FINANCE

3665 Park Place West
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Mishawaka, IN 46545

Last Update:

01/16/2018

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none given (Mobile)

✉ rdunbar@wintrust.com

Jack Rives (Alternate Contact)

(678) 277-2592 (Phone)

none given (Mobile)

✉ jrives@wintrust.com

Wintrust Equipment Finance is a: Buyer

Type of Company:

Bank

The company's core business focus:

Operating as a subsidiary of Wintrust Financial Corporation, our market focus is on a range of credits, from Single B rated through the Fortune 100, subsidiaries of large domestic and international public companies, upper middle market, and various healthcare providers.

Type of FundingSource/Buyer

Lender

Source of Funds

Internal Funds

Annual Volume Funded

100-250 Million

Individual Transaction Size

The range of transactions the company will fund/purchase:

Highest	\$20,000,000.00
Average	\$425,000.00
Lowest	\$100,000.00

Lease Structures

Conditional Sale/Money-Over-Money
Debt

Lease Terms

Longest	84
Average	36
Shortest	12

Funding/Buyer Programs

The company provides these types of financing:
Buy Paper from Leasing Comp
Discount-Nonrecourse
Discount-Recourse
Debt Side of a Leveraged Lease
Fund Leases Individually

Our company DOES NOT originate paper.
We DO NOT syndicate or sell paper.

Syndications / Portfolios:

Equipment Types	Prefer	Will	Will Not	Not Specified
Agricultural		•		
Aircraft		•		
Automobile		•		
Broadcast		•		
Buses		•		
Cable			•	
Communications		•		
Computer	•			
Construction	•			
Electronic		•		
Emergency Vehicles		•		
Energy		•		
Furniture/Fixtures		•		
Gaming			•	
Graphic Arts		•		
Industrial		•		
Intermodal		•		
Laundry/Drycleaning			•	

Livestock		•
Machine Tool		•
Mailroom		•
Marine		•
Materials Handling	•	
Medical	•	
Mining		•
Modular Buildings		•
Office		•
Other		•
Point of Sale/Banking		•
Printing		•
Project Finance		•
Rail		•
Recreation		•
Recycling		•
Restaurant		•
Satellite		•
Software	•	
Trucks and Trailers	•	
Utility		•
Video		•
Waste Removal		•

Credit Criteria

Percentage of fundings/purchases (by equipment cost) from:

Investment Grade	20%
HLT/Large Cap	10%
Near Investment Grade	40%
Middle Market	30%
Lower Middle Market	0%
Start-ups/Venture	0%
Municipal/Government	0%
Other	0%

Our Company is a(n):

Credit Lender

Special Requirements

The Minimum Credit Criteria of Obligors:

Soft Asset Policy:

Yes, many of our transactions involve software, up to 100% of the overall deal. Other soft assets are acceptable, with an appropriately strong credit.

Industries Most Interested in Funding/Purchasing:

We are diversified throughout many industries, concentrated in none. Medical, industrial, technology, and manufacturing are the most common.

Industries Will Not Fund/Purchase From:

Lessor and/or Broker Requirements:

Industry standard lease documents, clean business reputation, operating profitably supported by reliable financial statements.

ELFA Business Councils

Independent Middle Market

Start of Fiscal Year

January



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