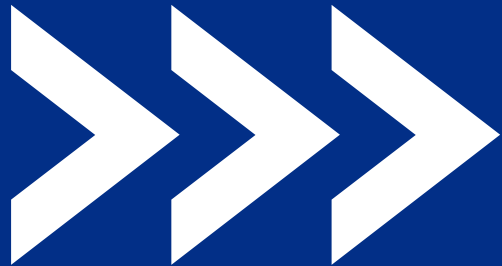


2022 ANNUAL REPORT



EQUIPMENT LEASING & FINANCE

FOUNDATION

Your Eye on the Future

A Note from 2022 Leadership



NANCY
PISTORIO
CHAIR



KELLI NIENABER
EXECUTIVE DIRECTOR

In 2022, through the efforts of the Board of Trustees and staff, the Foundation embraced and expanded its core missions of forward-looking research and academic outreach. With generous financial support from our industry audience, the Foundation exceeded its annual financial sustainability goals, marking one of many important milestones of the year.

Over the past year, the Foundation:

- Produced and published a new edition of the Industry Horizon Report (market sizing study), estimating the size of the equipment finance industry at \$1.16 trillion
- Awarded five \$5,000 scholarships to deserving students, up from three awards the previous year
- Facilitated discussions with Industry Future Council (IFC) volunteers and published a report focused on workforce trends of the future
- Broke records with our 5th Annual Day of Giving, with 141 gifts totaling \$93,150
- Supported volunteers in the delivery of 14 Guest Lectures at colleges and universities across the country
- Rebranded the 1989 Society and welcomed 12 new members, formalizing the Foundation's legacy giving program

These achievements are a small part of a monumental year for the Foundation. Read on to learn more about what our fantastic donors and volunteers helped us achieve in 2022. Thank you for supporting the Foundation's mission to inspire thoughtful innovation for the equipment finance industry, now and into the future.

Sincerely,

A handwritten signature in blue ink that reads "Nancy Pistorio".

A handwritten signature in blue ink that reads "Kelli Nienaber".

2022 Notable Achievements

42

New publications including a new edition of the Horizon Study, economic reports, topical studies, Industry Future Council Report, and new Vertical Market Outlooks

14

Guest lectures delivered to colleges and universities all over the United States

\$93,150

raised in 24 hours and 141 gifts given as part of the Foundation Day of Giving. An increase of over \$25,000 raised vs. 2020

311

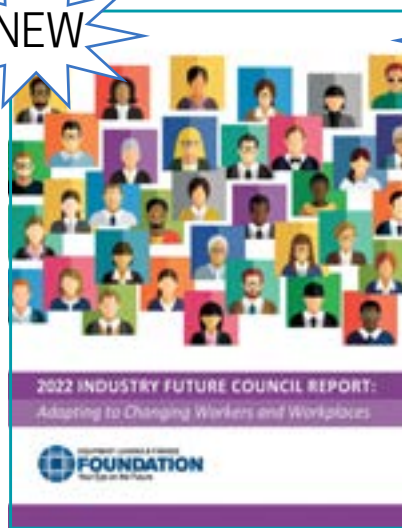
Total donors to the Foundation in 2022, increasing the total donations given by 20% vs. 2021

2022 Reports & Studies

NEW



NEW



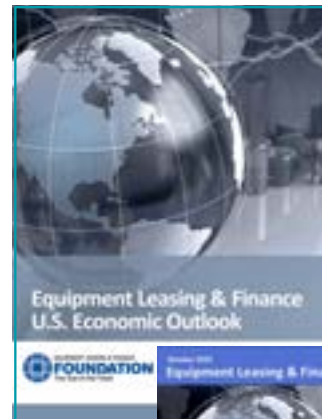
NEW



NEW



5 new podcast episodes in 2022



Access the FREE Online Library at leasefoundation.org/industry-resources

2022 Academic Outreach



Host Colleges & Universities Include:

University of Cincinnati

Bloomsburg University

Miami University

Penn State University

University of North Texas

Arizona State University

Towson University

St. John Fisher College

Berkeley College

Rowan University

Montclair State College University

Morgan State University

Vanderbilt University

The Guest Lecture Program helps industry leaders increase awareness of equipment leasing and finance careers and attract new talent to the industry. The Foundation provides a ready-made presentation developed to provide an industry overview to students. The frequently updated slide deck comprised of industry data is accessible by visiting leasefoundation.org/academic-programs/guest-lecture-program.

2022 Academic Scholarship Recipients

Launched in 2020, the Foundation Scholarship program is intended for students interested in the equipment finance industry. In 2022, five scholarships of \$5,000 each were awarded to full-time students focusing on business, economics, finance, or a related discipline.

The Foundation's Scholarship program is a natural extension of our long-standing Academic Outreach efforts. It is intended to attract diverse new talent and support the next generation of equipment finance professionals with tuition assistance as they earn their degrees.



Peyton Brady
University of Iowa



Ethan Jenkins
University of Maryland, College Park



Abigail Ferez
Drexel University



Delaney Poore
Cal State Fullerton



Charles McCauley
Towson University

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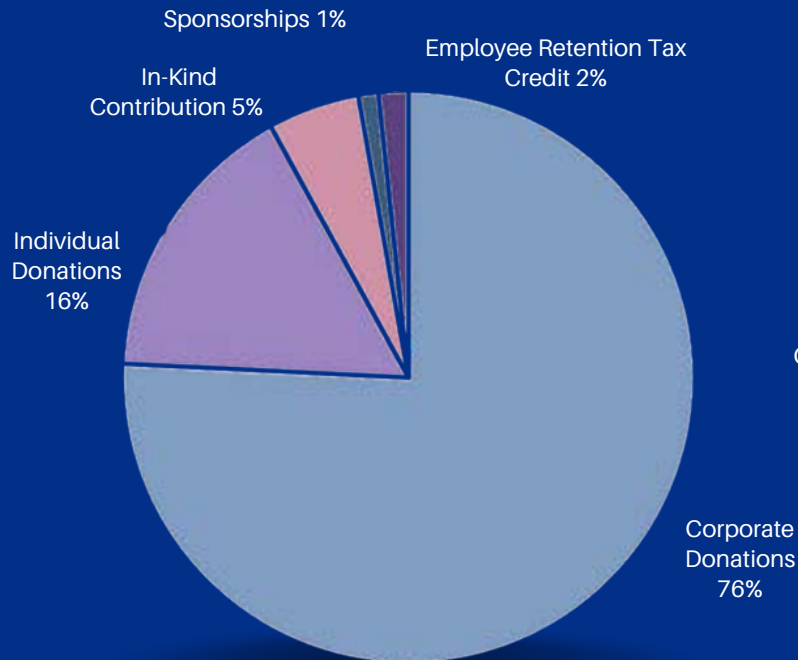
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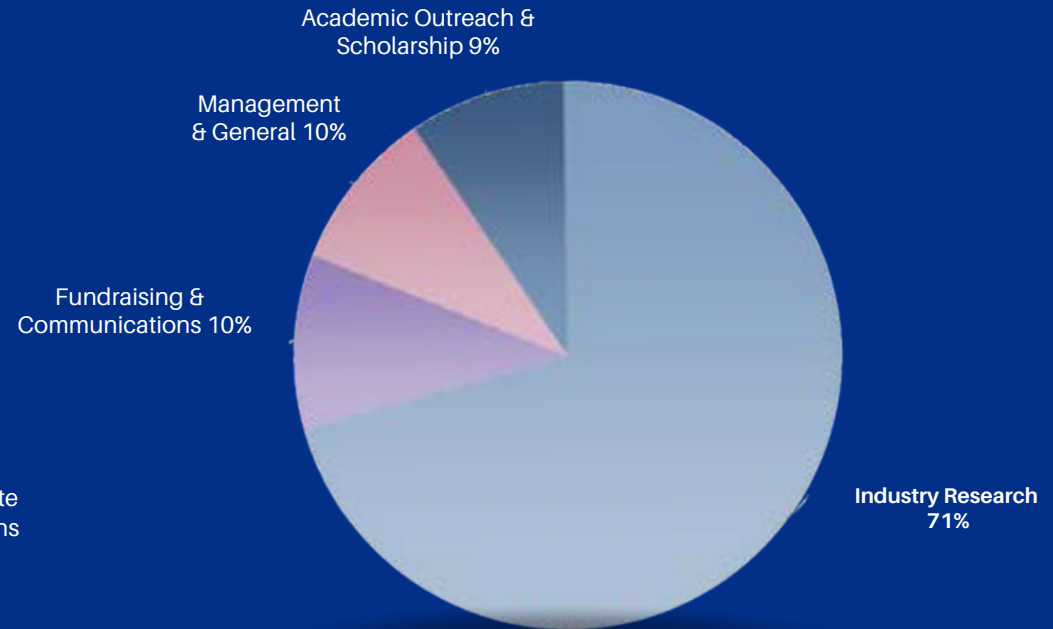
Financial Performance

Revenue



Corporate Donations	\$681,550
Individual Donations	\$145,996
In-Kind Contribution	\$46,645
Employee Retention Tax Credit	\$15,115
Sponsorships	<u>\$10,136</u>
	\$899,442

Expenses



Industry Research	\$785,564
Fundraising & Communications	\$113,804
Management & General	\$105,869
Academic Outreach & Scholarship	<u>\$101,871</u>
	\$1,107,108

Foundation Contributors

Corporate Contributors

Corporate Fellows (\$20,000+)

Channel
DLL
Farm Credit Leasing
First American Equipment Finance, an RBC/City
National Company
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Key Equipment Finance
PNC Equipment Finance, LLC
Wells Fargo Equipment Finance
Wintrust Asset Finance

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Truist Equipment Finance Corp.
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BciCapital, Inc (BciC)
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Why Give?

Benefits for Valued Donors

- Early access to industry-leading research and resources
- Recognition among peers in the industry
- Relationship-building with industry thought leaders
- Opportunities to author and contribute to industry-related studies and articles
- FREE digital library to access all Foundation resources

How We Spend Donor Dollars:

- Produce unique, future-focused studies, forward-looking reports, and competitive analysis of specific industry issues
- Create pathways for career opportunities through Guest Lectures, Internship Resources, & the annual Academic Scholarship Program

Your support is vital to the industry. Make a lasting impact and your 100% tax-deductible donation today at leasefoundation.org/giving/online.



Established in 1989, the Equipment Leasing & Finance Foundation is a 501c3 non-profit organization dedicated to inspiring thoughtful innovation and contributing to the betterment of the equipment leasing and finance industry.



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