

NMHC STUDENT HOUSING CONFERENCE

October 17-19, 2023 | Las Vegas, NV

Tuesday, October 17

10:30 AM – 6:30 PM Registration

11:00 AM – 12:45 PM Student Housing C-Suite Executive Conversation with NMHC *(Invite only)*

12:30 – 6:30 PM The Hub

1:00 – 5:25 PM General Sessions

1:00 – 1:35 PM

Opening Remarks from Industry Pioneer Bill Bayless

Industry pioneer Bill Bayless will kick off the 2023 NMHC Student Housing Conference by reflecting on the industry's history and evolution, opportunities and challenges in the current macroeconomic environment, and the sector's long-term prospects. Bayless will also discuss the need for companies, and the industry as a whole, to advance and evolve their platforms to meet the expectations of more sophisticated institutional investors all while positively impacting stakeholders, including students, parents, universities, vendors, and employees

1:40 – 2:30 PM

Economic Outlook & Fireside Chat with Hessam Nadji

At this can't-miss event, Hessam Nadji, CEO of Marcus & Millichap, will present his views on the challenges and opportunities that currently characterize the U.S. economic outlook. Nadji will then join Sharon Wilson Géno, NMHC President, for a fireside chat that will leave attendees with a deep understanding of the key issues affecting the real estate industry as a key economic sector and a sense of what the future might hold.

Moderator: **Sharon Wilson Géno**, President, National Multifamily Housing Council

Panelist: **Hessam Nadji**, President and CEO, Marcus and Millichap

2:30 – 2:45 PM

Networking Break

2:45 – 3:35 PM

Executive Insights: The Road Ahead

While occupancy is historically high, interest rates are up, and transactions are down. This panel of industry leaders will try and make sense of these and other countervailing forces while sharing their vision of the road ahead. They will share insights regarding how they are navigating today's marketplace while also meeting future strategic imperatives.

Moderator: **Tim Bradley**, Founder, TSB Capital Advisors

Panelists: **Cliff Chandler**, Senior Managing Director, Greystar

Daniel Goldberg, President, Core Spaces

Avi Lewittes, Chief Investment Officer, The Scion Group

Robert Palleschi, CEO, American Campus Communities

Walt Templin, Head of Investment Management, Landmark Properties

3:40 - 4:30 PM

Deep Dive on Market Performance, Outlook and Investment Insights

Following a continued series of increases in interest rates and levels of inflation that remain elevated, the student housing industry must confront and adjust to economic headwinds. This session will provide an overview of the broad national macroeconomic trends and their effect on the student housing industry in 2023 and beyond. Industry analysts will share their insights on broad and individual market performance, deployment of capital, development activity, demand, performance, and transactional data available and explain how these trends will impact individual student markets around the country.

Moderator: **Madison Meier**, Senior Vice President, Head of Capital Markets, Cardinal Group Companies

Panelists: **Jeffrey Adler**, Vice President, Yardi Matrix

Tom Errath, Managing Director, Head of Research, Harrison Street

Carl Whitaker, Director of Research & Analysis, RealPage, Inc

4:35 – 5:25 PM

The State of Student Housing Risk & Insurance Volatility

The student housing sector, like the rest of multifamily, has faced a volatile insurance market for the better part of a decade, while the risk landscape for property owners and managers has only grown. Developers, owners and operators continue to face skyrocketing increases in insurance costs, even with significant increases in deductibles and exclusion of some types of risk. These dynamics are impacting valuations, disrupting transactions, and putting substantial pressure on the operating budgets of student housing properties, often resulting in significant cost-cutting in other areas of operation or growing areas of uninsured risk. Join us to learn more about the findings from NMHC's 2023 State of Multifamily Risk Survey & Report and hear from industry experts to learn more about steps student housing firms can take to mitigate their financial exposure posed by risk and rising insurance costs.

Moderator: **Wendy Walker**, CFO, PeakMade Real Estate

Panelists: **Ted Brown**, Partner, President – Property & Casualty, Lockton

Sarah Creighton, VP Business Development, Foxen

Kevin Donnelly, VP, Government Affairs, Technology and Strategic Initiatives, National Multifamily Housing Council

Monte Huber, CFO, The Scion Group

5:30 – 6:30 PM **Opening Reception in the Hub**

Wednesday, October 18

7:45 AM – 7:00 PM **Registration**

8:00 – 8:30 AM **Breakfast Social in the Hub**

8:00 AM – 5:00 PM **The Hub**

8:30 – 9:55 AM **General Sessions**

8:30 – 9:05 AM

A View from Washington: How NMHC Advocates for the Student Housing Industry

Washington is focused on numerous priorities that could impact the student housing industry both positively and negatively. Come listen as NMHC experts discuss how they are working to help shape legislative and regulatory policy impacting taxes, capital markets, operations, insurance, rent control, and other issues that could impact the industry and your bottom line both in 2023 and 2024.

Panelists: **Matthew Berger**, Vice President, Tax and Student Housing, National Multifamily Housing Council
Dave Borsos, Vice President, Capital Markets and Student Housing, National Multifamily Housing Council
Cindy Chetti, Senior Vice President, Government Affairs, National Multifamily Housing Council
Kevin Donnelly, Vice President, Government Affairs, Technology and Strategic Initiative, National Multifamily Housing Council

9:10 – 9:55 AM

The Belle of the Ball: What to Do with All this Capital?

The Student Housing industry is firmly established as a fully institutionalized asset class. Capital serving the student housing industry remains interested in the sector, particularly given continued levels of high occupancy. 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 the attention of institutional equity, which is helping to drive continued development and the acquisition of portfolios of existing high-quality assets. This panel will offer analysis as to where the student housing market is heading in 2024 and beyond and what participants are looking for as they look to place equity capital and underwrite debt.

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

Panelists: **Alex O'Brien**, CEO, Cardinal Group Companies
Peter Katz, Executive Managing Director Investments, IPA
Justin Gronlie, Managing Director, Harrison Street Real Estate
Donna Preiss, Founder and Chief Executive Officer, The Preiss Companies
Isaac Sitt, Principal, Vesper Holdings

9:55 – 10:10 AM

Networking Break

10:10 – 11:50 AM

General Sessions

10:10 – 10:55 AM

When Will the Transaction Market Come Back?

Transactional activity has slowed markedly in the last year due to higher interest rates despite strong asset performance and continued investor interest in the sector. When will transaction activity resume, and how are markets adjusting to higher interest rates? Are companies feeling pressure 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: **Kevin Larimer**, Senior Managing Director, Investment Sales – Student Housing, Berkadia

Panelists: **Gary Holloway, Jr.**, CEO & President, GMH Communities
Ben Harvie, Global Head of Investment Management, GSA
Ryan Lang, Vice Chairman, Multifamily Capital Markets, Newmark
Troy Manson, Chief Investment Officer, University Partners
Jason Schwartz, Managing Principal, Blue Vista Capital Management

11:00 – 11:50 AM

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: **Renee Loveland**, Senior Manager, RE Tech Advisors

Panelists: **Stephanie Barr**, Director of ESG, Harrison Street
Barry Howard, Founder & Chief Sustainability Officer, Core Spaces
Catherine Stanton, Chief Legal Officer, Cardinal Group Companies
Jason Taylor, Vice President, Public-Private Partnerships, American Campus Communities

11:50 – 1:00 PM

Lunch Featuring NMHC Research: 2023 Student Housing Income & Expense Survey

Chris Bruen of the NMHC Research team will speak during lunch to rollout and provide critical insights from NMHC's brand-new 2023 Income and Expense Survey that includes a record-breaking number of beds surveyed.

Speaker: **Chris Bruen**, Senior Director, Research, National Multifamily Housing Council

1:00 – 5:30 PM General Sessions

1:00 – 1:45 PM

The Changing Face of Operations

Centralization and new technological forces, such as automation and artificial intelligence, are changing the way student housing properties are operated and revenues managed. Additionally, as operators manage leasing cycles that begin almost immediately after turn and fully occupied properties, challenges abound: a tight labor market, bringing international students into the country, 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 addressing these and other critical issues with little to no downtime to ensure properties run smoothly and efficiently.

Moderator: **Sylvester Brandon**, Vice President, Operations – Student Housing, Cardinal Group Management

Panelists: **Julie Bonnin**, Principal, Asset Living
 Adam Byrley, Chief Operating Officer, The Preiss Company
 Kenny Funk, Senior Vice President Operations, The Scion Group
 Miles Orth, Executive Vice President and Chief Operating Officer, Campus Apartments
 Jim Sholders, CEO, Campus Life & Style

1:50 – 2:35 PM

Business Intelligence Implementation: So You Have Data...What Now?

Availability of data for the student housing industry has expanded, but how much is proprietary, how much is publicly available, and what can be procured at a price? Once you have the data, just what should you do with it? This panel of practitioners and data providers will discuss and provide insights into their own usage of data and how they are leveraging it to drive success at their organizations. Further, how will AI enhance their decision-making processes, drive operational business decisions, allow monetization, and expansion of data access and usage? And where does this all lead the student housing industry in the future?

Moderator: **Clayton Merritt**, Senior Vice President, Investments, The Scion Group

Panelists: **Joe Goodwin**, SVP of Business Operations, Asset Living
 Chase Harrington, President, Entrata
 Greg Martini, Senior Vice President, Head of Acquisitions, The Cardinal Group
 Charlie Matthews, Co-Founder & CEO, College House

2:40 – 3:00 PM

Networking Break

3:00 – 5:30 PM

General Sessions

3:00 – 3:45 PM

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

After a Covid-induced slowdown in deliveries, development levels are forecast to grow in the coming years even in the face of rising construction costs, supply chain issues, and labor shortages. Meanwhile, some student housing companies are exploring operating outside of the student housing space and considering single family rental and build-to-rent projects. How and where are firms developing and renovating student housing and other types of properties to meet investor expectations and market needs?

Moderator: **Chris Epp**, Managing Director, Walker & Dunlop

Panelists: **Brad Bennett**, Executive Vice President, Development, Trinitas Ventures

Russell Broderick, Senior Vice President, Gilbane Development Company

Jason Doornbos, Executive Managing Director, Landmark Properties

Susan Folckemer, Chief Acquisition & Development Officer, The Preiss Company

Chad Matesi, Executive Managing Director - Chief Development Officer, Core Spaces

3:50 – 4:35 PM

Diversity, Equity and Inclusion (DEI) is Driving Positive 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: **Erica White**, Vice President, Business Systems, CA Student Living

Panelists: **Chelsea Bennett**, Vice President, Advisory Services, The Scion Group

Lindsay Brown, Senior Vice President of Leasing & Marketing, Campus Advantage

Gregory Dandrea, Director, Asset Management, Harrison Street

Jennifer Hill, Chief People Officer & General Counsel, PeakMade Real Estate

4:40 – 5:25 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 broadband to streamline operations, enhance resident experience and maximize revenues.

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

Panelists: **Katie Campbell**, Vice President – Technology Services, Landmark Properties

Ed Walters, Global IT Director, Yugo

Corben Washington, Director, Information Systems, University Partners

Mark Zikra, Chief Technology Officer, Proposium

- 5:30 – 6:30 PM** **Networking Reception**
- 6:30 – 9:00 PM** **Emerging Leaders Speaker Series** (*Open to conference attendees aged 40 & under*)
Moderator: **Alex Abernathy**, EVP, Asset Living
Panelist: **Donna Preiss**, Founder and CEO, The Preiss Company

Thursday, October 19

- 8:00 – 10:30 AM** **Registration**
- 8:00 – 8:30 AM** **Breakfast Social**
- 8:30 – 10:55 AM** **General Sessions**
- 8:30 – 9:15 AM** **Promoting the Mental Wellness of Students: A Conversation with the College Student Mental Wellness Advocacy Coalition**
Established in 2022, student operators around the country joined hands to form the College Student Mental Wellness Advocacy Coalition to address the growing concern about the well-being of our students. The Coalition is passionate about helping students improve their mental well-being and removing the stigma from openly discussing mental health. Join the Executive Committee of the Coalition as they discuss the founding of the Coalition, its mission, results from the largest survey of its kind, the Thriving College Student Index, and what is in store for 2023 and beyond.
Moderator: **Dan Oltersdorf**, Chief People Officer, Campus Advantage
Panelists: **Dr. Sonia Krishna**, Board Member, Hi How Are You Project
 Richie Lasek, Director, Innovation & Engagement, Core Spaces
 Jenn Cassidy, Senior Vice President, Operations, Cardinal Group Companies
 Casey Petersen, Chief Operating Officer, PeakMade Real Estate
- 9:20 – 10:05 AM** **P3s Come Roaring Back with Universities Accelerating Demand**
Changing demographics in the student housing industry are causing universities to ramp up the demand for public-private-partnership (P3) projects. Larger universities are looking to P3s to respond to increasing enrollment and are seeking to develop new units and / or entering master leases to ensure they can provide housing. Meanwhile, smaller institutions are looking at P3 projects as a means of attracting new students through state-of-the-art housing while managing upfront development costs and a focus on affordability. This panel will provide insights on these trends and provide insight into the types of deals being done today and what it takes to finalize an agreement and execute a project.
Moderator: **Michael Quadrino**, Director, Higher Ed, Brailsford and Dunlavey
Panelists: **Noel Brinkman**, Senior Vice President, Public/Private Partnerships, American Campus Communities
 Jared Everett, Managing Director, University Partnerships, Greystar
 Stephen Hill, Managing Director, Infrastructure and Public-Private Partnerships, KeyBank Capital Markets
 Brad Iest, Practice Leader, Higher Education, Gensler

10:10 – 10:55 AM

Headwinds or Tailwinds? Architects Have to Respond to Shifting Demands

Strong operational and financial performance in the student housing industry should create significant demand for new construction. But all is not rosy for the pipeline, as rising interest rates, labor shortages, high land costs, ongoing and changing supply chain issues, and accelerating operational costs put a damper on the forward demand for new construction. Architects are the canary in the coal mine and give us an early indication of the forward demand for new construction. Are they seeing a slowdown? Or tighter requests from developers? How are they responding? What creativity are they employing to rein in rising costs and keep deliveries affordable while addressing the ever-changing student whims of features they want in their residences?

Moderator: **Jessica Musick**, Principal, KTGy

Panelists: **Joseph Ahmadi**, Associate Principal, Lessard Design, Inc.
Jonathan Delcambre, Senior Design Leader and Managing Partner, BKV Group
Greg Faulkner, President, Humphreys & Partners Architects, L.P.
Ryan Kimura, Senior Vice President of Strategic Partnerships, Premier
Mohamed Mohsen, Principal, Niles Bolton Associates, Inc.

10:55 AM

Conference Adjourns

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