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**FRANC DEL FOSSE AND MARC SCHULTZ LEAD PANEL AT THE  
EQUIPMENT LEASING AND FINANCE ASSOCIATION ANNUAL CONVENTION**

**PHOENIX (October 29, 2012)** – Snell & Wilmer is pleased to announce that Franc Del Fosse and Marc L. Schultz, both partners in the firm’s Phoenix office, recently organized and led a panel on solar leasing at the Equipment Leasing and Finance Association (ELFA) Annual Convention, the largest equipment leasing conference in the nation. The ELFA Annual Convention is one of the primary forums wherein equipment finance leaders in this \$600 billion industry address critical issues and trends.

The panel, entitled, “Financing Residential and Commercial Solar Leasing and Energy Retrofits,” was comprised of industry experts with experience related to equipment financing both within and outside of the power industry. The panel was intended to provide a comprehensive overview of how equipment leasing is being used, primarily as a financing tool, to facilitate the development of solar projects in the residential and commercial distributed generation sectors. The discussion included a detailed explanation of the use of federal tax benefits as a source of project financing.

Franc Del Fosse is a Business & Finance partner with particular experience advising businesses operating in the renewable energy/clean technology sector in areas that range from venture financing to project financing. Franc also has a broad background in M&A and securities work. Franc currently leads the firm's Renewable Energy Industry Group.

Marc Schultz is a Tax partner with particular experience advising on tax credit financing. Marc’s practice is also concentrated in complex transactions involving corporate, limited liability companies, limited partnerships, tax exempt entities, and real property. Marc currently chairs Snell & Wilmer’s Tax Credit Finance Group and co-chairs both Snell & Wilmer’s Fund Formation and Investment Group and Snell & Wilmer’s Affordable Housing and Community Development Group.

**About Snell & Wilmer L.L.P.**

Founded in 1938, Snell & Wilmer is a full-service business law firm with more than 400 attorneys practicing in nine locations throughout the western United States and in Mexico, including Phoenix and Tucson, Arizona; Denver, Colorado; Los Angeles and Orange County, California; Las Vegas and Reno, Nevada; Salt Lake City, Utah; and Los Cabos, Mexico. The firm represents clients ranging from large, publicly traded corporations to small businesses, individuals and entrepreneurs. For more information, visit [www.swlaw.com](http://www.swlaw.com).

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