

**Q2 2023**

# **SFNet Quarterly Progress Report**



**NETWORKING  
INDUSTRY DATA  
PROFESSIONAL  
DEVELOPMENT  
ADVOCACY**

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# 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 Q2 2023. 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 attended The Private Credit Industry Conference on Direct Lending and Middle Market Finance hosted by LSTA and Deal Catalyst to promote the industry to private debt and credit providers. The goal is to build relationships between SFNet and that space.
- SFNet partnered with NYU Stern Executive Education to offer Impactful Leadership for High Potentials program in NYC. The program received high praise from attendees and planning is underway for second cohort.
- Launched the spring [2023 Mentorship Program](#) with 40 mentors and 40 mentees participating in an 11-week program guided by 8 program champions.
- 28 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 4 new members. Be sure to open [TSL Express](#) each day to read details about new members.

**SFNet delivered robust data and Info resources**

- The refresh of the [Market Sizing and Impact Study](#) was completed in June with nearly 1000 downloads by SFNet members to date.
- The [SFNet Q1 2023 Asset-Based Lending Survey](#) was published.
- Seven [Crucial Conversations](#) webinars were held. Topics included SFNet data reports, state financial disclosure legislation, lending against in-transit inventory, the new wave of regulations, field examinations, financing factors and current documentations issues in ABL. Average attendance for these webinars was over 250 participants.
- *The Secured Lender* published its [April Supply Chain issue](#).
- *The Secured Lender* published its [June issue honoring the SFNet 40 Under 40 Awards](#).

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

- SFNet chapter presidents, executives, functional leaders and emerging leaders converged in Tampa for SFNet's first-ever combined roundtables and Emerging Leaders Summit
- Member engagement as measured by company and individual participant in SFNet programming reached an all-time high.
- SFNet hosted a successful Independent Finance Roundtable in April.
- SFNet International Lending Conference was held in London in May with great reviews.
- An energizing Women in Secured Finance Conference was held in June in New York City with a 10% increase in attendance.
- Also in June, [SFNet's 40U40 Award](#) recipients were honored at a gala celebration at the Plaza in NYC.



# SFNET QUARTERLY PROGRESS REPORT

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## SFNet advocated for the industry on important initiatives

- Thanks to an aggressive fight in California, SFNet was able to obtain a [safe harbor](#) for lenders relating to the state's financial disclosure law.
- Rob Meyers, SFNet vice president and president of Republic Business Credit, testified at a hearing addressing the Illinois commercial finance disclosure bill. Although the bill didn't move this session, SFNet was successful in getting the threshold amount amended from \$2.5 million to \$500,000.
- Created a [state-by-state map on sfnet.com](#) to assist members in keeping track of significant advocacy issues.
- CEO Rich Gumbrecht met with Congressman Mike Flood (R-NE - House Financial Services Committee) at the SFNet offices in NY for an information exchange.
- SFNet held 2 advocacy-related webinars in Q2.
- SFNet presented at a gathering of SBA regional development representatives to explain benefits of ABL with the objective of creating referral opportunities for new loans and services as well as the benefit of working with SFNet members to a group of 700 community banks.
- SFNet CEO Rich Gumbrecht and SFNet board members were guests on SBA webinar in April.
- Jen Palmer, SFNet president, represented SFNet at IHA regional meeting.
- SFNet [published](#) an analysis of the final rules regarding Dodd Frank 1071 in April. SFNet advocated successfully in shaping these regulations in the interest of our industry.

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**SFNet had an exceptional quarter during which it exceeded member engagement goals and met all financial objectives.**



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



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