

## 2019 NMHC Annual Meeting

January 29-31, 2019 • MANCHESTER GRAND HYATT • SAN DIEGO, CA

### AGENDA

*(As of January 24, 2019; Subject to change)*

#### MONDAY, JANUARY 28

---

Noon – 7:30 PM

**Registration**

*Location: Palm Foyer, 2<sup>nd</sup> Level*

Noon – 7:30 PM

**Social Lounge and Charging Station**

*Location: Seaport Ballroom Foyer, 2<sup>nd</sup> Level*

1:30 – 4:15 PM

**2019 NMHC Women’s Event**

*Location: Harbor Ballroom D, 2<sup>nd</sup> Level*

*(Open to women registered for the 2019 NMHC Annual Meeting and Apartment Strategies Outlook Conference. Separate registration required.)*

- **Opening Program: Roundtable Discussion with Industry Leaders**
- **A Conversation with Katie Couric**  
Moderator: **Sue Ansel**, President and CEO, Gables Residential  
Speaker: **Katie Couric**, Award-winning Journalist and New York Times Best-selling Author
- **Networking Reception**

6:00 – 7:30 PM

**2019 NMHC Apartment Strategies Outlook Conference Opening Reception**

*(Separate registration required)*

#### TUESDAY, JANUARY 29

---

6:30 AM – 7:30 PM

**Registration**

*Location: Palm Foyer, 2<sup>nd</sup> Level*

6:30 AM – 7:30 PM

**Social Lounge and Charging Station**

*Location: Seaport Ballroom Foyer, 2<sup>nd</sup> Level*

7:00 AM – 3:00 PM

**2019 NMHC Apartment Strategies Outlook Conference**

*(Separate registration required)*

## TUESDAY, JANUARY 29 (continued)

---

8:00 AM – 5:00 PM

**“Networking on the Lawn” Area**

*Location: Grand Hall, Lobby Level*

Noon – 1:15 PM

**Diversity & Inclusion Committee Meeting** *(All NMHC members are welcome.)*

*Location: Gaslamp, 2<sup>nd</sup> Level*

The Diversity & Inclusion Committee is an integral part of NMHC’s commitment to promote long-term success for the rental apartment industry. The committee’s agenda will include remarks by industry leaders on the latest strategic efforts to strengthen diversity in real estate.

Speakers: **Wendy Mann**, Chief Executive Officer, CREW Network  
**Stephanie L. Williams**, President, Bozzuto Management Company & Member, Board of Directors, Real Estate Executive Council (REEC)

3:00 – 4:00 PM

**Finance Committee Meeting**

*Location: Harbor Ballroom G, 2<sup>nd</sup> Level*

The Finance Committee will hear from industry leaders on the state of the market for debt and equity capital, discuss the growth of debt funds with a market leader in the space, and receive an update from Washington on the current policy landscape and important issues to watch in the coming year.

4:00 – 5:00 PM

**Executive Committee Meeting** *(By Invitation Only)*

*Location: Harbor Ballroom D, 2<sup>nd</sup> Level*

Moderator: **Ken Valach**, Chief Executive Officer, Trammell Crow Residential  
Speaker: **Carol Galante**, I. Donald Turner Distinguished Professor of Affordable Housing & Urban Policy and Faculty Director, Turner Center, University of California, Berkeley

5:00 – 6:00 PM

**Emerging Leaders Meet and Greet** *(Open to all attendees under 40, whether registered for the Annual Meeting as a regular attendee or an Emerging Leader attendee.)*

*Location: Gaslamp, 2<sup>nd</sup> Level*

5:00 – 6:00 PM

**NMHC PAC Appreciation Reception** *(Open to 2018 & 2019 NMHC PAC Donors)*

*Location: Harbor Ballroom Foyer, 2<sup>nd</sup> Level*

6:00 – 7:30 PM

**Opening Reception**

*Location: Main Pool Deck, 4<sup>th</sup> Level*

## WEDNESDAY, JANUARY 30

---

7:00 AM – 7:30 PM	<b>Registration</b> <i>Location: Palm Foyer, 2<sup>nd</sup> Level</i>
7:00 AM – 7:30 PM	<b>Social Lounge and Charging Station</b> <i>Location: Seaport Ballroom Foyer, 2<sup>nd</sup> Level</i>
8:00 AM – 5:00 PM	<b>“Networking on the Lawn” Area</b> <i>Location: Grand Hall, Lobby Level</i>
8:00 – 9:00 AM	<b>NMHC Board of Directors Meeting with Breakfast</b> <i>Location: Harbor Ballroom G, 2<sup>nd</sup> Level</i>
8:30 – 9:15 AM	<b>Breakfast Social</b> <i>Location: Harbor Ballroom A, 2<sup>nd</sup> Level</i>
9:15 AM – Noon	<b>General Session</b> <i>Location: Seaport Ballroom, 2<sup>nd</sup> Level</i> <ul style="list-style-type: none"><li>• <b>Speaker:</b> Neri Oxman, Architect, Designer and Inventor</li><li>• <b>Response Panel: Implications for New Development</b> Moderator: <b>Brandt Bowden</b>, Chief Executive Officer, Hanover Company Speakers: <b>Steve Bancroft</b>, Senior Managing Director, Trammell Crow Residential <b>Jack Boarman</b>, Chief Executive Officer, BKV Group <b>Niles Bolton</b>, Chairman and CEO, Nile Bolton Associates <b>Jerry Brand</b>, Senior Managing Director, West Coast Development, Greystar Real Estate</li><li>• <b>A Conversation with Arianna Huffington</b> Moderator: <b>Sue Ansel</b>, President and CEO, Gables Residential Speaker: <b>Arianna Huffington</b>, Founder, The Huffington Post and Founder &amp; CEO, Thrive Global</li></ul>
Noon – 1:15 PM	<b>Lunch on Own</b>
Noon – 1:15 PM	<b>VIP Lunch and Photo Opportunity with Arianna Huffington (By Invitation Only)</b> <i>Location: Harbor Ballroom A, 2<sup>nd</sup> Level</i>

## WEDNESDAY, JANUARY 30 (continued)

---

Noon – 1:15 PM

**Emerging Leaders Lunch** (*Open to all attendees under 40, whether registered for the Annual Meeting as a regular attendee or an Emerging Leader attendee.*)

*Location: Coronado Ballroom A, 4<sup>th</sup> Level – Harbor Tower*

1:30 – 2:45 PM

**Concurrent Sessions:**

- **Tax Reform Implementation and the Multifamily Industry**

*Location: Harbor Ballroom D, 2<sup>nd</sup> Level*

Tax reform legislation enacted in 2017 represents the most sweeping overhaul to the nation's tax laws since 1986. Of particular significance to the multifamily industry are a new Opportunity Zones tax incentive designed to drive investment in economically distressed areas and a 20 percent deduction for qualified pass-through income. With the Treasury Department and Internal Revenue Service having proposed implementing regulations in these areas, this session will dive into the details on how the new tax law will impact the multifamily industry.

Speaker: **Steve Friedman**, Director, CohnReznick

- **The 2019 Investment Outlook: Young Guns Pitch to Senior Leaders**

*Location: Harbor Ballroom G, 2<sup>nd</sup> Level*

This lively breakout session will feature three young leaders pitching opportunities to an "investment committee" of senior apartment executives. Join them as they explore differing perspectives on the best markets, the best structures and more.

Moderator: **Ari Abramson**, Vice President, Acquisitions, Continental Realty Corporation

Presenters: **Matt Ferrari**, Senior Managing Director, Acquisitions, TruAmerica

**Julie Heigel**, AVP, Acquisition, Waterton

**Brendan Whalen**, Vice President, Acquisitions, Pollack Shores

Judges: **Allina Boohoff**, Managing Director, JP Morgan

**John Lamb**, Managing Director, BlackRock Realty

**Douglas Tymins**, President & CEO, AIG Global Real Estate

## WEDNESDAY, JANUARY 30 (continued)

---

3:00 – 4:00 PM

### **Emerging Leaders Committee Meeting** (*Open to all registrants*)

*Location: La Jolla, 2<sup>nd</sup> Level*

The Emerging Leaders Committee will welcome new committee members and will discuss the locations for the 2019 Speaker Series events.

3:00 – 4:00 PM

### **Membership Engagement Committee Meeting** (*By Invitation Only*)

*Location: Gaslamp, 2<sup>nd</sup> Level*

3:00 – 4:00 PM

### **Workforce Housing Committee Meeting**

*Location: Harbor Ballroom A, 2<sup>nd</sup> Level*

This highly energized group will continue its push towards identifying solutions, spearheading research, educating policy and legislative decision-makers, and producing tools to facilitate the development and preservation of a critical sector of the apartment market.

3:00 – 4:15 PM

### **NMHC Design and Construction Peer Group**

*Location: Old Town, 2<sup>nd</sup> Level*

The Design and Construction Peer Group explores and exchanges ideas on matters impacting the design and construction of multifamily communities. This meeting will serve as a forum to discuss ongoing and emerging building issues and provide insight to support NMHC initiatives in industry education, advocacy and member resources.

3:00 – 4:15 PM

### **Concurrent Sessions:**

- **Building an Innovation Ecosystem: How PropTech Investors and Multifamily Owners and Operators Collaborate to Drive Innovation and Returns**

*Location: Harbor Ballroom D, 2<sup>nd</sup> Level*

Venture Capital investment has been coming into the real estate technologies at a rapid pace: growing from under \$1.8B in 2015 to nearly \$13B in 2017. As a result, early stage innovations have flourished. While capital is necessary for breakthrough innovation, it is not sufficient. To maximize the potential of these companies, a vibrant ecosystem much be in place to ensure that these innovations are meeting real business needs and driving real returns for both investors and for multifamily owners and operators.

Moderator: **Keith Harris**, Managing Principal, CKG Advisors LLC

## WEDNESDAY, JANUARY 30 (continued)

---

Speakers: **Jessica Beck**, Co-Founder and COO, Hello Alfred  
**Constance Freedman**, Founder and Managing Partner, Moderne Ventures  
**Stephanie Fuhrman**, Managing Director, Global Innovation, Greystar  
**Derek Merrill**, COO and Founder, LeaseLock

- **Real Estate, Climate Risk and Resilience**

*Location: Harbor Ballroom G, 2<sup>nd</sup> Level*

Climate events, including for example storms, heatwaves, and floods, pose a significant risk to buildings. And it's not just storms and flooding, but also cold spells, heat waves, drought, and periods of extended precipitation. For real estate developers, investors, and operators, understanding the exposure to any form of climate risk is thus increasingly important. This panel discusses the ins and outs of climate risk analysis for real estate investments and measures that can be taken to improve the resilience of multifamily assets.

Moderator: **Dr. Nils Kok**, Chief Economist, GeoPhy

Speakers: **Steven Brown**, Director and Meteorologist, Aon  
**Laura Craft**, Head of Global Sustainability, Heitman  
**Russell Fortmeyer**, Associate Principal, ARUP  
**Fred Schreiber**, Co-Chief Operating Officer, AMLI Residential Properties, L.P.

4:15 – 5:15 PM

### **Student Housing Committee Meeting**

*Location: Coronado Ballroom C, 4<sup>th</sup> Level – Harbor Tower*

The Student Housing Committee will discuss key market trends and issues confronting the industry, current and future industry research, and plans for this year's Student Housing Conference.

4:15 – 5:15 PM

### **Supplier Partner Alliance Meeting**

*Location: Coronado Ballroom D, 4<sup>th</sup> Level – Harbor Tower*

4:15 – 5:30 PM

### **NMHC PAC Committee Meeting**

*Location: Coronado Ballroom A, 4<sup>th</sup> Level – Harbor Tower*

## WEDNESDAY, JANUARY 30 (continued)

---

- 5:30 – 6:30 PM**                    **Chairwoman’s Reception** *(By Invitation Only)*  
*Location: Bayview, 32<sup>nd</sup> Floor – Seaport Tower*
- 6:30 – 7:30 PM**                    **Annual Dinner Reception**  
*Location: Seaport Ballroom Foyer, 2<sup>nd</sup> Level*
- 7:30 – 9:30 PM**                    **Annual Dinner**  
*Location: Seaport Ballroom, 2<sup>nd</sup> Level*  
Entertainment:     **Jim Gaffigan**, Grammy nominated comedian, actor, writer & producer

## THURSDAY, JANUARY 31

---

- 7:30 AM – 4:00 PM**                    **Complimentary Luggage Storage**  
*Location: Seaport Ballroom Foyer, 2<sup>nd</sup> Level*
- 7:45 AM – 2:30 PM**                    **Registration**  
*Location: Palm Foyer, 2<sup>nd</sup> Level*
- 7:45 AM – 2:30 PM**                    **Social Lounge and Charging Station**  
*Location: Seaport Ballroom Foyer, 2<sup>nd</sup> Level*
- 8:00 – 9:15 AM**                    **NMHC PAC Recognition Breakfast**  
*Location: Harbor Ballroom G, 2<sup>nd</sup> Level*  
  
Speaker:                    **Nathan Gonzales**, CNN Political Analyst and Editor & Publisher, Inside Elections with Nathan L. Gonzales
- 8:15 – 9:15 AM**                    **Breakfast Social**  
*Location: Harbor Ballroom A, 2<sup>nd</sup> Level*
- 9:20 – 11:30 AM**                    **General Session**  
*Location: Seaport Ballroom, 2<sup>nd</sup> Level*
- **NMHC Business Meeting**
  - **Wembley Park in London: A High-Tech Community Development Case Study**  
Quintain is developing an 85-acre parcel adjacent to Wembley Stadium in London, England. When complete, this new city will include 8.8 million sq. feet of mixed-use development and 7k new multi-family homes, the majority of

## THURSDAY, JANUARY 31 (continued)

---

which will be for rent. As most of this development is greenfield, the developer was able to innovate around multiple areas that impact traditional mixed-use development including telecom, security, utility management/IoT, parking, 3<sup>rd</sup>-party partnerships and construction techniques. Michael Allen, Director of Quintain's Build to Rent group, will discuss their plans in these areas and how this is expected to add NOI and enhance the customer experience. Karen Hollinger, Vice President of Corporate Initiatives for AvalonBay, will moderate this session and compare and contrast to how these mega-trends could impact more traditional multifamily development in the US.

Moderator: **Karen Hollinger**, Vice President, Corporate Initiatives, AvalonBay Communities

Speaker: **Michael Allen**, Director, Build to Rent, Quintain Limited

- **Keynote Speaker: Michael C. Bush**

Moderator: **Jim Schloemer**, Chairman and CEO, Continental Realty

Speaker: **Michael C. Bush**, Chief Executive Officer, Great Place to Work

## Noon – 3:00 PM

### **Affordability Special Session**

*(Open to owner, developer & operator full registrants for the 2019 NMHC Annual Meeting.)*

**Location:** *Harbor Ballroom G, 2<sup>nd</sup> Level*

The industry won a major victory on Prop 10 in California, but that hasn't stopped similar initiatives in other states. Multifamily owners, operators, and developers are facing increasing pressure from all levels of government due to housing affordability concerns. State and local policy makers are faced with constituencies still feeling the tailwinds of the Great Recession and are looking for solutions to ease housing concerns in their communities.

*Note: Agenda current as of January 22, 2019 and subject to change. Please visit the NMHC Conference App for more details and the most up-to-date schedule of events. Please be aware that photos may be taken at the meeting and posted online. No cameras or cell phone cameras, taping, electronic recording or filming permitted other than by the authorized conference photographer.*