2020 NMHC APARTMENT STRATEGIES OUTLOOK CONFERENCE

January 20-21, 2020
Hilton Bonnet Creek & Waldorf Astoria
Orlando, FL

CONFERENCE AGENDA

Agenda Sponsored By:

Marcus & Millichap

1775 Eye St., N.W., Suite 1100, Washington, D.C. 20006
(202) 974-2300 (phone) • (202) 775-0112 (fax)
www.nmhc.org (website) • info@nmhc.org (email)
### MONDAY, JANUARY 20

<table>
<thead>
<tr>
<th>Time</th>
<th>Event</th>
<th>Location</th>
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</thead>
<tbody>
<tr>
<td>1:00 – 6:00 PM</td>
<td><strong>Registration</strong></td>
<td>Bonnet Creek Ballroom West Foyer, Lobby Level</td>
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<tr>
<td>1:00 – 6:00 PM</td>
<td><strong>PowerZone</strong></td>
<td>Bonnet Creek Ballroom Center Foyer, Lobby Level</td>
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<tr>
<td>1:30 – 4:30 PM</td>
<td><strong>2020 NMHC Women’s Event</strong></td>
<td>Waldorf Grand Ballroom, Lobby Level</td>
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Open to all women registered for the NMHC Apartment Strategies Outlook Conference or Annual Meeting

### Opening Remarks

#### Roundtable on Trending Industry Issues

**MODERATOR:**

**Laurie Baker**, Executive Vice President of Operations, Camden

#### Bringing Diversity to Corporate Boards and Positioning Yourself for Board Experience

**MODERATOR:**

**Lynn E. Calkins**, Partner, Holland & Knight LLP

**SPEAKERS:**

**Mary Ann King**, Co-Chairman, Moran & Company;
**Stephanie Tomasso**, Managing Director, Russell Reynolds Associates

### Conversation with Abby Wambach and Jill Ellis

**MODERATORS:**

**Sue Ansel**, President and CEO, Gables Residential; **Julie Smith**, Chief Administrative Officer, The Bozzuto Group

**SPEAKERS:**

**Abby Wambach**, Soccer Legend & Best-Selling Author; **Jill Ellis**, All Time Winningest Coach in U.S. Soccer History, Former Head Coach, U.S. Women’s National Soccer Team

### Networking Reception
4:30 – 6:00 PM  Apartment Strategies Outlook Conference Opening Reception  
*Location: Bonnet Creek Ballroom Center Foyer, Lobby Level*

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**TUESDAY, JANUARY 21**

6:30 AM – 7:00 PM  Registration  
*Location: Bonnet Creek Ballroom West Foyer, Lobby Level*

6:30 AM – 7:00 PM  PowerZone  
*Location: Bonnet Creek Ballroom Center Foyer, Lobby Level*

7:00 – 8:00 AM  Apartment Strategies Outlook Conference Breakfast Social  
*Location: Bonnet Creek Ballroom 12, Lobby Level*

8:00 AM  Welcome and Introduction  
*Location: Floridian Ballroom, Lobby Level*

8:05 – 9:30 AM  2020 Economic Outlook and Market Implications  
*Location: Floridian Ballroom, Lobby Level*

**8:05 – 8:45 AM**  Economic Forecast  
*SPEAKER: Mark D. Gibson, Chief Executive Officer, Capital Markets, Americas, JLL*

**8:45 – 9:30 AM**  Multifamily Markets Overview  
*Moderator: Caitlin Walter, VP, Research, NMHC*  
*SPEAKERS: Ryan Davis, Chief Operating Officer, Witten Advisors; Carl Whitaker, Manager, Market Analytics, RealPage*

9:35 – 10:15 AM  Opportunities and Advantages of Making a Debt Strategy Work in 2020  
*Location: Floridian Ballroom, Lobby Level*  
*Moderator: Michael McRoberts, Managing Director, PGIM Real Estate Finance*
SPEAKERS:
Jeffery Black, Executive Vice President Capital Markets, Colliers International; Ralph Pace, Executive Vice President, CRE Region Manager, U.S. Bank; Hilary Provinse, Executive Vice President, Head of Mortgage Banking, Berkadia

10:15 – 10:30 AM Networking Break

10:30 – 11:15 AM Getting to ‘Go’: Developing in an Increasingly Difficult Environment
Location: Floridian Ballroom, Lobby Level
MODERATOR:
Kevin Keane, Executive Vice President, COO, The Bainbridge Companies
SPEAKERS:
Tom Bakewell, President of Development and Co-Founder, StreetLights Residential; Sean Caldwell, Executive Managing Director, Mill Creek Residential Trust; John Gray, President, LMC Investments, LMC, A Lennar Company

11:15 AM – Noon The Rise of Homesharing in Multifamily Assets
Location: Floridian Ballroom, Lobby Level
MODERATOR:
Margette Hepfner, Chief Operating Officer, Lincoln Property Company
SPEAKERS:
Carol Enoch, Asset Manager – Investment Management, Forum Real Estate Group; Susan Tjarksen, Managing Director, Cushman & Wakefield; Stephanie Williams, President, Bozzuto Management Company

12:00 – 1:15 PM Apartment Strategies Outlook Conference Networking Lunch
Location: Bonnet Creek Ballroom 12, Lobby Level

12:00 – 1:15 PM Diversity & Inclusion Committee Meeting
(All registered NMHC members welcome)
Location: Bonnet Creek Ballroom 3, Lobby Level
1:15 – 2:00 PM  Enduring Investor Appetite for Multifamily
Location: Floridian Ballroom, Lobby Level

MODERATOR:
Rick Hurd, Chief Investment Officer, Waterton

SPEAKERS:
Mike Altman, Chief Investment Officer, Cortland;
Christine Espenshade, Vice Chairman, Newmark Knight Frank; Gary Goodman, Senior Vice President, Acquisitions, Passco Companies, LLC; Alison Hawkins, Managing Principal, Artemis Real Estate Partners

2:00 – 3:00 PM  Identifying Upside Risk in 2020 and Beyond
Location: Floridian Ballroom, Lobby Level

MODERATOR:
Doug Bibby, President, NMHC

SPEAKERS:
Sue Ansel, President and CEO, Gables Residential; Craig Leupold, President, Green Street Advisors; Hessam Nadji, President and CEO, Marcus & Millichap

3:00 – 4:00 PM  NMHC Research Committee Meeting
(Committee members and invited guests only)
Location: Jackson, Ground Level

3:00 PM  Apartment Strategies Outlook Conference
Adjourns and NMHC Annual Meeting Begins
(Seperate registration required – NMHC members only)

Note: Members registered for the Annual Meeting should switch to the appropriate event badge. Please visit the Registration desk for assistance, if needed.

3:00 – 5:00 PM  “Networking on the Lawn”
Location: Waldorf Grand Ballroom, Lobby Level (Chair’s Circle tables); Signature Island Tent, Ground Level (Friends of the Council tables); Bonnet Creek Ballroom North Foyer, Lobby Level (Unreserved tables)

Note: Agenda as of January 9, 2020; subject to change.

Please be aware that photos may be taken at the conference and posted online. No cameras or cell phone cameras, taping, electronic recording or filming of presenters permitted other than by the authorized conference photographer.
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Join the conversation on TWITTER at #NMHCstrategies

Wi-Fi service is available in the meeting room.

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PASSWORD: suntrust2020