

# NEFA NOTE

BRINGING YOUR ASSOCIATION TO YOU

Q1 2023

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# NEFA Note

## — A Message from the CEO



Chad Sluss

### ***Hello NEFA Members & Industry Friends,***

We hope you are having a fantastic 2023 so far. NEFA is off to a great start and excited about what's been accomplished in Q1. Below are some highlights of recent activities and plans for the balance of the year.

#### **Membership:**

At the end of Q1, NEFA has added 33 new members to the membership. These new members are excited to connect with the NEFA community. I encourage you to reach out to these new member companies.

#### **Conferences, Regional Events & Webinars:**

In Q1, NEFA held several events which allowed the membership to develop long term relationships. On February 9th, the annual NEFA Ice Fishing event was held on Lake Minnetonka which attracted nearly 40 attendees. The NextGen Committee held a happy hour and networking event on April 6th which featured NEFA's Board President Adam Peterson (Channel). The March 21-24 Finance Summit, in beautiful but rainy (at least that week) San Diego, hosted 394 attendees.

If you missed these events, don't worry as we have many other opportunities for you later this year including;

- May 11 – Northeast Regional Event (Philadelphia, PA)
- June 13 – Baltimore Crab Feast (Baltimore, MD)
- July – Northwest Regional Event (Seattle/Tacoma, WA)
- August 11 – Midwest Regional Lake Minnetonka Dinner Cruise (Wayzata/Minneapolis, MN)
- August 22 – Southwest Regional Angels Baseball Game (Anaheim, CA)
- September 19 - Chicago Regional Meeting (Chicago, IL)
- October 3-6 – Funding Symposium (San Antonio, TX)
- November (TBD) – NYC Networking Event (NY, NY)

There are additional webinars and member meet ups that are being scheduled this year. Please be advised that the NEFA Education Committee, and other committees, are working hard to offer additional educational programming this year. Please stay tuned for details in the future.

# NEFA Note

## NEFA Committees

NEFA offers many opportunities for our members to get involved including committees, regional groups, and various groups including;

- Broker/Lessor Leadership Group
- Conference Planning Committees (one for each annual conference)
- Funding Source Leadership Group
- NEW - Diversity, Equity & Inclusion
- Legal Committee
- Marketing Committee
- Membership Committee
- NEW - Membership Benefits
- NEW - NextGen Leadership
- NEW - Women in Leasing
- Regional Committees (Midwest, Northeast, Northwest, South Central, Southeast, Southwest)
- Task Forces
  - Strategic Planning
  - Conference and Event Enhancement
  - Membership Directory

The NEFA Committee's, task forces, and working groups are working hard to further enhance NEFA's value for our members.

If you wish to get involved and make the most out of your NEFA membership, I encourage you to volunteer, attend one of the annual conferences or a regional event, join a committee, and get published in Newslines or NEFA Notes.

Please contact our team if you wish to get involved or have questions.

- [Alicia Bos](#) – Director of Marketing
- [Hannah Kroll](#) – Director of Membership
- [Kale Tissue](#) – Director of Events & Operations
- [Chad Sluss](#) – Chief Executive Officer

Our team is excited for 2023 and the opportunities available for the NEFA membership. We wish you much success in the upcoming year!

Sincerely,

**Chad Sluss, Chief Executive Officer**

[csluss@nefassociation.org](mailto:csluss@nefassociation.org)



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# NEFA Hosts a Fashion Show to Raise Funds for Open Water



***By: Shawn Smith,  
Dedicated Financial GBC***

NEFA's Charitable Event Committee just accomplished an industry first: a fashion show, with our members serving as models, to help raise funds for Operation Open Water in Huntington Beach California. We ended up with 10 very fashionable models showing off

various forms of stylish clothing, all the way from a suave James Bond look to a famous blue suit from a certain Jim Carey movie you may remember. It was a great time for all, with over 100 audience members in attendance. Thank you to all those who attended and to our sponsors, who together helped us raise over \$20,000 for veterans and first responders who are struggling with mental health issues.

Our expanding Charitable Event Committee is already planning something special for the Funding Symposium in San Antonio, Texas this fall. In fact, with help from attendees and matching sponsors, the Committee's overall 2023 goal is to raise over \$100,000 for those in need. We were pleased to see the fashion show become the talk of our last conference, and we hope that these activities will grow and allow us to give back even more to those who are in desperate need of help. Please watch for our next add-on event when you register for the Funding Symposium. We have some seriously exciting and impactful ideas in the works!



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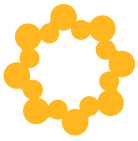
Our skilled agents tirelessly follow the clues to repossess your collateral. Once we obtain possession, we can immediately begin remarketing efforts to maximize the sale price in an efficient manner.



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#### MONTHLY PAYMENTS

#### CUSTOMIZED PROGRAMS

#### SYNC & GATEWAY TO SUCCESS

\*Subject to credit review

## NEFA Note



On April 6th, NEFA NextGen Leadership committee kicked off the group with its first event.... A Happy Hour!

We want to say thank you to everyone who joined us for the virtual happy hour. It was truly a pleasure catching up, meeting new faces, and enjoying some drinks.

The purpose of the NextGen Leadership Group is to identify young professionals within NEFA, determine their specific needs and expectations, and develop initiatives designed to meet those needs in conjunction with NEFA staff and Board of Directors.

If you have someone where NextGen Leadership group could be a fit, please have them follow our LinkedIn Group and sign up for group emails.

[NEFA NextGen Leadership LinkedIn Group](#)

[NEFA NextGen Leadership Email List](#)

The event began with NEFA Board President Adam Peterson speaking to his background in equipment leasing and what his career journey looked like being the first sales rep at Channel Partners. Adam still hopes he never has to raise funds again!

Adam gave advice to the NextGen Leadership members on how vital a mentor is in career development. The mentor allowed Adam to bounce ideas off of, along with getting a different perspective from a leadership position.

Following Adam, we introduced the NextGen Leadership Committee of Griffin Higley of



## NEFA Note

Northteq, Mike Mroszak of Dedicated Financial GBC, Kirsten Hawkins of SCJ Commercial, Chris Morell of Finwise Bank, Dan Osterhout (Chair) of Revelation Machinery, Cory Simmons of CSG Law, Aaron Massie of Beacon Funding and Brian Passman of Lonetown Capital.

Next we went into a small breakout session where we could share our favorite drinks around networking conversations and an opportunity to meet those new members we haven't met yet. Some conversations included Golf, New York City traffic and weekend plans.

Our next event will be a Leadership Q&A Panel in Mid-May with Stephanie Hall, VP of Sales for Quality Leasing; Shervin Rashti, CEO of SLIM Capital, LLC; Bob Rinaldi, President of Rinaldi Advisory Services; Amy Spragg, Managing Director of Pacifica Capital.

An invite will be sent out shortly! We hope to see everyone there!

Sincerely,  
NextGen Leadership Committee

# Get the deal done right.

## • People

It all starts with our knowledgeable, experienced team

## • Action

We use a collaborative approach to understand your unique needs

## • Results

Then we work to craft the highest-value solution for you & your customers



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# Member News

[Moritt Hock & Hamroff Announces 2023 Attorney Promotions](#)

[NMEF PROMOTES NINE EMPLOYEES FOR 2023](#)

[COHN & DUSSI ATTORNEYS NAMED TO BOSTON MAGAZINE'S TOP LAWYERS LIST](#)

[Innovative Technology at the Core of FinWise Bank's Equipment Finance Expansion](#)

[United Companies announces management transition](#)

[NORTH MILL REPORTS RECORD ORIGINATIONS FOR 2022](#)

[Solifi and Codat partner to offer integrated informed insights](#)

[CLFP Foundation Announces Board of Directors](#)

[Quality Equipment Finance Reports Record Originations for 2022](#)

[NORTH MILL UNVEILS POWERFUL NEW CUSTOMER PORTAL](#)

[Odessa Expands Sales Leadership Team](#)

[360 Equipment Finance, LLC Hires Jena Morgan, CLFP as Chief Operating Officer](#)

[CLFP Foundation Adds 15 New CLFPs](#)

[How to Boost Sustainable Financing through the Different Options of Leasing and Credit Green Finance?](#)

[WINGSPIRE CAPITAL EXCEEDS \\$3 BILLION IN COMMITMENTS](#)

[Moritt Hock & Hamroff Welcomes: Brian C. Daughney](#)

[Solifi's latest ABL release sets the stage for 2023 enhancements](#)

[The Alta Group Re-Brands, Adds "ForwardFocus" to Website](#)



# Member News

[How do you eat a digital elephant? One byte at a time.](#)

[Regents Capital Corporation Appoints Jessie Wade as Chief Financial Officer](#)

[Liventus Recognized by Clutch as the Top 1000 Global Service Provider of 2022](#)

[CLFP Foundation Adds 12 New CLFPs](#)

[Northteg Announces Women Majority Led Leadership Team, Expanded Benefits, and Focus on Client Success](#)

[LeasePoint Funding Group Announces Strong Growth with \\$100MM in Originations in 2022, Key Operational Hires, and Strategic Investments in Proprietary Technology to Support Growth to \\$150MM in 2023](#)

[Entrepreneurial Organization's Charity Casino Night Winner Donates \\$10,000 to EBRP](#)

[Republic Bank Partners with Nest Egg to Bring Investment Planning and Management to the Bank's Clients](#)

[Hofstra Law Awards 2022-2023 Recipients Of Moritt Hock & Hamroff Fellowship & Marc Hamroff Annual Scholarship](#)

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FOR MORE INFORMATION

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# Member News

[United Leasing & Finance Announces Promotions in Accounting and Operations](#)

[Solifi's Originations release boosts reporting and seamless system integrations](#)

[LTi Technology Solution's Travis Melchior Transitions to Sales Executive](#)

[Commercial Funding Partners promotes Bailey Turner to Senior Vice President of Market Strategies](#)

[Liventus Recognized as Great Place to Work™ USA 2023-2024](#)

[Republic Bank Completes Acquisition of CBank](#)

[BRYAN CHANDLER JOINS PEAC SOLUTIONS AS NATIONAL VICE PRESIDENT OF SALES FOR OFFICE EQUIPMENT](#)

[Fanelle Joins Quality Equipment Finance](#)

[Liventus Helps Raise Over \\$760,000 for ASPIRE at Big City Nights Gala](#)

[Republic Bank Continues Growth in Greater Cincinnati Area with Opening of New Banking Center in Bellevue in Campbell County](#)



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## GENERAL INFORMATION

**Company Type** Independent  
**In Business Since** 2002  
**Trade Associations** ELFA, NEFA, AACFB

## TRANSACTION INFORMATION

**Asset Categories** Construction, Machine Tool  
Trucks and Trailers  
**Credit Quality** "B", "C" and Start up

## FUNDING INFORMATION

**Funding Source Type** Lender  
**Source of Funds** Internal, Bank Lines

## TRANSACTION PROFILE

**Deal Size Range** \$10,000 – \$400,000  
**Term** 1–3 Years  
**Average Term** 30-36 Months  
**Products Offered** True Lease & EFA's  
**Scope of Geography Activity** National

Dakota Financial is an asset-based direct funding source that has been providing funding solutions for 20 years to over 10,000 customers in all 50 states. With an asset focus on trucks, trailers, construction equipment, material handling, agriculture equipment, and machine tools, we deliver national funding programs to our partners specifically designed for their customers that have prior bankruptcies, tax liens, judgements, repossessions, or slow plays. We fund traditional leases as well as equipment finance agreements, private party sales, start-ups, and owner/operators from \$10,000-\$400,000.



# Member News

[PEAC Solutions Partners with Armada Credit Group to Extend Financing Solutions to Canada](#)

[Leading South African financial institution upgrades to Solifi's SaaS working capital solution](#)

[Regents Capital Ranks in Monitor's Top 30 Private Independents for 2023](#)

[WINGSPIRE CAPITAL AGENTS \\$125 MILLION CREDIT FACILITY FOR COSMETICS COMPANY](#)

[Tamarack and Vision Commerce Form Strategic Partnership to Accelerate the Use of Origination Data to Drive More Value](#)

[PEAC SOLUTIONS PARTNERS WITH BEPENSA CAPITAL \(FINBE ABC\) TO EXPAND INNOVATIVE FINANCING SOLUTIONS IN MEXICO](#)



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**Shari L. Lipski, CLFP**

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 847.897.1711

 [www.linkedin.com/in/sharilllipski/](http://www.linkedin.com/in/sharilllipski/)



# Upcoming NEFA Events

May 11



## **Philadelphia Regional Event**

May 11, 2023

6:00 - 8:00PM ET

El Techo | Philadelphia, PA

June 13



## **Baltimore Crab Feast**

June 13, 2023

5:00 - 8:00PM ET

Captain James Landing | Baltimore, MD



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## **Commercial**

A Credits

\$150,000 to \$500,000

Competitive Pricing



August 10



**Dinner Cruise on Lake Minnetonka**

August 10, 2023  
5:00 - 8:00PM CT  
Wayzata, MN

August 22



**Angels Baseball Game & Networking Event**

August 22, 2023  
6:30 - 10:00PM PT  
Anaheim, CA



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September 19



**Chicago Regional Event**

September 19, 2023  
6:30 - 9:00PM CT  
Chicago, IL

October 3-6



**NEFA Funding Symposium**

October 3-6, 2023  
JW Marriott San Antonio Hill  
Country Resort & Spa  
San Antonio, TX



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- NO AGE RESTRICTIONS (MILEAGE ONLY)
- VENDOR & PRIVATE-PARTY SALES
- REFIS, CASH-OUT EFAS & PAYOFFS
- START-UPS

## Contact Us



(317) 253-4415



[sales@qualityeqfi.com](mailto:sales@qualityeqfi.com)

[qualityequipmentfinance.com](http://qualityequipmentfinance.com)

# NEFA Note

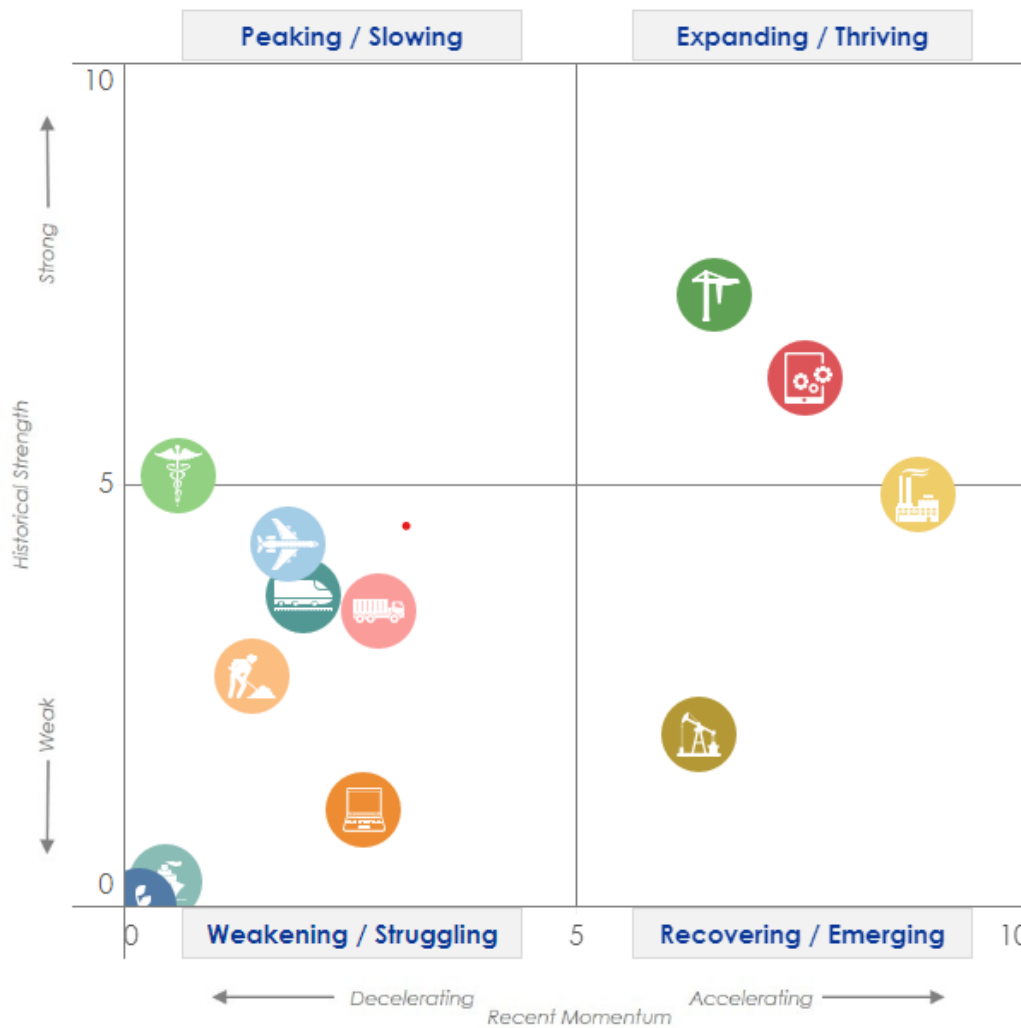
— Article

## *Foundation-Keybridge Equipment & Software Investment Momentum Monitor - April 2023*

*Provided By: Equipment Leasing & Finance Foundation*

The Foundation-Keybridge U.S. Equipment & Software Investment Momentum Monitor consists of indices for 12 equipment and software investment verticals. These indices are designed to identify turning points in their respective investment cycles with a 3 to 6 month lead time for the following verticals:

### Momentum Monitor Sector Matrix





## NEFA Note

The matrix above summarizes the current values of each of the 12 Equipment & Software Investment Momentum Indices based on two factors: Recent Momentum (x-axis) and Historical Strength (y-axis):

- "Recent Momentum" represents the degree of an indicator's recent acceleration or deceleration in the past month relative to its average movement during the previous 3 months. Ratings closer to "0" represent an indicator that is rapidly decelerating, while ratings closer to "10" represent an indicator that is rapidly accelerating.
- "Historical Strength" represents the strength or weakness of an indicator in the past month relative to its typical level since 1999. Ratings closer to "0" represent an indicator that is weaker than average, while ratings closer to "10" represent an indicator that is stronger than average.




The matrix is comprised of four quadrants according to each vertical's recent momentum and historical strength readings. If a vertical is located in the top-left quadrant, its momentum reading is higher than average, but positive movement has slowed (and perhaps reversed) in recent months — suggesting that investment levels may fall over the next 1-2 quarters. Verticals located in the bottom-right quadrant, however, have momentum readings that are below average, but recent movement shows promise — suggesting that investment levels may rise over the next 1-2 quarters. This makes them potentially attractive targets for new short-term leasing and finance opportunities.

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-  partner portal
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## NEFA Note

### Vertical Markets

Business leaders require actionable forward-looking intelligence to make strategic decisions. The Foundation-Keybridge U.S. Equipment & Software Investment Momentum Monitor consists of indices for 12 equipment and software verticals. These indices identify key turning points in their respective investment cycles with a 3 to 6 months lead time. Equipment and software investment data comes from the Bureau of Economic Analysis (Nonresidential Private Fixed Investment, chained dollars) and is publicly available on BEA's website on a quarterly basis. The underlying Momentum Monitor data comes from other publicly available sources (published monthly), including BEA and the Census Bureau, and is used to calculate the Momentum Monitor indices.

**[Click Here](#)** to view all 12 indices and read the full article!



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# New NEFA Members

**Atlas Leasing and Finance, LLC** - Broker/Lessor

**C and A Financial** - Broker/Lessor

**Cannaday Bloom** - Service Provider

**CEH Leasing LLC** - Broker/Lessor

**Charter Capital** - Broker/Lessor

**Clear Sky Financial Services LLC** - Broker/Lessor

**CODIX** - Service Provider

**Commercial Machinery Finance LLC** - Broker/Lessor

**CreditorCollections, A Law Firm** - Service Provider

**Crossroads Equipment Lease & Finance** - Broker/Lessor

**CubeLogic** - Service Provider

**DataScan** - Service Provider

**East Harbor Financial** - Funding Source

**Eastern Funding, LLC** - Funding Source

**Fileinvite** - Service Provider

**First Western Equipment Finance** - Broker/Lessor

**FranFund, Inc.** - Broker/Lessor

**Gordon Brothers** - Broker/Lessor

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# New NEFA Members

**iLeaseWorks, LLC** - Broker/Lessor

**Kin Analytics** - Service Provider

**Leasecap Funding** - Broker/Lessor

**Leasing Associates, Inc.** - Funding Source

**Lonetown Capital LLC** - Funding Source

**LRM Lending Group LLC** - Broker/Lessor

**Premium Merchant Funding** - Broker/Lessor

**Prosperity Capital** - Broker/Lessor

**Reliant Capital** - Broker/Lessor

**Roadway Funding LLC** - Broker/Lessor

**Streamline Business Financing** - Broker/Lessor

**Taylor and Martin Auctioneers** - Service Provider



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