

Q4 2022

# SFNet Quarterly Progress Report



NETWORKING  
INDUSTRY DATA  
EDUCATION  
ADVOCACY

[SFNET.COM](https://www.sfnet.com)



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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**  
**EDUCATION**  
**ADVOCACY**

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**Below, please find highlights of Q4 2022. 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.
- 22 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 underway. We expect this to be published in early February 2023.
- The [SFNet Q3 2022 Asset-Based Lending Survey](#) was published, demonstrating demand for financing is improving and portfolio performance remains strong even as broader business conditions weaken and recession risks rise.
- Published forward looking [Market Pulse Report](#) giving first look at 2023 trends and projections impacting our industry
- Three [Crucial Conversations](#) webinars were held: *Doing Business in Canada*, *ESG: Making Sense out of the Evolution* and *Decoding the California Financial Disclosure Regulations*.
- 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. Five episodes were added in Q4.
- *The Secured Lender's* [November issue](#) included profiles of the SFNet 2022 Hall of Fame Inductees.
- *The Secured Lender's* [October issue](#) featured Great Places to Work profiles highlighting SFNet members companies. The issue was distributed to 30 colleges and law schools to increase knowledge of the industry and encourage the next generation to explore career opportunities in the industry.



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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 holiday parties.
- SFNet hosted its 78th Annual Convention in Austin, TX with 950 attendees. The Convention offered over 20 hours of content, raised \$5000 for the local Boys and Girls Club and over 1 ton of food was donated to the Central Texas Food Bank.

## SFNet advocated for the industry on important initiatives

- In October, SFNet provided members with what we believe is the most comprehensive [Guide](#) to complying with the controversial new California Disclosure Regulations for Commercial Finance Transactions that went into effect December 9, 2022.
- SFNet engaged new state advocacy firm National Strategies to provide ongoing support of member interests at the state level.
- Our new Executive Boards began their terms on October 1, 2022 and have set up committees and agendas for the coming year in line with SFNet objectives of member value delivery

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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.**



■ **RICHARD D. GUMBRECHT**  
Chief Executive Officer  
Secured Finance Network  
[rgumbrecht@sfnet.com](mailto:rgumbrecht@sfnet.com)





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

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