



Equipment Leasing Association

presents

National Funding Exhibition

April 5-6, 2006 • Sheraton Chicago Hotel & Towers

Let's Make A Deal

Rates ! 3.9%



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

Attendee Information



National Funding Exhibition

April 5-6, 2006 • Sheraton Chicago Hotel & Towers • Chicago, Illinois

Bigger, Better!

Liquidity
Lounge



Do your deals in comfort and style! Why trek down to the hotel lobby bar for those last minute or extra meetings? This year's newly expanded Liquidity Lounge is right outside the exhibit hall, convenient and close to the action. There's plenty of comfortable seating, a friendly wait staff, refreshments and a full bar in the afternoon.

"Let's Make A Deal"

If you're an equipment lessor, you're in demand. Your originations are strong, your credit quality is good, your profitability is steady, and 2006 promises more of the same. That's why funding sources want you! They need solid investments, and few could be better than leasing right now. It's elementary: You have business that needs funding. Funding sources have capital that needs to be put to work. So...*Let's Make a Deal!*

Why Attend the ELA Funding Exhibition?

You could call it a "relationship thing." The market won't always be this liquid, and lessors may not always be in this kind of favor with funding sources. Building relationships now in the good times can ensure that you're business's lifeblood, funding, will still be pumping when the markets turn. The Funding Exhibition is an unparalleled opportunity to meet funding sources face to face in an efficient, professional setting. Gauge interest, start a relationship, make a deal.

Do You Fit the Attendee Profile?

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

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

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

So, what are you waiting for? Log onto www.elaonline.com, click on Funding Exhibition 2006 on the home page and simply follow the instructions.

NOTE: Any member attendees not registering on line will need their user ID and password to enable you to schedule appointments on line. If you don't have one or can't remember yours, go to the ELA homepage www.elaonline.com click on click on "Forgot Password?" in the upper right-hand corner. However, the FASTEST and EASIEST way is to register on line!



National Funding Exhibition

April 5-6, 2006 • Sheraton Chicago Hotel & Towers • Chicago, Illinois

Funding Source Exhibitors

(as of February 22)

- ACC Capital
- AIG Commercial
- Alliance Leasing, Inc.
- American Industrial Leasing
- Caterpillar Financial Services
- CIT
- Commerica Leasing
- De Lage Landen
- Emigrant Business Credit
- Fifth Third Leasing
- GE Commercial Finance
- Huntington National Bank
- LaSalle National Leasing
- MB Financial
- MarCap
- National City Commerical
- Park National Bank
- People's Capital & Leasing
- RBS Asset Finance
- Rockwell Financial Group
- Sentry Financial Corp.
- Siemens Financial Services, Inc.
- Suntrust Leasing
- Tokyo Leasing (USA)
- Wells Fargo Equipment Finance
- Wells Fargo Foothill

Profile of Exhibitors

More than 40 funding sources that focus on various ranges of transaction size are expected to exhibit at the ELA National Funding Exhibition. Here is a summary of the type of funding programs offered by last year's exhibitors:

Funding Programs

- Buy Paper from Brokers
- Buy Paper: Our Documents Only
- Buy Paper from Leasing Companies
- Buy Paper: Standard Industry Documents Subject to Approval
- Discount-Nonrecourse
- Discount-Recourse
- Debt Side of a Leveraged Lease
- Equity/Purchase of Tax-Oriented Leases
- Fund Leases as a Group
- Fund Leases Individually
- Inventory Financing/Floor Planning
- Tax-Exempt Municipal Leasing
- Other
- Purchase Portfolios
- Progress Payments
- Residual Financing
- Residual Sharing
- Securitizations
- Venture Leasing
- Warehouse Lines (Direct Lines to Leasing Companies)

Tentative Schedule of Events

Wednesday, April 5

- 10:00 am - Noon**
Funding Source Set Up
- 10:00 am - 1:00 pm**
Registration
- 1:00 - 5:00 pm**
Scheduled Appointments
- 5:00 - 7:00 pm**
Hosted Reception
(*sponsorship opportunity*)

Thursday, April 6

- 8:00 - 8:30 am**
Continental Breakfast
(*sponsorship opportunity*)
- 8:30 am - Noon**
Scheduled Appointments
- Noon - 1:30 pm**
Hosted Lunch
Speaker: Ron Insana
(*sponsorship opportunity*)
- 1:30 - 5:00 pm**
Scheduled Appointments
- 5:00 - 6:30 pm**
Hosted Reception
(*sponsorship opportunity*)
- 5:00 - 11:00 pm**
Funding Source Exhibitor
tear down





National Funding Exhibition

April 5-6, 2006 • Sheraton Chicago Hotel & Towers • Chicago, Illinois

Registration and General Information

Fees: \$495 ELA members
\$775 Nonmembers *

**Nonmembers who have previously attended the Funding Exhibition are not eligible to attend again as a nonmember.*

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

Note: The Pre-registration deadline is **Wednesday, March 29**. To register after this date, bring the registration form and payment to the conference. ELA cannot guarantee receipt of any payments mailed after March 29. *In order to be included in the final list of attendees, registration and payment must be received by Wednesday, March 29.*

To Register Use ELA On-Line

This is the *fastest and easiest* way to register for the National Funding Exhibition. Simply go to www.elaonline.com and follow the instructions. *Remember:* Registering on line gives you the ability to make advanced appointments with the Funding Source Exhibitors of your choice.

To Register By Mail

Print out the registration form on line and send the registration fee and the completed registration form to: ELA, Department 733, Alexandria, VA 22334-0733. If you are using express mail to register for this conference, please mail to ELA headquarters: 4301 North Fairfax Drive, Suite 550, Arlington, VA 22203-1627. **But remember, the fastest and easiest way is to register and get the appointments you want is to do it on line.**

To Register by fax

Send the completed registration form, including credit card information to ELA Meetings at 703/841-4329.

Cancellations

To receive a refund of attendee registration fees, cancellations must be received no later than **Monday, March 27, 2006**. Cancellations made by telephone must be followed by a letter including the name of the ELA staff member who accepted the cancellation. Substitutions for the *entire* program may be made at any time.

Funding Source Information

For information on how to register as a Funding Source, contact Sally Maloney, Vice President, Meetings & Conventions, smaloney@elamail.com or (703) 516-8362.

Hotel Reservations - **NEW LOCATION!**

A block of rooms has been reserved for this exhibition at the **Sheraton Chicago Hotel & Towers**, 301 East North Water Street, Chicago,

Illinois. A special group rate of \$209 single/double (Standard Room) is available for attendees.

You can make reservations by calling the hotel directly at (312) 464-1000. Be sure to tell the reservations clerk you will be attending the ELA Funding Exhibition. Reservations should be guaranteed with a credit card and made before the cut-off date of **March 8, 2006**. After the cut-off date, rooms are on a first-come, first-served basis and possibly at a higher rate.

What to Wear

Business Casual attire is appropriate for the ELA Funding Exhibition.

Getting There

The Sheraton Chicago Hotel & Towers is a downtown hotel located on the banks of the Chicago River. The hotel is within walking distance of the downtown business district and the Magnificent Mile. The Sheraton is 18 miles, 40 minutes, from O'Hare International Airport. The Airport Express Shuttle bus is available every 30 minutes for \$25 per person one way, and taxis are about \$37. The hotel is 12 miles, 30 minutes, from Midway Airport; the airport bus runs every 30 minutes for \$21 per person one way.

Official Airlines

United Airlines is offering special meeting fares for all ELA attendees of National Funding Exhibition who use the Special Meeting Desk to book their reservations. Book early and take advantage of the promotional fares that give you the greatest savings! Earn a 5% discount off the lowest applicable fare, including First Class, or 10% off the mid-week coach fare. **By purchasing your ticket at least 30 days in advance of your scheduled travel you will receive an additional 5% discount.** Simply call (or have your travel agent call) 1-800-521-4041 and refer to Meeting ID Number 552TS. Mileage Plus members receive full credit for all miles flown to this meeting. Tickets can be mailed by United, picked up at your local travel agency or United Airlines ticket office. You or your travel agent should call today, as seats may be limited.

Deadline Dates at a Glance

Hotel cutoff for room reservations (after this date, based on availability)	March 8
Last day to cancel registration and receive a refund	March 27
Last day for mail-in registration (to be included on the list of attendees)	March 29



Equipment Leasing Association
4301 North Fairfax Drive, Suite 550
Arlington, VA 22203-1627

PH 703.527.8655
FX 703.527.2649
www.elaonline.com

Equipping Lease Professionals For Success



National Funding Exhibition

April 5-6, 2006 • Sheraton Chicago Hotel & Towers • Chicago, Illinois

Attendee Registration Form

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

Registration Fees

- Fees: \$495 – ELA members
- \$775 – Nonmembers*
- \$250 – Committee Member

**Nonmembers who have previously attended the Funding Exhibition are not eligible to attend again as a nonmember.*

Note: In order to appear on the FINAL LIST OF ATTENDEES, you must register by **March 29, 2006**. Remember: *On-line registration is faster!*

To ensure that the Equipment Leasing Association can process your registration completely, and so that we focus our efforts and resources on who you are and what you need, please provide us with ALL of the following information:

Name _____

Nickname for Badge _____

Title _____

Company _____

Address _____

City/State/Zip _____

Telephone _____ Fax _____

E-mail address _____

My MOST APPLICABLE job function is: (PLEASE CHECK NO MORE THAN THREE)

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

I am **Primarily** involved in the following market (PLEASE CHECK ONLY ONE)

- Small Ticket - Transactions under \$250,000 either individually or through lines
- Middle Market - Transactions between \$250,000 and \$5 Million either individually or through lines
- Large Ticket - Single transactions over \$5 Million
- Vendor Program - Vendor and Manufacturer support activities either as a third party or captive organization
- Service Provider - All Associate members of ELA. Businesses primarily involved in providing legal, accounting, software and systems support as well as other specialized professional services.

Credit Card Reservations

Fax this form to (703) 841-4329, Attn: Meetings Dept.

- Visa MasterCard American Express Discover

Total Amount to be charged \$ _____

Card Number _____ Exp. Date _____

Name on card (PLEASE PRINT) _____

Signature _____

- I am interested in becoming a funding source exhibitor. Please send me more information.
- I am interested in becoming a member of ELA. Please send me more information.

Send your completed registration form and check made payable to ELA to: ELA, Dept. 733, Alexandria, VA 22334-0733.

If you are using express mail to register for this conference, please mail to ELA headquarters: 4301 North Fairfax Drive, Suite 550, Arlington, VA 22203-1627.

For Office Use Only Date _____

Approval Code _____ Amount _____ (# 4110-0601)

2006 Funding Exhibition Planning Committee

DAVID MERRILL,
Committee Chair
Fifth Third Leasing
Cincinnati, OH

JOHN JANKOWSKI
Summit Funding Group, Inc.
Cincinnati, OH

LOUIS P. BRILL
Vision Financial Group, Inc.
Pittsburgh, PA

DON KINCAID
KVI Capital, Inc.
Jacksonville, FL

GEORGE W. FOX, JR.
ePlus Group, Inc.
Herndon, VA
SCOTT GATES
Diversity Capital LLC
Cinnaminson, NJ

DENNIS ROESSLEIN
MB Financial Bank
Chicago, IL

JIM VLK
LaSalle National Leasing
Towson, MD

2006 SERVICE PROVIDER EXHIBITORS

American Lease Insurance
 ECS Financial Services, Inc.
 LeaseTeam, Inc.
 The Monitor
 Premier Lease & Loan Services
 Wells Fargo Bank Northwest Corporate
 Trust Services