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Exhibitor Descriptions

360 Equipment Finance

300 Beardsley Ln, Building D Suite 201
Austin, TX 78746-4945
Phone: 512-263-7235
Contact(s): Kip Amstutz
kip@360equipmentfinance.com

Booth: 204

360 Equipment Finance provides leasing options for small businesses nationwide across a variety of industries including construction, medical, technology, manufacturing, and more. Whether you are an established company or a company with challenged credit, 360 Equipment Finance will help your business increase revenue by offering flexible leasing programs, quick approvals and a reliable partnership in today's unique lending environment.

Amerisource Funding, Inc.

7225 Langtry St
Houston, TX 77040-6665
Phone: 713-863-8300
Contact(s):
Greg Dyson, gdyson@amerisource.us.com
Linda Onestinghel, lonestinghel@amerisource.us.com
Allison Billings, abillings@amerisource.us.com

Booth: 207

Amerisource, one of the largest independent commercial finance companies in the country, provides asset-based lending ("ABL"), lines of credit, accounts receivable factoring and other business financing structures. Amerisource offers credit facilities up to \$15,000,000. Amerisource was founded in 1984 and is headquartered in Houston, Texas with a national footprint.

Axis Capital, Inc.

308 North Locust Street, Suite 100
Grand Island, NE 68801
Phone: 800-994-0016 x242
Contact(s): Don Anderson
danderson@axiscapitalinc.com

Booth: 217

Axis Capital, founded in 1996 in Grand Island, NE, is an independent equipment finance company that customizes programs for a wide variety of suppliers and businesses nationwide. We deliver solutions that help businesses grow, succeed and create value. Axis Capital is a subsidiary of Amur Finance Company, a global diversified holding company with over \$800M in assets headquartered in New York.

Banc of California, N.A.

18500 Von Karman Ave Ste 1100
Irvine, CA 92612-0546
Phone: 949-751-4183
Contact(s): David Normandin, CLFP, BPB
david.normandin@bancofcal.com

Booth: 206

Banc of California is a small and medium ticket funding course with a wide appetite for equipment and industries. We are interested in partnering with originators to provide vendor programs, UNL programs, portfolio acquisitions and single transaction funding.

Bankers Capital

203 SW Cutoff
Northborough, MA 01532-2115
Phone: 508-351-6000 x1113
Contact(s): Larry LaChance, CLFP
larryl@bankers-capital.com

Booth: 306

Bankers Capital specializes in funding B,C, D, story credits and start ups. We self fund for own portfolio and service all leases from start to finish. We fund Any Equipment, Any Industry, Any Credit, All 50 states.

BlackRiver Business Capital, LLC

2300 Lohmans Spur Ste. 184
Austin, TX 78734
Phone: 512-284-7688
Contact(s): Faith Ralph, faith@blackriverbc.com

Booth: 406

BlackRiver provides quick and creative equipment finance solutions for business owners with credit challenges, less established businesses, and specialized equipment. The emphasis at BlackRiver is providing our customers with competitive terms that puts them in a position to be successful. Each submission is carefully and subjectively reviewed by a member of our underwriting team.

Blue Bridge Financial, LLC

535 Washington Street, Suite 201
Buffalo, NY 14203
Phone: 716-204-8467
Contact(s): Crystal Murcha
cmurcha@bluebridgefinancial.com
Meaghan Sliwowski
msliwowski@bluebridgefinancial.com

Booth: 314

Blue Bridge Financial is a direct lender that emphasizes closely working with originators to build a strong partnership network. We offer an application only program to \$100,000. Full Financial disclosure up to \$500,000. They are structured off of our 3 tier credit model A, B & C with 1 payment in advance, fax to fund and 100% prefunding available.

Exhibitor Descriptions

Bryn Mawr Funding

620 W Germantown Pike, Suite 310
Plymouth Meeting, PA 19462
Phone: 610-581-4997
Contact(s): Stephanie Hall, CLFP, shall@bmtc.com

Booth: 409

Bryn Mawr Funding is an A-credit, small-ticket funding source providing services to brokers and independent leasing and equipment finance companies nationwide. We work to maximize your income through fast credit decisions, fast funding, knowledgeable personal service and competitive cost of funds.

BSB Leasing, Inc.

7921 Southpark Plaza Ste 208
Littleton, CO 80120
Phone: 800-945-3372
Contact(s): Vicki Shimkus, CLFP
vshimkus@bsbleasing.com

Booth: 410

BSB Leasing is the recognized leader in Small Ticket Equipment Financing, providing B-C and D credit financing for conventional and non-conventional transactions for Brokers.

C.H. Brown Co., LLC

20 West Frontage Road, PO Box 789
Wheatland, WY 82201-0789
Phone: 307-322-2545
Contact(s): Cheryl Rutt, crutt@chbrownco.com

Booth: 418

C.H. Brown Co., LLC is a nationwide lender that offers competitive financing options for a wide array of commercial equipment. Our niche lies in financing transportation equipment but offer a flexible approach to financing agricultural, industrial and construction equipment as well.

Channel Partners Capital

6487 Sycamore Ct N,
Maple Grove, MN 55369-6028
Phone: 763-746-7760
Contact(s): Abbie DeYonge
abbie@channelpartnersllc.com

Booth: 405

Channel Partners Capital was formed in 2009 by a group of leasing professionals to work exclusively in the equipment finance market to help brokers gain access to working capital solutions for their customers. We provide small business loans that range in size from \$10,000 to \$250,000.

CLFP Foundation

PO Box 146
Northbrook, IL 60065-0146
Phone: 206-535-6281
Contact(s): Reid Raykovich, CLFP
reid@clfpfoundation.org

Booth: 411

The CLFP Foundation will be available to answer any questions on attaining the Certified Lease & Finance Professional™ designation.

Cobra Capital LLC

2831 83rd Street
Darien, IL 60561-5612
Phone: 630-985-3500
Contact(s): Dale Kluga, dale@cobralc.com
Phil Azriel, phil@cobralc.com

Booth: 109

Cobra Capital was founded in 2000 to provide small and mid ticket leasing programs and is a direct funding source for brokers, lessors and vendors. Cobra's founder has over 35 years of experience in leasing and banking and previously was the founder of both Great American Leasing Company and LaSalle Bank's leasing company (LaSalle National Leasing Corporation).

Commercial Funding Partners

6995 S Union Park Center Suite 360
Salt Lake City, UT 84047
Phone: 801-545-7345
Contact(s): Buddy Zarbock
bzarbock@com-funding.com

Booth: 214

Our group has been in the leasing business since 1987. We fund A, B, and C transactions from \$150,000 to 5,000,000+. Most of our business is repeat giving our brokers an income stream instead one-time commissions. With no industry restrictions we creatively and quickly.

Credibly

1250 Kirts Blvd, Suite 100
Troy, MI 48084-4855
Phone: (888)378-7703
Contact: Brad Zukoff, bzukoff@credibly.com

Booth: 208

Credibly provides access to the most affordable, right-sized business loans and working capital solutions, regardless of a business's credit profile or stage in its life cycle. Whether your client needs extra inventory, wants to expand a retail space or needs to update their equipment, we have the solutions to help you grow their business for the long-term. Credibly has funded over \$275 Million to small businesses across all 50 States.

Exhibitor Descriptions

Dakota Financial, LLC

Booth: 316

11755 Wilshire Blvd Ste 1670
Los Angeles, CA 90025-1526
Phone: 310-696-3030
Contact(s): Charla Laird, charla@dakotafin.com

Dakota Financial is your solution to challenging deals! Our U.S. programs are specifically designed to fund heavy equipment & commercial vehicles for customers that have prior bankruptcies, tax liens, judgments, repossessions, or slow pays. We fund traditional leases as well as sale-leasebacks, private party sales, start-ups, and owner/operators from \$10,000 up to \$400,000.

Eagle Business Credit, LLC

Booth: 312

250 Chastain Rd NW, Ste 100
Kennesaw, GA 30144
Phone: 404-433-8405
Contact(s): Dan Thomas
dthomas@eaglebusinesscredit.com

Headquartered in Atlanta, GA., Eagle Business Credit is a privately held factoring company, launched in November 2013. Specializing in facilities for startup to \$1 Million funds employed across a wide range of sectors nationwide. With industry leading technology and fast, flexible 'can do' approach to business Eagle Business Credit looks to continue to grow.

Equipment Data Associates (EDA)

Booth: 319

1509 Orchard Lake Drive
Charlotte, NC 28270
Phone: 704-814-1416
Contact(s): Mark McClanahan
markmcc@edadata.com

Close more deals with EDA Online. Developed by Equipment Data Associates (EDA), this enhanced UCC database allows brokers to find better-qualified prospects that have a proven equipment financing history. To learn more, please contact Mark McClanahan at (704) 264-7892 or markmcc@edadata.com or visit booth # 319.

Equipment Leasing Group Of America, LLC

Booth: 310

211 Waukegan Rd., Ste 100,
Northfield, IL 60093
Phone: 847-784-0055
Contact(s): Brent D. Trebels, brenttrebels@elgallc.com
Brian D. Trebels, brianbtrebels@elgallc.com

General lessor focused on our hard asset lease program with tougher credits. Many of our transactions are leasebacks to create working capital. Equipment likes: Construction, Trucks/Trailers, Machine Tools, Cranes, Material Handling, Packaging, Medical etc.

We also fund software only transactions for excellent credit and many middle market B credit transactions.

Financial Pacific Leasing, Inc.

Booth: 205

PO Box 4568
Federal Way, WA 98063-4568
Phone: 800-447-7107
Contact(s): Christine Vaughn, cvaughn@finpac.com
Mary Armstrong, CLFP, marya@finpac.com

Financial Pacific Leasing has been serving the needs of third party originators for over 25 years. We specialize in small ticket "A" to "C" credits from \$5,000-\$100,000. We also have a Commercial division that funds "A" credits \$100,000 - \$500,000. In 2013 FinPac became a subsidiary of Umpqua Bank.

First Federal Leasing

Booth: 106

31 N 9th St
Richmond, IN 47374-3171
Phone: 800-848-8958 x544
Contact(s): Kim Baughman
kbaughman@firstbankrichmond.com

In 1989, First Bank Richmond, NA created First Federal Leasing to support the needs of small businesses across the country. From the beginning, we built our leasing department on third party originated deals and we are committed to remaining 100% broker driven.

FirstLease, Inc.

Booth: 216

1 Walnut Grove Drive
Horsham, PA 19044
Phone: 866-493-4478
Contact(s): Steve Blake, sblake@firstleaseonline.com

FirstLease is looking to build relationships with quality leasing professionals who value a long-term funding source. FLI is a bank owned, direct lender that focuses on transaction sizes ranging from \$5,000-\$100,000. We offer extremely competitive rates, with flexible underwriting and quick turnaround time.

Fora Financial, LLC

Booth: 107

242 W 36th St
New York, NY 10018-7542
Phone: 212-947-0100
Contact(s): Evan Brown, EBrown@forafinancial.com

Fora Financial offers flexible working capital solutions to small businesses in need of financing to sustain or grow their enterprise.

Exhibitor Descriptions

Funding Circle USA

747 Front St., Floor 4
San Francisco, CA 94111-1922
Phone: 415-813-5245
Contact(s): Derek Nutley
derek.nutley@fundingcircle.com

Booth: 315

Funding Circle is the world's leading online marketplace for business loans. We use cutting-edge technology to match small business owners with investors who want to lend to them — creating a transparent marketplace with fast financing and fair rates. Since launching in 2010, more than 15,000 businesses in the US, UK, Germany, Spain and the Netherlands have received over \$2 billion in affordable capital, helping them to grow and thrive.

Global Financial & Leasing Services, LLC

6263 N Scottsdale Rd Ste 222
Scottsdale, AZ 85250-5402
Phone: 480-478-7400
Contact(s): Judi Jenks, judi@gfrservices.com
Julian Sirull, julian@gfrservices.com

Booth: 307

Want the best for you and your customers? Partner with Global Financial & Leasing Services - B & C Funding Source. Global Financial offers flexible credit criteria and structures that will help you close deals. Global's team has a well-respected reputation within the financial marketplace.

InstaCOVER

17 Central Way,
Kirkland, WA 98033-6116
Phone: 866-928-9180
Contact(s): Kristi Darlington
kristi.darlington@instacover.com

Booth: 304

instaCOVER provides a unique insurance solution specifically for members of the NAELB. Our program creates a new source of revenue for you, while expediting funding & equipment acquisitions with no more waiting for proof of insurance. This solution saves you valuable time and accelerates transactions while providing your customers access to exceptional coverage at competitive pricing, fixed for the term of the financing.

IOU Financial, Inc.

600 TownPark Lane, Suite 100
Kennesaw, GA 30144
Phone: 866-217-8564
Contact(s): Darren Jenkins, djenkins@ioufinancial.com

Booth: 113

IOU Financial is an online lender specialized in helping small businesses gain access to affordable working capital. Through advanced technology, small business owners are instantly pre-qualified for funding based on the overall health of their business, and are able to obtain up to \$150,000 in as little as 24 hours. The process is 100% paperless, making IOU Financial the industry leading small business loans provider for speed and transparency. For more information, visit IOUFinancial.com.

KS StateBank, Baystone Government Finance

1680 Charles Pl
Manhattan, KS 66502-2750
Phone: 800-752-3562
Contact(s): Linda J. Tiers, ltiers@ksstatebank.com

Booth: 309

Baystone Government Finance specializes in equipment financing for municipal and non-profits throughout the US. We are a division of KS StateBank in Manhattan, Kansas and have been funding the municipal market since 1987. We consider transactions from \$5,000 up to \$20M. We encourage all brokers and banks to give Linda a call.

LoanMe

1900 S. State College Blvd., Suite 300
Anaheim, CA 92806
Phone: 949-535-7798
Contact(s): Kristen Petre, Min Choi
business.loans@loanme.com

Booth: 308

LoanMe is an alternative direct lender specialized in simple interest term loans. With monthly payments, terms as long as 10 years, and no pre-payment penalties, businesses have the flexibility they need to control their interest costs. LoanMe funds in as soon as 4 hours and can accept all for-profit businesses.

Exhibitor Descriptions

Marlin Business Service Corp.

300 Fellowship Rd
Mt. Laurel, NJ 8054
Phone: 888-479-9111
Contact(s): Elena Zucchi
ezucchi@marlinfinance.com
Lynn Smith, lsmith@marlinfinance.com

Booth: 108

Marlin Business Services Corp.® is a publicly traded bank holding company (NASDAQ: MRLN) that provides nationwide commercial financing. Marlin specializes in providing innovative financial solutions for small and mid-size businesses. Marlin's value proposition is centered around providing excellent service and delivering on commitments made to Third Party Originators and their customers.

Maxim Commercial Capital, LLC

11620 Wilshire Blvd Ste 540
Los Angeles, CA 90025-1778
Phone: 704-823-6324
Contact(s): Mae Philpott, mae@maximcc.com

Booth: 409

Maxim helps your customers in all types of challenging circumstances break through the barriers to business growth with two distinct asset-backed financing programs. We offer Business Financing: creative and flexible equipment and/or real estate-secured transactions from \$20K up to \$2.5MM for customers in a wide array of industries and Owner-Operator Financing: for credit challenged owner-operators funding quality used Class 8 trucks and trailers with as little as 25% down.

Navitas Lease Corp.

111 Executive Center Dr Ste 102
Columbia, SC 29210-8414
Phone: 803-566-8245
Contact(s): Dwight Galloway, CLFP
dgalloway@rlcfunding.com

Booth: 105

The team at Navitas Lease Corp has been a funding source member of NAELB since the Association's inception in 1991. Comprised of two credit groups, RLC Funding and Ultimate, Navitas is an A-B+ credit lender offering application only to \$125K and providing financing for everything from software and LED lighting upgrades (RLC) to titled vehicles and yellow iron (Ultimate). We accept Navitas docs or (if approved by RLC) the broker's docs and we accept brokering, assignment and discounting as required by the broker. Reasonable, knowledgeable credit experts preview and underwrite applications (no automated scoring) from \$10,000 to \$750,000.

NCMIC Finance Corporation

14001 University Ave
Clive, IA 50325-8258
Phone: 515-313-4632
Contact(s): Mike Miller, mmiller@ncmic.com

Booth: 115

You have a lot of options when it comes to funding sources. We get that. But if you haven't tried NCMIC, you could be missing out. NCMIC specializes in the micro-ticket market with two-hour credit decisions, no prepayment penalties, and simple interest loans as low as \$5,000. We offer monthly payment working capital and equipment loans to any type of business. These are just a few of the reasons your Broker peers are choosing to work with us.

NFS Leasing

900 Cummings Ctr Ste 226-U
Beverly, MA 01915-6181
Contact(s): Dean Oliver, 978-767-2353,
deano@nfsleasing.com; Jim Murphy, 201-731-5381,
jim@nfsleasing.com; Chuck Worsham,
630-748-0226, chuckw@nfsleasing.com

Booth: 317

NFS Leasing is a privately held funding source, specializing in "C" "D" and "Story" Credits and supporting growing companies in the US and Canada. We have extensive experience in the IT, Medical, Scientific, Construction/Agricultural and Manufacturing Leasing Markets, and are approaching \$1Billion in lease originations.

North Mill Equipment Finance, LLC

50 Washington St Fl 10
South Norwalk, CT 06854-2710
Phone: 203-354-6018
Contact(s): Donald S. Cosenza
dcosenza@northmillef.com

Booth: 104

North Mill Equipment Financing has decades of experience serving the referral agents community. National in scope, we are experts in underwriting a broad range of credits (A-D). As application only specialists, we originate and service a portfolio of transactions ranging from \$10,000 to \$150,000 for new and used equipment.

OnDeck Capital, Inc.

1400 Broadway, 25th FL
New York, NY 10018
Phone: 917-208-6936
Contact(s): Evan Rabinowitz, evan@ondeck.com

Booth: 210

Launched in 2007, OnDeck (NYSE:ONDK) is the leader in online lending for small business. To date, OnDeck has delivered over \$4 billion to tens of thousands of small businesses across more than 700 different industries.

Exhibitor Descriptions

Orange Commercial Credit

2108 Caton Way SW,
Olympia, WA 98502
Phone: 888-266-0211
Contact(s): Tina Cawthorn, CLFP
tcawthorn@occfactor.com

Booth: 407

Orange Commercial Credit provides cash flow assistance to growing businesses through the purchase of creditworthy accounts receivable. Known as invoice factoring, this service is a perfect complimentary service to add to your equipment financing transactions. Factoring supplies a business with a predictable, continuous source of operating capital, to timely meet operational expenses, without creating debt.

Paradigm Equipment Finance

PO Box 907
Kaysville, UT 84037
Phone: 801-682-8648
Contact(s): Tyler Deters, tyler@paradgimef.com

Booth: 215

Paradigm Equipment Finance is a direct funding source specializing in providing equipment financing / leasing to businesses with weaker credits. We are a nationwide lender that is dedicated to creating a solution for our clients through asset-based financing with minimal credit criteria.

Pawnee Leasing Corporation

700 Centre Avenue
Fort Collins, CO 80526-1842
Phone: 800-864-4266
Contact(s): Gary Sovereign x222
gary@pawneeleasing.com
Matt Lawrence (East) x248 matt@pawneeleasing.com
Tyson Garrett (West) x233 tyson@pawneeleasing.com

Booth: 305

Pawnee Leasing has exclusively served the broker community since 1982 and is one of NAELB's longest serving funder members. We consider transactions from \$1,000 - \$100,000 with risk-based pricing for Start-Up, "C", "B+" and "A" credits for as low as 6%. Our experienced staff deliver common sense credit decisions, quick turnaround times and reliable, personal service.

Pinnacle Specialty Capital, LLC

288 S Main St, Ste 100
Alpharetta, GA 30009-1944
Phone: 770-316-6220
Contact(s): Beth Malin, bmalin@Pinnaclecap.com

Booth: 313

Pinnacle Specialty Capital offers a complete package of financial solutions for small to medium sized businesses by providing:

- Factoring/Accounts Receivable Funding - a business financing tool that helps clients who cannot afford to wait 30 to 60 days or more to get paid by their clients
- Working Capital Loans
- Equipment finance

We are dedicated to making sure our business partners and our referral sources meet their financial goals with the highest level of reliability, integrity, expertise and customer care in the industry.

Preferred Business Solutions/ELB Tools

19621 82nd Pl W
Edmonds, WA 98026
Phone: 425-775-6591
Contact(s): Jim Buckles, jim@pbs4u.com

Booth: 413

Preferred Business Solutions develops and supports very affordable lease front end software solutions for the Equipment Lease Broker/Lessor, from quoting to credit pulling, document processing and reporting.

Quality Leasing Co., Inc

7173 E. 87th Street
Indianapolis, IN 46256
Phone: 317-253-4415
Contact(s): G. Paul Fogle, CLFP
pfogle@qualityleasingco.com

Booth: 404

Nationwide funder of all types of equipment with a concentration on transportation.

Quiktrak, Inc.

9700 SW Nimbus Ave
Beaverton, OR 97008-7172
Phone: 503-214-3434
Contact(s): Kim Riggs, kriggs@quiktrak.com
Walt Graham, wgraham@quiktrak.com

Booth: 211

For two decades, Quiktrak has proudly served the leasing industry by providing cost-effective due diligence and risk management field verification services, including leased equipment inspection reports. With report turnaround as fast as 24 hours, our services are available across the U.S., Canada and United Kingdom.

Exhibitor Descriptions

RapidAdvance, LLC

7316 Wisconsin Avenue, Suite 350
Bethesda, MD 20814
Phone: 240-203-9224
Contact(s): Jeff Schubert
jschubert@rapidadvance.com

Booth: 311

A leader in the Alternative Finance Industry for 10 years, RapidAdvance offers a variety of working capital products that help small companies grow their businesses. Products include loans, lines of credit, SBA bridge loans and merchant cash advances. The Company is A+ rated by the Better Business Bureau and has funded nearly \$1 Billion in working capital for over 38,000 businesses in the U.S. and Canada.

SmartBiz Loans, LLC

417 Montgomery Street, Suite 600
San Francisco, CA 94104
Phone: 650-302-1483

Booth: 213

Contact(s): Brent Looney, brent@smartbizloans.com
Aleks Flom, aleks@smartbizloans.com

SmartBiz (www.smartbizloans.com) is the #1 online marketplace for SBA loans. The company's advanced software streamlines the SBA loan application and origination process. Small businesses can now apply online and get funds in as fast as 7 days while banks can make SBA loans more efficiently than ever before.

Summit Leasing, Inc.

609 South 31st Avenue
Yakima, WA 98902
Phone: 800-736-1530

Booth: 111

Contact(s): Craig Kupp, craigk@summitleasing.com

Since 1986, Summit Leasing has continuously provided superior equipment financing services as a regional funding source primarily for B and B+ credits. We specialize in Equipment Finance Agreements for small and medium size enterprises. Our funding range is between \$20K - \$300K with the average ticket size around \$75k. Summit prefers to stay in the western states but has the ability to fund in all 50 states. Summit focuses on hard asset funding such as trucks, trailers, logging equipment and yellow iron. Summit's credit department has over 50 years of equipment financing experience.

TEAM Funding Solutions

5351 Thunder Creek Rd
Austin, TX 78759-4021
Phone: 512-258-6700
Contact(s): Ted Reynolds
ted@teamfundingsolutions.com

Booth: 212

TEAM is a C-credit equipment leasing funder that provides a unique alternative to credit scoring. We fund businesses with weaker credits by listening to the lessee's story. Equipment leases are approved and funded based on common sense, the lessee's potential for positive cash flow and the broker's input.

Tetra Financial Group

6995 S Union Park Ctr Ste 400
Midvale, UT 84047-6088
Phone: 801-748-2200 x202

Booth: 209

Contact(s): Rick Roberts, rroberts@tetrafg.com

Since 1986 Tetra Financial Group has been fully invested in providing our clients the right solutions for their needs. We operate with the idea of putting the interests of our customers first. No one strives harder than Tetra to ease the process of acquiring equipment for our clients. Excellent customer service is smart business. It creates a relationship of trust and provides peace of mind. Focused on our clients' best interests, we work efficiently and on their behalf. Our ability to be nimble is imperative in a constantly changing and competitive financing environment. We don't just talk about being responsive; we prove it every day.