

## **REQUEST FOR PROPOSAL 2025 Tax Impact Study (100% Expensing Phase Out)**

### **Industry Background**

[The Equipment Leasing & Finance Foundation](#) publishes research for and about the \$1.3 trillion equipment finance sector. Equipment leasing and financing companies represent important sources of finance in the U.S. economy, contributing to capital formation and providing additional critical tools that enable all types and sizes of commercial businesses to acquire the equipment they need to conduct their business operations.

### **Study Purpose**

Tax policy under the Tax Cuts and Jobs Act (TCJA), particularly the phase-out of 100% expensing and modifications to interest deductibility, have significant implications for the equipment leasing and finance industry. A comprehensive tax impact study is essential to understand how these policies, especially if they are sunset, affect businesses' decisions regarding leasing, financing, or purchasing equipment. By analyzing these shifts, we can identify trends that may influence the financial health of various sectors, ultimately informing stakeholders of the best strategies for equipment acquisition in the current and future tax environment. The study will also benefit the Foundation's affiliated organization, the Equipment Leasing and Finance Association (ELFA), to represent the interests of its members better and advocate favorable policies across the sector.

### **Problem Statement**

The Foundation hopes this study will provide critical insights into how different approaches—leasing, financing, or outright purchasing—are being impacted by the evolving tax landscape. For instance, as businesses weigh the benefits of leasing versus purchasing equipment amidst these tax changes, understanding the financial repercussions of each option becomes crucial. The research and analysis will help illuminate how companies have adjusted their strategies in response to the tax law changes.

With the impending tax cliffs set to occur next year, and a corresponding high likelihood of further legislative action, this study will be particularly valuable and timely. By equipping industry stakeholders with data-driven insights, ELFA can proactively address potential challenges and opportunities arising from tax policy shifts. This research will not only enhance the association's advocacy efforts but will also provide member organizations with actionable intelligence to navigate the complexities of equipment financing in a dynamic tax environment. In essence, this study will serve as a vital resource for understanding and adapting to the new financial realities shaped by tax policy.

### **Timeline and Contract Terms**

- Proposals are due by February 1, 2025.
- Proposal selection occurs within 30 days. The review committee meets on the third Wednesday of each month.
- For further information regarding contract terms, see our Research [Grant Guidelines](#).

## Required Deliverables

The final study is expected to be delivered prior to May 15, 2025. Specifics include:

1. All deliverables should be written for the lay reader and should be well-written.
2. Monthly progress reports should be submitted via email to the Foundation's Executive Director.
3. The final delivery format may be proposed by the researcher and will be subsequently approved by the Foundation Research Committee. Potential delivery formats include but are not limited to:
  - An in-depth study report with text and charts, estimated page count of 60 pages.
  - A short-form study that features valuable insights but with slightly less rigor than a longer, more in-depth report. The page count for this option is 25-30 pages.
  - An executive summary-style report that includes related charts and graphs with limited text, estimated page count of 5-10 pages.
4. The final report should be provided in Microsoft Word and PDF versions. Charts and graphs should be provided in Excel or PowerPoint and should include source data. See our [Report Guidelines](#) for more details.
5. Upon request by the Foundation, you shall be available to present findings live and/or via web seminar or podcast.

## Response Details

Submit your proposal to Kelli Nienaber, Executive Director at

<mailto:knienaber@leasefoundation.org> before **February 1, 2025**.

## Information Required:

1. Overview of the study design and research methodology
1. Experience/knowledge with leasing and finance industry
2. Experience working with a nonprofit organization
3. Researcher (or Firm's) history and background
4. Credentials and qualifications of staff to be assigned the project
5. References/client list, with written permission to contact
6. Description of similar studies performed by the researcher
7. If appropriate, description of how staff time and other costs are billed

## Suggested Industry Resources

In addition to public resources, the Foundation and its affiliated organization, the [Equipment Leasing and Finance Association](#) (ELFA), provide a variety of resources that are relevant to the industry, including:

- [The Equipment Leasing & Finance Industry Horizon Report](#)
- [ELFA's CapEx Finance Index](#)
- [ELFA's Survey of Equipment Finance Activity](#)
- The Foundation [Research Library](#) of Reports.

The Foundation website ([www.leasefoundation.org](http://www.leasefoundation.org)) provides additional information on resources available to its researchers.

## Selection Criteria

The Equipment Leasing & Finance Foundation is an equal opportunity employer and submissions are considered without regard to the age, religion, ethnicity, gender, sexual orientation, marital or veteran status, political affiliation—or any other classification protected by law—of the author. The Foundation encourages the diversity of perspectives and experiences that result in a holistic view of the ever-evolving challenges and opportunities that face the equipment finance industry. As such, all interested researchers are welcomed and encouraged to submit their proposal for consideration.

The proposal should be based on original research of a relevant topic with a forward-looking lens, benefit a major segment of the equipment finance industry, and include a detailed methodology for the proposed research project. All proposals are evaluated by the Foundation's Research Committee on the following criteria:

1. Quality of the proposed study design
2. Qualifications of the individuals who will perform the work
3. Knowledge of the equipment finance industry
4. Experience in similar assignments
5. Resources/capacity to perform the required work
6. Experience with associations
7. Price
8. References
9. Intangibles

For additional information on the grant process visit: [www.leasefoundation.org/grants](http://www.leasefoundation.org/grants)

## Contacts

### Equipment Leasing & Finance Foundation

1625 Eye Street NW, Suite 850

Washington, DC 20006

PH: 202.238.3400

FX: 202.238.3401

[foundation@leasefoundation.org](mailto:foundation@leasefoundation.org)

### Kelli Jones Nienaber

Executive Director

[knienaber@leasefoundation.org](mailto:knienaber@leasefoundation.org)

(202) 238-3429

### Stephanie Fisher

Director of Programs

[sfisher@leasefoundation.org](mailto:sfisher@leasefoundation.org)

(202) 238-3417

## ABOUT THE FOUNDATION

The Equipment Leasing & Finance Foundation is a 501c3 non-profit organization that propels the equipment finance sector—and its people—forward through industry-specific knowledge, intelligence, and student talent development programs that contribute to industry innovation, individual careers, and the advancement of the equipment leasing and finance industry. The Foundation is funded through charitable individual and corporate donations.

Foundation Operating Budget: \$900,000 for fiscal year ending December 31.

IRS Classification – 501c3

Staff – 3

Website: [www.leasefoundation.org](http://www.leasefoundation.org)