

NEFA NOTE

BRINGING YOUR ASSOCIATION TO YOU

APRIL 2021



UPCOMING EVENTS



NEFA Virtual Exchange Series

10 Principles To Get The Most Out Of Yourself And Perform At The Highest Levels:

Achieving More With Less- Dr. Jamil Sayegh

Tuesday, May 4 | 1:00 - 2:30 PM ET



Cocktails & Conversation

Virtual Tequila Tastings, Mixology, & Networking

Thursday, May 13 | 5:00 - 6:00 PM ET +

5:00-6:00 PM PT *REG. DEADLINE: APR 30!*



Baltimore Crab Feast

Captain James Seafood Palace

Baltimore, MD

Thursday, June 3 | 5:00 - 8:00 PM ET



SAVE THE DATE

2021 Funding Symposium

Westin, Charlotte - Charlotte, NC

Tuesday, October 12 - Friday October 15

NEFA NOTE

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MEMBER SPOTLIGHT



CHRISTIAN TERRELL
Product Manager, Banking
Compliance Solutions
Wolters Kluwer

Ready to Start Digitizing Securitization?

Here's How the eOriginal® Platform Can Make It Happen

Straight Line to Securitization

A digital asset that moves through the eOriginal® platform can be originated through various channels. It can be executed directly in the platform, electronically deposited by a partner after signing, or entered through our Paper In® process from a "wet" ink signature.

Once the loan is executed, the platform secures, encrypts and tamper-seals the asset. Managed in this way, digital contracts hold all the legal and enforcement rights of paper chattel. The platform's eVault manages assets throughout their lifecycle.

The eVault affords the necessary protection to securely manage the electronically originated documents and assets. For financial institutions in particular, acceptance is assured. Issuers, legal counsel and rating agencies that support secondary-market transactions have accepted eVault solutions as meeting securitization requirements.

Digital ABS

Securitization is one of many areas in capital markets that benefit from digital transformation. Both digitally creating the underlying assets and digitally securitizing those assets increases efficiencies, improves transparency, and strengthens security. It also delivers better experiences to originators, issuers, rating agencies, trustees, investors, legal firms, underwriters, and regulators.

Ratings agencies recognize the potential for digitizing securitization, but they caution that managing risk depends on the right digital solution. The need for proper execution places a premium on investing in an effective solution for eAsset management. To meet U.S. legal requirements, for example, Moody's emphasizes the need for "creating electronic vaults that store e-contracts in a way that ensures an authoritative copy of the agreements is maintained and its owner is clear."

"In most cases, securitization trusts have implemented vault systems provided by third-party vendors designed to allow only the appropriate legal entity to control the collateral by managing authoritative versions of the contracts. This practice is credit positive because it meets the criteria described above. Such systems have an audit trail of all actions, ownership record management, and disaster recovery capabilities. The systems also ensure that once a lender buys and funds a contract, ownership is transferred to the new lender within the secured vault. These systems, however, are untested over long periods and technology continues to evolve."

Data transparency lowers the risk of fraudulent modifications to loans and allows stakeholders to easily follow the pool of loans throughout the securitization lifecycle.

eOriginal enabled the industry's first digital asset-backed security (ABS) rated by S&P in 2005. Since then, eOriginal has remained the growth leader in digital ABS in the United States. The platform has enabled more than 340 ABS receiving 485 credit ratings from all five major rating agencies, with more than \$129 billion in asset value.

[To read the full article, please click here.](#)

Q1 MEMBERSHIP DIRECTORY

NEFA is excited to announce the release of the Q1 Membership Directory. This Directory is only available to members and will be emailed to all main contacts on Monday, May 3.

If you are not a member and would be interested in being a part of future directories, please contact Steve Elworth, Director of Membership & Sponsorship at selworth@nefassociation.org.



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2021 WORKING CAPITAL GUIDELINES ▶

A MESSAGE FROM THE CEO



CHAD SLUSS

Dear Members-

Our team is working diligently to provide value for you, our valued members, every day. Blair Dawson, Vice President of Marketing & Programs, manages NEFA conferences, virtual events, education, marketing, communications, and several committees. Steve Elworth, Director of Membership & Sponsorship, manages membership engagement, membership development, the NEFA Partner Program, sponsorship activities, and is the staff liaison for the Membership Committee. I am responsible for overall strategic management of the organization, Board of Directors liaison, budgeting, financials, human resources & payroll, contractual obligations, and systems oversight. Feel free to connect with us if you ever need assistance.

On April 6th, NEFA continued the Virtual Exchange Networking Series with a program entitled *"The Evolution of Collections: How to Get Paid in a Challenging Market."* The presenters included Dan Feeney, NorthStar Leasing Co., Walter Graham, Quicktrak, Inc., Shawn Smith, Dedicated Commercial Recovery Inc., and Peter Tamposi, Lease Security Systems. This program was streamed, live on YouTube, and can be found there if you missed it.

Looking ahead to May and June, I am pleased to announce we have a Virtual Tequila Tasting planned for May 13th, which will include a mixologist sharing secrets on making tasty Tequila drinks. Be sure to register by April 30th to ensure your kit is delivered in time. We have two regional meetings planned in June. On June 3rd, we are bringing back a favorite – the Baltimore Crab Feast Regional Networking event. On June 16th, we have planned our monthly Virtual Exchange Series program, which will be provided both in person (Dedicated Commercial Recovery Inc. Offices: Roseville, MN) and streamed live to our members that cannot attend in person. Later that day, the Minnesota Regional Networking event will take place at Brit's Pub & Eating Establishment. There is more information and links to these events within the newsletter and on the NEFA website. Stay tuned as we are planning more regional meetings, for July, August, and November.

Finally, I am writing to request your assistance and provide an opportunity for your company to share news, articles, and updates with the entire NEFA community within the monthly NEFA Note e-Newsletter. Please send us your content by the 15th of the month to be included in the next issue. If you have any questions, feel free to email Blair Dawson (bdawson@nefassociation.org).

Please remember to **"THINK NEFA FIRST"** for all your needs within the industry!

Sincerely,
Chad Sluss
NEFA Executive Director/CEO

2021 FUNDING SYMPOSIUM



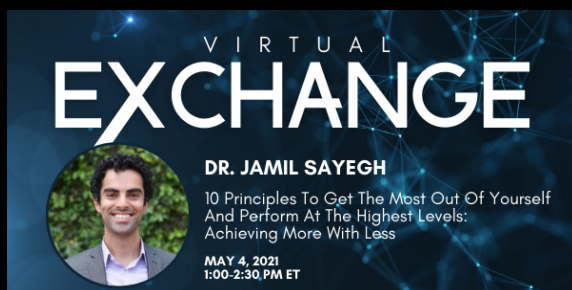
The 2021 NEFA Funding Symposium is scheduled for October 12-15, 2021. In order to serve you better, NEFA would love to hear about the issues your business is facing and what topics you would like NEFA to focus on at our next conference.

Potential Topic Areas:

Business Development, Professional Development, Operations, Hiring, Technology & Innovation, Advancements in Consumer Technology, Asset Management, Inspection & Certification, Practical Application (including creating a Google Business site, software tips and tricks, social media, salesforce, etc.), and other industry related topics.

All session ideas must be submitted by Friday, May 21, 2021. [Click here to submit a proposal!](#)

UPCOMING EVENTS



10 Principles To Get The Most Out Of Yourself And Perform At The Highest Levels: Achieving More With Less!
May 4 | 1:00-2:30 PM ET

For those who want to perform at the highest levels and get the most out of themselves, this event is of you! Over the years Dr. Jamil has had the privilege of coaching leaders and high performers from around the world, and it is not an accident that they are at the top of their game. There are fundamental principles they operate from that sets them apart and creates their success. During this webinar we will explore what some of these principles are and how you can apply them to your day-to-day life!



Virtual Tequila Tasting, Mixology, and Networking Event

May 13, 2021

REGISTRATION DEADLINE APRIL 30



Baltimore Crab Fest
Cpt. James Landing Restaurant

June 3, 2021



Minnesota Regional Event and Virtual Exchange Hybrid Event

June 16, 2021

INDUSTRY RESOURCES

New Research and Resources from the Equipment Leasing & Finance Foundation

- [Q2 update](#) to the Economic Outlook for the industry
- [April Momentum Monitor](#)
- New episode of the Foundation [Podcast](#) talking about Return to the Office – Part 1 (Part 2 of this series will focus on the future of work)
- [Industry Snapshot](#)
- April [Monthly Confidence Index](#) for the Equipment Finance Industry

The Equipment Leasing & Finance Foundation just extended the due date for scholarship applications to May 21. Up to three scholarships of \$5,000 each will be awarded to full-time students focusing on business, economics, finance, or a related discipline. Learn more <http://bit.ly/ELFFScholarship>



MEMBER NEWS

[North Mill Continues Record-Setting Trajectory as March Volume Hits All-Time High](#)

[Leasepath Launches with PMD Business Finance](#)

[Tamarack Hires Tim Appleget to Lead Technology Services Offerings](#)

[IDS and White Clarke Group Join Forces to Create a Secured Finance Technology Powerhouse](#)

[Three Moritt Hock & Hamroff Attorneys To Present At ELFA Legal Forum](#)

[North Mill Restructures Working Capital Solutions and Expands Customer Benefits](#)

[Northland Capital Marks 25 Year Anniversary](#)

[Jennifer Cunningham and Ronald P. Perry Join MH&H Trusts & Estates Group](#)

[Beacon Funding Named a Finalist in Crain's 2021 Best Places in Chicago](#)

[Moritt Hock & Hamroff's Leslie A. Berkoff Named To ABF Journal's Top Women In Asset-Based Lending](#)

[Maxim Commercial Capital Reports Strong Q1 2021 Demand](#)

[Ascentium Capital LLC Announces First Quarter 2021 Funding Volume of \\$312 Million](#)

[Metropolitan Capital Selects IDS ABL technology to deliver working capital solutions](#)

[North Mill Continues to Expand Operations with 14 New Members](#)

2021 PARTNERS

PLATINUM:

AMUR Equipment Finance
BankFinancial Equipment Finance
Channel Partners Capital
IDS
LTi Technology Solutions

GOLD:

Financial Pacific Leasing, Inc.
Navitas Credit Corp
NewLane Finance
Providence Equipment Finance, a
Division of Providence Bank &
Trust
Quality Leasing Co., Inc.

SILVER:

4 Hour Funding
Bryn Mawr Funding
Dedicated Commercial Recovery
Inc.
FirstLease, Inc.
Great American Insurance Group,
Specialty Equipment
Marlin Capital Solutions
North Mill Equipment Finance, LLC
NorthTeq
Orion First Financial, LLC
Pawnee Leasing Corporation

BRONZE:

ECS Financial Services, Inc.
Dakota Financial, LLC
Liventus
Meridian Equipment Finance
Orange Commercial Credit
RTR Services, Inc.