

2020 NMHC Annual Meeting

January 21-23, 2020 • HILTON ORLANDO BONNET CREEK/WALDORF ASTORIA ORLANDO • ORLANDO, FL

AGENDA

(As of January 13, 2020; Subject to change)

MONDAY, JANUARY 20

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|----------------|------------------------------------------------------------------------------------------------------|
| 1:00 – 6:00 PM | Registration/PowerZone |
| 1:30 – 4:30 PM | 2020 NMHC Women’s Event <i>(Separate registration required)</i> |
| 4:30 – 6:00 PM | Apartment Strategies Outlook Conference Opening Reception
<i>(Separate registration required)</i> |

TUESDAY, JANUARY 21

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| 6:30 AM – 7:00 PM | Registration/PowerZone |
| 7:00 AM – 3:00 PM | Apartment Strategies Outlook Conference
<i>(Separate registration required)</i> |
| 8:00 AM – 5:00 PM | “Networking on the Lawn” Area |
| Noon – 1:15 PM | Diversity & Inclusion Committee Meeting
<i>(All NMHC members are welcome.)</i> |
| 3:00 – 4:00 PM | Finance Committee Meeting |
| 3:00 – 4:00 PM | NMHC Research Committee Meeting <i>(Research Committee and Invited Guests Only)</i> |
| 4:00 – 5:00 PM | Executive Committee Meeting <i>(By Invitation Only)</i> |
| 5:00 – 6:00 PM | Emerging Leaders Meet and Greet <i>(Open to all attendees under 40, whether registered for the Annual Meeting as a regular attendee or an Emerging Leader attendee.)</i> |
| 5:00 – 6:00 PM | NMHC PAC Appreciation Reception <i>(Open to 2019 & 2020 NMHC PAC Donors)</i> |
| 6:00 – 7:15 PM | Opening Reception |

WEDNESDAY, JANUARY 22

7:45 AM – 7:30 PM **Registration/PowerZone**

8:00 AM – 5:00 PM **“Networking on the Lawn” Area**

8:00 – 9:00 AM **NMHC Board of Directors Meeting with Breakfast**

8:15 – 9:00 AM **Breakfast Social**

9:00 AM – Noon **General Session**

- **Business Meeting**

- **Building Resilience – Opportunities and Challenges for Real Estate**

Climate events are increasingly being factored into real estate investment decisions. Threatening conditions including severe storms, flooding and fire, sea level rise and extreme hot and cold weather pose significant risks for communities. Understanding an investment’s exposure to climate driven disruption is essential for financial risk management. This expert 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 climate threatened areas.

Moderator: **Laura Craft**, Sr. Vice President, Global Strategy and Investment ESG, Heitman

Speakers: **Dr. Janice Barnes**, Managing Partner, Climate Adaptation Partners; **James F. Murley**, Chief Resilience Officer, Miami Dade County

- **From Smart to Finish: Three Tech Trends Revolutionizing Our Industry**

From artificial intelligence chatbots and leasing agents, to self-guided tours and smart home and smart building technology, the apartment customer experience is about to be disrupted in a big way. And that disruption has major implications for our staffing and how we do business as well.

Moderators: **Karen Hollinger**, Senior Vice President, Corporate Initiatives, AvalonBay Communities; **Shawn Mahoney**, Chief Information Officer and Senior Vice President, GID; **Scott Wesson**, Chief Information Officer, UDR, Inc.

Speakers: **Lucas Haldeman**, Chief Executive Officer, SmartRent; **John Helm**, Founding Partner & Managing Director, Real Estate Technology Ventures (RETV); **Stacy Holden**, Industry Principal & Senior Director, AppFolio; **Todd Katler**, Chief Executive Officer, Anyone Home; **Andre Jordan Sanchez**, VP of Operations, Rently; **Sean Miller**, President, PointCentral; **Mike Mueller**, Chief Executive

Officer, Leasehawk; **Georgianna Oliver**, Founder, Tour 24; **Sce Pike**, Chief Executive Officer, IOTAS; **Minna Song**, CEO, MeetElise

- **Conversation with Indra Nooyi**, Former Chair and CEO, PepsiCo

Noon – 1:15 PM

VIP Lunch and Photo Opportunity with Indra Nooyi *(By Invitation Only)*

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.)*

Noon – 1:15 PM

Lunch on Own

1:30 – 2:45 PM

Concurrent Sessions

- **The 2020 Investment Outlook: Young Guns Pitch to Senior Leaders**
This lively breakout session will feature three emerging leaders pitching value-add deals to an “investment committee” of former emerging leaders. Join them as they explore differing perspectives on the best markets, the best structures and more to see who gets the funding.
Moderator: **Field Stern**, VP, Acquisitions, Redwood Capital Group, LLC
Presenters: **Justin Maturo**, Director of Acquisitions, Magnolia Capital; **Christina Lyndon Winstead**, Director, Angelo, Gordon & Co.; **Eytan Peer**, Vice President, Acquisitions, Oak Residential Partners, LLC
Judges: **Alison Bradshaw**, Managing Director, LEM Capital, L.P.; **John Gray**, President, LMC Investments; **Chris Leggee**, Senior Vice President, Capital Markets, Griffis Residential LLC
- **The Cost of Risk: A Challenging Landscape for Multifamily**
Strong risk management practices have always been a key factor in managing the bottom line and protecting our book of business, yet recent trends in the insurance space have left multifamily firms searching for answers. Historically underpriced risk coupled with a changing landscape driven by risks both old and new are driving premiums up and threatening valuations. From technology risk to increasing exposure to extreme weather events, come hear from leading risk management and insurance industry executives about what can be done to protect your portfolio and lessen your financial exposure to a volatile cycle in the insurance markets.
Moderator: **Char Sparrow**, SVP, Legal and Risk Management, AML
Speakers: **Dan Freudenthal**, President, CRIO Group; **Kyle Herren**, SVP and Producer, Lockton Companies; **William Penley**, Risk Management, Morgan Stanley Investment Management;

3:00 – 4:00 PM

Session: Data Privacy Laws and the Reality for Multifamily

The European adoption of GDPR, the implementation of California’s consumer data privacy law and eroding relationships between BigTech and lawmakers all point to stronger data and privacy consumer protection regulations across the country. The consequences for multifamily firms and supplier partners are real, including financial penalties, reputation risk and more. Hear from industry leaders and leading attorneys on what you should be doing now to put data safeguards in place and comply the current and emerging regulatory environment.

Moderator: **Kaylee Cox Bankston**, Counsel, Privacy and Data Security, Manatt, Phelps & Phillips, LLP

Speakers: **Jay Kenney**, CIO, Lincoln Property Company; **Scott Lashway**, Partner, Manatt, Phelps and Phillips, LLP; **Rob Traycoff**, Vice President, Associate General Counsel, RealPage, Inc.

3:00 – 4:00 PM

Committee Meetings

- Design & Construction
- Emerging Leaders
- Membership
- Workforce Housing

4:15 – 5:15 PM

Committee Meetings

- Student Housing
- Supplier Partner Alliance

4:15 – 5:30 PM

NMHC PAC Committee Meeting

5:30 – 6:30 PM

Chair’s Reception *(By Invitation Only)*

6:30 – 7:30 PM

Annual Dinner Reception

7:30 – 9:30 PM

Annual Dinner

Entertainment: **Dana Carvey**, Actor and Award-Winning Comedian

THURSDAY, JANUARY 23

7:45 AM – 2:30 PM

Registration/PowerZone

8:00 – 9:15 AM

NMHC PAC Recognition Breakfast

1775 Eye Street, N.W., Suite 1100, Washington, D.C. 20006
202 974 2300 Office | www.nmhc.org

APARTMENT LEADERSHIP RESIDES HERE™

Speaker: **A.B. Stoddard**, Associate Editor and Columnist, RealClearPolitics

8:15 – 9:15 AM

Breakfast Social

9:20 – 11:30 AM

General Session

- **Apartment Filtering Research**

Speaker: **Dowell Myers**, Professor of Policy, Planning and Demography at University of Southern California

- **What Developers Need to Know About What to Build Tomorrow**

Development today has become much more complex, from the environment we're working in to the changing customer we're serving. New companies are offering different solutions for our space, from furnished units to flexible leasing. Teleworking residents are multiplying. Multimodal transportation options are evolving. Smart buildings are becoming a reality and full connectivity a requirement. Accurately sussing out what's a game-changer from what's hype is critical to future-proofing our communities and yet a serious challenge. Fortunately, the trends that will drive that future, some nascent and some in full bloom, are visible today. This panel, featuring executives from some of the largest, fastest-growing and most innovative apartment companies, will mine the recently-released, landmark 2020 NMHC/Kingsley Associates Apartment Resident Preferences Report for takeaways on which changing consumer preferences will influence development going forward. With more than 372,000 responses, the report is the industry's leading data source for resident insights on a nearly exhaustive list of design features, amenities, technologies and services.

Moderator: **Alicia Scott**, Senior Vice President of Design, LMC

Speakers: **Andy Cretal**, Senior Vice President, ZOM Living; **Kim Bucklew**, Managing Director, Alliance Residential Company; **Charles Elliott**, President, Toll Brothers Apartment Living

- Keynote Speaker: **Dr. Richard Haass**, President, Council on Foreign Relations

11:30 AM

Meeting Adjourns

Noon - 3:00 PM

Open Forum on Housing Affordability

(This session is open to owners, managers & developers registered for the NMHC Annual Meeting.)

Note: Agenda subject to change. 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.