

**Q1 2023**

# **SFNet Quarterly Progress Report**



**NETWORKING  
INDUSTRY DATA  
PROFESSIONAL  
DEVELOPMENT  
ADVOCACY**

**SFNET.COM**



Q1 2023

# SFNet Quarterly Progress Report

Periodic briefings to keep you apprised of progress against key objectives throughout the year.

**NETWORKING**

**INDUSTRY DATA**

**PROFESSIONAL DEVELOPMENT**

**ADVOCACY**

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**Below, please find highlights of Q1 2023. If you have any questions, feel free to reach out to [rgumbrecht@sfnet.com](mailto:rgumbrecht@sfnet.com). Thank you for your continued support of our association and for all you do for our secured finance community.**

**SFNet continued its focus on attracting new entrants and assisting in their professional development**

- SFNet [announced](#) it is partnering with continuing education leader, NYU Stern Executive Education, to offer a course for emerging leaders that will teach attendees how to recognize, develop and master skills to become an effective and impactful leader.
- 17 member companies participated in [education programs](#) (Reminder: all employees of member companies are entitled to attend On Demand classes at no cost as part of your membership dues.)
- SFNet welcomed 6 new members. Be sure to open [TSL Express](#) each day to read details about new members.

**SFNet delivered robust data and info resources**

- The [2019 Market Sizing and Impact Study](#) refresh is near completion. We expect this to be published later this month.
- The [SFNet Q4 2022 and the Annual Asset-Based Lending Surveys as well as the Annual Factoring Survey](#) were published. The Annual ABL Industry survey showed solid growth in commitments and outstandings and strong portfolio performance. The factoring industry proved resilient in weathering recent challenges and enters 2023 in a generally healthy position.
- Two [Crucial Conversations](#) webinars were held: Lending on Government Receivables and Contracts and The Value and Effective Use of Covenants in a Factoring Transaction
- SFNet and industry veteran Barry Bobrow have partnered to produce a series of [video and audio podcasts](#) focused on important trends and developments in secured lending. One episode was published on Cryptocurrency Regulation in Q1 featuring Jennifer Palmer, JPalmer Collective, as guest host.
- *The Secured Lender's* [January/February issue](#) issue focused on the capital markets.
- *The Secured Lender's* published its [March Women in Secured Finance](#) issue featuring profiles of nearly 70 women who are making their mark on the industry.

# SFNET QUARTERLY PROGRESS REPORT

Q1 2023

NETWORKING  
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## SFNet brought together our community for networking, relationship building and deal-making opportunities

- SFNet regional [chapters](#) hosted many educational events as well as networking opportunities.
- SFNet hosted its annual Asset-Based Capital Conference in Las Vegas, with attendance back to pre pandemic levels.
- Engagement and Net Promoter scores remain high.

## SFNet advocated for the industry on important initiatives

- SFNet published a [press release](#) in March based on a poll it conducted, which demonstrated that the California disclosure law is reducing capital in the state. We continue to advocate here and in a dozen other jurisdictions in SFNet member interests.
- SFNet and the industry succeeded in getting a hard-fought win in CT where, largely in response to SFNet testimony and meetings with legislators, asset-based lending and factoring were carved out in an amendment to the disclosure bill. You can view the hearing [here](#).
- Rob Meyers, SFNet vice president and president of Republic Business Credit, testified at a hearing addressing the Illinois commercial finance disclosure bill.
- Jon Helfat, SFNet general counsel, has joined the Uniform Law Commission to address disclosures at the federal level.
- SFNet [alerted](#) members in March that the CFPB had issued final rules pertaining to Dodd Frank 1071. SFNet successfully influenced the carve out of factors and certain asset-based lenders
- SFNet is planning 3 advocacy-related webinars in Q2.

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**SFNet exceeded its member engagement and budgeted financial objectives for the Quarter and will release complete FY22 details in its Annual Report to members in the coming weeks.**



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**The essential  
community of  
organizations and  
professionals  
delivering  
and enabling  
secured finance**



**Secured Finance  
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