

NMHC STUDENT HOUSING

CONFERENCE

September 28-30, 2022 | Loews Miami Beach Hotel | Miami, FL

Wednesday, September 28, 2022

10:00 – 11:00 AM	Research Advisory Group Meeting (<i>Invitation only</i>) (<i>Poinciana 3</i>)
10:00 – 11:00 AM	College Student Mental Wellness Advocacy Coalition (<i>Invite only</i>) (<i>Poinciana 4</i>)
10:30 AM – 7:00 PM	Registration (<i>The Rotunda</i>)
11:00 AM – 12:45 PM	Student Housing C-Suite Executive Conversation with NMHC (<i>Invite only</i>) (<i>Poinciana 1-2</i>)
1:30 – 5:30 PM	General Sessions (<i>Americana 2</i>)
1:30 – 1:45 PM	Featured Speaker: Wes Rogers, President and CEO of Landmark Properties
1:45 – 2:35 PM	Keynote Speaker: Spencer Levy, CBRE Global Chief Officer and Senior Economic Advisor Spencer Levy plays a key role for CBRE and its clients where he offers his insight, analysis and forecasts on the economy with a particular focus on the commercial real estate sector. He hosts a podcast called The Weekly Take where he discusses all things about commercial real estate. This can't miss presentation will leave attendees with a deep understanding of the key issues that are affecting our economy and where it is all headed.
2:35 – 2:50 PM	Break
2:50 – 4:30 PM	Capital Markets Serving an Institutionalized Asset Class The Student Housing industry is firmly established as a fully institutionalized asset class. Capital serving the student housing industry remains abundant. However, with upward pressure on interest rates, debt-financing costs could put a drag on the industry and potentially result in only the very highest-quality deals getting financed. At the same time, the sector continues to attract institutional equity, which is helping to drive continued development and the acquisition of portfolios of existing high-quality assets. This two-part panel of key debt and equity providers will offer analysis as to where the student housing market is heading in 2023 and beyond and what participants are looking for as they look to place equity capital and underwrite debt. Moderators: Tim Bradley , Founder, TSB Capital Advisors Avi Lewittes , Chief Investment Officer, The Scion Group Equity Panel: Kevin Goldman , Principal, Blackstone Barrett Lowell , Managing Director, Harrison Street

Rakesh Mehta, Goldman Sachs
Waldo Szczupak, Senior Vice President, Brookfield Asset Management
Debt Panel: **Will Baker**, Senior Managing Director, Walker & Dunlop
Melissa Frawley, Managing Director, Wells Fargo
Mary Lucy Lester, Senior Vice President, Capital One
Bill Lewittes, Managing Director & Head of Loan Origination, Kayne Anderson Real Estate

4:35 - 5:30 PM

Student Housing Market Economic Outlook

While economic fundamentals generally remain strong, inflation, rising interest rates, and continued supply chain disruptions all represent potential headwinds. This session will provide an overview of the broad national macroeconomic trends and their effect on the student housing industry in 2022 and beyond. Industry analysts will share their insights on the wealth of capital, development, demographic, demand, performance, and transactional data available and explain how these trends will impact individual student markets around the country.

Moderator: **Jaclyn Fitts**, Senior Vice President, CBRE
Panelists: **Jeff Adler**, Vice President, Matrix Yardi Systems, Inc.
Jim Costello, Senior Vice President, Real Capital Analytics
Charlie Matthews, Co-Founder & CEO, College House
Carl Whitaker, Director of Research & Analysis, RealPage, Inc.

2:30 – 6:30 PM

The Hub (*Americana 3-4*)

5:30 – 6:30 PM

Opening Reception in the Hub (*Americana 3-4*)

6:30 – 8:30 PM

Emerging Leaders Speaker Series (*Open to conference attendees aged 40 and under*)
(*Session in Poinciana 1, Reception to follow on Preston's Terrace, Lobby Level*)

Moderator: **Theresa Sopata**, Vice President of Client Services, RPM Living
Speaker: **Donna Preiss**, Founder and CEO, The Preiss Company

Thursday, September 29, 2022

7:45 AM – 5:00 PM

The Hub (*Americana 3-4*)

7:45 AM – 6:30 PM

Registration (*The Rotunda*)

8:00 – 8:30 AM

Breakfast Social in the Hub (*Americana 3-4*)

8:30 – 9:55 AM

General Sessions (*Americana 2*)

8:30 – 9:05 AM

A View from Washington: How the Election, the Biden Administration and Capitol Hill Could Impact the Industry

Washington is focused on numerous priorities that could impact the student housing industry both positively and negatively. Meanwhile, with the mid-term election just a month away, the balance of power in Washington could change next January. Come listen as NMHC experts discuss how legislative and regulatory policy impacting infrastructure, taxes, capital markets, and other issues could impact the industry and your bottom line.

Moderator: **Alex O'Brien**, CEO, Cardinal Group Companies
Panelists: **Matthew Berger**, Vice President, Tax, NMHC
Dave Borsos, Vice President, Capital Markets, NMHC
Kevin Cameron, Director, Advocacy and Strategic Engagement, NMHC
Cindy Chetti, Senior Vice President, Government Affairs, NMHC

9:10 – 9:55 AM

One-on-One with Bill Bayless

The student housing world took notice in April when Blackstone announced it would acquire American Campus Communities (ACC) for \$12.8 billion. In this one-on-one discussion with Peter Katz, ACC's CEO Bill Bayless will discuss the transaction and its implications for the company and the student housing industry.

Moderator: **Peter Katz**, Executive Managing Director, Investments, Institutional Property Advisors

Speaker: **Bill Bayless**, CEO, American Campus Communities

9:55 – 10:15 AM

Networking Break

10:15 AM – 12:00 PM

General Sessions (*Americana 2*)

10:15 – 11:05 AM

Properties on the Move

Transactional activity has been very strong over the past two years, supported by strong asset performance, insatiable investor demand, and generationally low interest rates. Market forces are straining this paradigm and may put pressure on companies to acquire assets that provide acceptable returns or achieve targeted yields when selling. This group of experts will offer their insights on the road ahead for transacting in this volatile market.

Moderator: **Teddy Leatherman**, Senior Director, JLL Capital Markets

Speaker: **Ryan Lang**, Vice Chairman, Newmark

Stephanie Lynch, Chief Investment Officer, Student Quarters

Brendan Miller, Chief Investment Officer, Core Spaces

Robin Moorcroft, Transactions Director, GSA

Fred Pierce, President & CEO, Pierce Education Properties

John Preiss, President, The Preiss Company

11:10 AM – 12:00 PM

Operators Face a Changing and Uncertain World

Operators have a lot on their plate as the nation looks to live with COVID as an endemic problem instead of a full-fledged pandemic. Challenges abound: a tight labor market, bringing international students into the country, managing COVID outbreaks, and supply chains that are still fragile making it difficult to ensure that properties have all necessary furnishings and supplies. This group of operators will discuss how they are managing these and other critical issues to ensure properties run smoothly and efficiently.

Speakers: **Jennifer Beese**, President, Chief Operating Officer, American Campus Communities

Julie Bonnin, Principal, Asset Living

Jennifer Cassidy, SVP, Student Housing Operations, Cardinal Group

Krystle Coleman, Vice President, Business Operations,

The Scion Group

Miles Orth, Executive Vice President & Chief Operating Officer,

Campus Apartments

12:15 – 1:15 PM

Networking Lunch (*Americana Lawn*)

12:15 – 1:15 PM

DEI Student Housing Committee Meeting Luncheon (*Poinciana 1-2*)

Speaker: **Robert Byron**, Chairman, Co-CEO & Co-Founder, Blue Vista Capital Management

1:30 – 3:15 PM

General Sessions (*Americana 2*)

1:30 – 2:20 PM

ESG: Reasons Why Private Companies Need an ESG Strategy Today

Public companies are accustomed to meeting the requirements of government regulators and investors regarding Environmental, Social, and Governance (ESG) mandates and reports. Increasingly, investors are mandating that private companies meet ESG obligations to conduct business. Moreover, there is always the potential that regulators will expand ESG rules to investment advisors and private companies. This panel will focus on how private student housing companies should think about ESG as it pertains to their current and future activities.

Moderator: **Katelynn Bradley**, Shareholder, Brownstein Hyatt Farber Schreck, LLP
Speakers: **Jill Brosig**, Managing Director, Chief Impact Officer, Harrison Street
Barry Howard, Founder & Chief Sustainability Officer, Core Spaces
Catherine Stanton, General Counsel, Head of ESG, Cardinal Group
Jason Wills, SVP, Corporate Responsibility & Development, American Campus Communities

2:25 – 3:15 PM

The Development Pipeline: How and Where developers Are Meeting Growing Demand

After a Covid-induced slowdown in deliveries in 2022, development levels are forecast to grow in the coming years even in the face of rising construction costs, supply chain issues and labor shortages. How and where are firms developing and renovating student housing properties to meet investor expectations and market needs?

Moderator: **Jamie Swick**, Senior Associate, Student Housing Investments, Colliers International

Speakers: **Brad Bennett**, Senior Vice President, Development, Trinitas Ventures
Ken Carl, Senior Managing Director, Student Housing, Kayne Anderson Real Estate
John Clarkson, Managing Director, Development, Greystar
Jason Doornbos, Executive Vice President, Landmark Properties
Brendan Miller, Chief Investment Officer - Student Housing, Core Spaces

3:15 – 3:35 PM

Networking Break

3:35 – 5:30 PM

General Sessions (*Americana 2*)

3:35 – 4:25 PM

Diversity, Equity and Inclusion (DEI) is Driving Business Performance

DEI is a business imperative for the student housing industry and critical to recruiting and retaining top talent to manage and grow firms. This panel will discuss where firms are in their DEI journeys, the key initiatives they are undertaking, the positive impact on their bottom line, and what other approaches are being considered to continue to broaden the experience of their businesses.

Moderator: **Whitney Kidd**, Senior Vice President, Innovation and Technology, The Preiss Company

Speakers: **Chelsea Bennett**, Associate Vice President, Client Relations, The Scion Group
Sylvester Brandon, Vice President, Operations – Student Housing, Cardinal Group Management
Jennifer Hill, Chief People Officer & General Counsel, PeakMade Real Estate
Amanda Vinka, Senior Property Manager, The Preiss Company

4:30 – 5:20 PM

Technological Convergence, Implementing Internet and Property Technology: The What, When and How

The student housing industry is investing in smart home technology and other tech-driven solutions that increase firm competitiveness and meet resident expectations. The evolution of the industry is leading to millions of connected devices in our buildings, costly broadband infrastructure deployments and a shift to always-on and open networks running our properties and the double-edged sword of opportunity and risk. This panel will assess how firms are using smart technology and the broadband to streamline operations, enhance resident experience and maximize revenues.

Moderator: **Nicole Kane**, President & CEO, Property Connect Advisors

Speakers: **Katie Campbell**, Vice President – Technology Services, Landmark Properties
Taylor Gunn, Co-Founder and Senior Vice President, ROVR Score
Chris Spadone, Director of Residential Internet Services, The Scion Group
Ed Walters, Global IT Director, Yugo
Mark Zikra, Head of Innovation, August Hill

5:30 – 6:30 PM

Networking Reception (*Americana Lawn*)

Friday, September 30, 2022

- 7:45 – 11:00 AM** **Registration** (*The Rotunda*)
- 8:00 – 8:30 AM** **Breakfast Social** (*Americana 3*)
- 8:30 – 11:15 AM** **General Sessions** (*Americana 2*)
- 8:30 – 9:20 AM** **P3 in a Post-COVID World**
Universities are expanding their use of P3s to rethink all aspects of how they access housing, utilities, services and the complex procurement process. Housing plays a central role, and P3s are being influenced as demand grows and universities are upgrading often-outdated infrastructure. Climate impacts and Covid are influencing university business models, housing needs for faculty and staff, climate resiliency and sustainability, leading to the question of what's new and what's next for university P3 projects. This panel will delve into these challenges and will provide insight into the types of deals being done today and what it takes to finalize an agreement and execute on a project.
Moderator: **Brenden Kollar**, Project Manager, Brailsford and Dunlavey
Speakers: **Noel Brinkman**, Senior Vice President, Public/Private Partnerships, American Campus Communities
 Jared Everett, Managing Director, University Partnerships, Greystar
 Ned Williams, Senior Vice President, Student Living, The Michaels Organization, LLC
- 9:25 – 10:15 AM** **The Changing Face of Design & Construction Barriers**
In the wake of COVID-19, developers are reassessing floorplan designs and amenities to attract residents. At the same time, construction costs and labor costs are rising rapidly, making it a challenge to deliver projects in line with cost projections. This panel will examine how developers are coping with these challenges while ensuring beds remain at price points students can afford and simultaneously meeting post-COVID floorplan needs.
Moderator: **Ben Kasdan**, Principal, KTG
Speakers: **Jack Boarman**, Senior Design Leader and Managing Partner, BKV Group
 Russell W. Broderick, Senior Vice President, Gilbane Development Company
 Ryan Kimura, Senior Vice President of Strategic Partnerships, Premier
 Mohamed Mohsen, Principal, Niles Bolton Associates, Inc.
- 10:20 – 11:10 AM** **Marketing in a Data Driven and Virtual World**
While the goal has always been to achieve 100 percent occupancy as early as possible, evolving technology continues to significantly influence the tools necessary to achieve success. Data analysis and new technology, such as virtual tours, impact how units are marketed and ultimately leased. Panelists will explore the latest trends in this area leaving marketable insights that can drive operational success.
Moderator: **Lindsay Brown**, Senior Vice President, Leasing and Marketing, Campus Advantage
Speakers: **Alex Abernathy**, Executive Vice President, Asset Living
 Andy Larson, Chief Revenue Officer, Tour24
 Allison Park, Senior Vice President, Trinitas Ventures
- 11:15 AM** **Conference Adjourns**

Note: Agenda is subject to change. Photos may be taken at the conference and posted online.