

2014 Student Housing Conference & Exposition
September 30 – October 2 • Palmer House Hilton • Chicago, IL

Preliminary Agenda

(As of September 25; subject to change)

Tuesday, September 30

11:00 AM – 7:00 PM Registration

11:00 AM – Noon Forty Under Forty Meeting
(By Invitation Only)

Noon – 12:45 PM What Do the Capital Markets Tell Us About Prospects for Lending and Investing?

(Open to NMHC members only)

Moderator: Gary Kachadurian, Chairman, ARA

Speakers: Tim Ellsworth, Managing Director, Head of Transactions, Deutsche Asset and Wealth Management

Alan George, Executive Vice President and Chief Investment Officer, Equity Residential

David Schwartz, CEO, Managing Member, Waterton Associates, LLC

Peter Stelian, CEO, Blue Vista Capital Management

12:45 – 1:30 PM The Ins and Outs of Public/Private Partnerships – What Does It Take?
(Open to NMHC members only)

Speakers: David J. Adelman, President & CEO, Campus Apartments

Bill Bayless, President & CEO, American Campus Communities

Randy Churchey, President & CEO, EdR

1:30 – 2:00 PM

The UNLV Experience

(Open to NMHC members only)

Speaker: **Brent McPherson**, Director of Property Operations On-Campus

Mitchell Smith, Sr. VP and Head of Operations, The Scion Group

2:00 – 2:45 PM

NMHC Student Housing Council Committee Meeting

(Open to NMHC members only)

2:45 – 3:30 PM

The State of Student Housing: Key Markers and Key Issues

Speakers: **Dorothy Jackman**, Managing Director, Colliers International

Brian Ward, President, Capital Markets, Colliers International

3:30 – 4:40 PM

The Current Outlook for Student Housing

Moderator: **Peter Katz**, Executive Director, Institutional Property Advisors, a Marcus & Millichap company

Speakers: **David J. Adelman**, President & CEO, Campus Apartments

Robert Bronstein, President, The Scion Group

Randy Churchey, President & CEO, EdR

Christopher Merrill, Co-Founder, President & CEO, Harrison Street Real Estate Capital

Al Rabil, CEO and Managing Partner, Kayne Anderson Real Estate Advisors

William Talbot, Chief Investment Officer, American Campus Communities

4:40 – 5:30 PM

Development Trends and Design Solutions

Moderator: Greg Faulkner, President, Humphreys & Partners

Speakers: Brian Dinerstein, President, Sterling University Housing

Ryan Fetgatter, Vice President of Development, Aspen Heights

Wes Rogers, President & CEO, Landmark Properties

J.J. Smith, Chief Operating Officer, CA Student Living

5:30 – 7:00 PM

Reception in the Exhibit Hall

Wednesday, October 1

7:00 AM – 7:00 PM

Registration

7:30 – 8:30 AM

Networking Breakfast

8:30 – 8:45 AM

Special Report: Does Off-Campus Living Affect Academic Performance and School Loyalty?

Speakers: Brian Veith, Assistant Director, Student Housing, NMHC

Caitlin Walter, Assistant Director, Research, NMHC

8:45 – 9:15 AM

Cost Outlook from the Contractors

Speaker: Ken Simonson, Chief Economist, Associated General Contractors of America

9:15 – 9:35 AM

Doing it Right

Speaker: Bill Bayless, President & CEO, American Campus Communities

9:35 – 10:20 AM

Lenders' Panel

Moderator: Timothy Bradley, Principal, TSB Capital Advisors

Speakers: **Adam Herrin, Director**
HFF

Rich Martinez, Vice President – Production & Sales,
Freddie Mac

Benjamin Roelke, Vice President, CBRE

Joe Stepchuk, Director, Customer Account Management,
Fannie Mae

10:20 – 10:30 AM

Break

10:30 – 11:15 AM

Student Housing View from the Non-Publics

Moderator: **Bob Clark, President, Peak Campus**

Speakers: **Michael Orsak, Sr. Vice President, Investment, Campus**
Advantage

Travis Roberts, President, Inland American Communities
Group, Inc.

Jared Schenk, Principal, Schenk Realty Group

Kristina Vagen, Vice President, Development, University
Student Housing, LLC

Rodd Werstil, Managing Director, Investments & Joint
Ventures, McKinney Properties, Inc.

11:15 AM – Noon

How to Collaborate Digital Marketing to Strengthen Your Ground
Strategy

Moderator: **Michelle Fuller, Senior Director of Real Estate, Greystar**

Speakers: **Hillary Hutcherson**, Director of Marketing, Cardinal Group Management

Beth Pinder, VP of Sales and Marketing, EdR

Danny Soule, Managing Director, CLASS, Inc.

Yuri Star, President, Jonah Systems

Noon – 1:30 PM

Lunch in the Exhibit Hall

1:30 – 2:20 PM

Investor Panel

Moderator: **Paula Poskon**, Senior Vice President, Senior Research Analyst, D. A. Davidson

Speakers: **Dan Bernstein**, Executive Vice President & CIO, Campus Apartments

Dave Bragg, Managing Director, Green Street Advisors

Justin Glasgow, Senior Managing Director, Capital Markets, Cassidy Turley

Peter Stelian, CEO, Blue Vista Capital Management

Tom Trubiana, Executive Vice President & CIO, EdR

2:20 – 3:10 PM

Twelve Questions and Twelve Answers

Hear the answers to timely questions for today's student housing market from leading voices in the industry.

Moderator: **Kimberly A. Barkwell**, President, Ambling Management

Speakers: **Dustin Aukland**, Director of Acquisitions, Inland American Communities Group

Andrew Hogshead, Chief Executive Officer, The Collier Companies

Eric Luskin, Senior Vice President, The Scion Group

Miles Orth III, Executive Vice President & COO, Campus Apartments

Donna Preiss, Founder & CEO, The Preiss Company

William Talbot, EVP and Chief Investment Officer, American Campus Communities

3:10 – 3:20 PM

Break

3:20 – 3:40 PM

Where We Are and 2020 Foresight

Speaker: **Nathan S. Collier**, Principal & Chairman, The Collier Companies

3:40 – 4:20 PM

A Serious Discussion of Cap Rates

Moderator: **Patton Jones**, Principal, ARA

Speakers: **Jaclyn Fitts**, Director of Student Housing, CBRE

Justin Gronlie, Assistant Vice President, Transactions, Harrison Street Real Estate Capital LLC

Rob Marshall, Partner, Horizon Realty Advisors

William Talbot, Chief Investment Officer, American Campus Communities

4:20 – 4:50 PM

New Design

Speakers: **Jack Boarman**, Founder & CEO, BKV Group

Del De Windt, CEO, Cardinal Group Investments

Ray Kimsey, President, Niles Bolton Associates, Inc.

4:50 – 5:30 PM

Transition Nightmares

Moderator: James “Hugh” Hodge, Executive Vice President, Ambling Management Company

Speakers: Tim Bilz, Vice President of Operations, Landmark Properties

Julie Bonnin, Chief Operating Officer, Asset Campus Housing

Alex O’Brien, President, Cardinal Group Management

Casey Petersen, Vice President, Peak Campus Management

5:30 – 7:00 PM

Reception in the Exhibit Hall

Thursday, October 2

7:30 AM – Noon

Registration

8:00 – 9:00 AM

Networking Breakfast

9:00 – 9:20 AM

Results from the 2014 NMHC Income & Expense Survey

Speakers: Brian Veith, Assistant Director, Student Housing, NMHC

Caitlin Walter, Assistant Director, Research, NMHC

9:20 – 10:00 AM

What Does It Take to Go Public?

Speaker: Kyle Kaylor, Director, D.A. Davidson & Co.

10:00 – 10:45 AM

Oh Canada

Speakers: Mark Humphreys, CEO, Humphreys & Partners Architects, L.P.

Derek Lobo, Chief Executive Officer, Rock Advisors Inc., Brokerage

Jason A. Taylor, Vice President for Consulting Services,
The Scion Group

10:45 – 11:30 AM

Meeting the Constant Increase in Demand for Video and Internet

Speaker: **David Daugherty**, Chief Executive Officer, Korcett Holdings

Desiree Williams, Director of Account Management, Korcett
Holdings

11:30 AM – Noon

Final Wrap-up

Noon

Conference Adjourns

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