

NMHC STUDENT HOUSING CONFERENCE

Agenda At-A-Glance

Monday, October 7

10:30 AM – 6:30 PM	Registration
10:30 AM – 6:30 PM	First Aid Room
11:00 AM – 12:45 PM	Student Housing C-Suite Executive Conversation with NMHC <i>(Invite only)</i>
12:30 – 6:30 PM	The Hub
1:00 – 5:15 PM	General Sessions

1:00 – 1:30 PM

Keynote Address and Opening

Speaker: Peter Lynch, Chief People Officer, Cardinal Group Companies

The Age of Authenticity: Unleashing your Influence in the Future of Work

In this keynote, we will explore the pivotal role of modern authenticity in shaping the future of work. We will examine how genuine interactions and transparent practices foster innovation, employee engagement, and business results. Emphasizing the integration of authenticity in leadership and corporate culture, we envision a more connected, successful, and fulfilling workplace environment.

1:35 – 2:25 PM

Economic Outlook

While many had forecast the U.S. would fall into recession, the economy continues to grow with unemployment low. At the same time, interest rates are elevated and inflation persistent. Today many are wondering when the Federal Reserve will cut interest rates, which would spur transactions and investment in student housing. Matt Vance, Vice President, Head of Multifamily Research and Senior Economist at CBRE will address these questions and address whether the transactions market finally thaws in 2025.

Speaker: **Matt Vance**, Vice President and Americas Head of Multifamily Research, CBRE, Americas Research

2:30 – 3:20 PM

Executive Insights: A Look into the Future

Like last year, occupancy is historically high, interest rates are up, and transactions are down. While these conditions have persisted for some time, nothing in the industry remains static. 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

Speakers: **Cliff Chandler**, Senior Managing Director, Greystar
Brendan Miller, Chief Investment Officer, Core Spaces
Avi Lewittes, Chief Investment Officer, The Scion Group
Alex O'Brien, CEO, Cardinal Group Companies
Robert Palleschi, CEO, American Campus Communities
Wes Rogers, President & CEO, Landmark Properties

3:20 – 3:40 PM

Networking Break

3:40 – 4:30 PM

Deep Dive on Market Performance and Outlook

While many are hoping 2025 will be the year interest rates fall and inflation slows, student housing residences are nearly at capacity and experiencing strong demand. Meanwhile, the college-age population peaked in 2023, though demand for admission to the largest universities is expected to stay strong. This session will take a forward look into next year and examine the student housing marketplace on both the macro and micro levels with industry analysts sharing their insights on market performance, deployment of capital, development activity, demand, performance, and transactional data.

Moderator: **Tom Errath**, Managing Director, Head of Research, Harrison Street

Speakers: **Tyson Huebner**, Director of Research, Yardi Matrix
Charlie Matthews, Co-Founder & Chief Growth Officer, CollegeHouse
Arben Skivjani, Deputy Chief Economist, RealPage

4:35 – 5:15 PM

Regulatory and Legislative Impacts to the Student Housing Industry: What to Expect in November and Beyond

In a few short weeks, the November election will determine the political landscape in the nation's capital. While the outcome will determine the policy priorities that may take center stage, NMHC will be ready to represent the industry regardless of the result. Come listen as NMHC experts discuss how they are protecting your bottom line by addressing the critical legislative and regulatory policy issues confronting the industry,

including those impacting taxes, capital markets, operations, insurance, and rent control.

Moderator: **Bernard Fulton**, Vice President for Housing Policy and Regulation, NMHC

Speakers: **Matthew Berger**, Vice President, Tax, Student Housing, NMHC

Dave Borsos, Vice President, Capital Markets, NMHC

Kevin Donnelly, Executive Director & Chief Advocacy Officer, RETTC

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

Tuesday, October 8

7:45 AM – 6:15 PM **Registration**

7:45 AM – 6:15 PM **First Aid Room**

8:00 – 9:00 AM **Breakfast Social in the Hub**

8:00 AM – 5:00 PM **The Hub**

9:00 – 11:50 AM **General Sessions**

9:00 – 9:45 AM

Opportunities, Barriers and the State of Student Housing

The performance of the student housing sector has met and exceeded owner and operator expectations over a sustained period of time. Where we are today and where the industry is headed are questions that face the key players in this space. Can investor, developer, operator and financiers' expectations continue to be met going forward? These pros will provide attendees with their outlook for the sector and where they think we are going.

Moderator: **Peter Katz**, Executive Managing Director Investments, IPA

Speakers: **Will Baker**, Senior Managing Director, Walker & Dunlop

Michael Erickson, Managing Director Portfolio Management, Greystar

Barrett Lowell, Managing Director, Harrison Street

Donna Priess, Chief Executive Officer, The Preiss Company

Jason Schwartz, Managing Principal, Blue Vista

Douglas Sitt, EVP of Capital Markets, Vesper Holdings

9:50 – 10:35 AM

Emerging Technologies—Navigating Opportunity and Risk for Student Housing

Student Housing communities have often been the proving ground for broader real estate in how to scale emerging technologies and meet

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consumer expectation and demand for amenity style living, working and learning. Never before has the scale of transformation been happening so rapidly, impacting investor decisions, upending business models and reshaping property operations. And while there has been tremendous upside in student housing for leaders who have embraced technology, it has also brought new risks to the enterprise—from regulatory, legal and compliance to a patchwork of state, local and federal laws impacting operations. Join us to hear from NMHC and industry experts about the way technology is reshaping the industry and how leadership of student housing firms can move quickly to stay ahead of the curve and protect their investments.

Moderator: **Jeff Eckard**, Chief Technology Officer, PeakMade Real Estate

Speakers: **Jason Fort**, EVP Business Development, Asset Living
Sunny Juneja, Founder, Canopy Analytics
Glenn Meyer, President, Pavlov Media

10:35 – 10:50 AM

Networking Break

10:55 – 11:40 AM

Investor Sentiment Continues to Drive the Market

Institutional money continues to show its commitment to investing in student housing owners and operators driving the market forward. Solid steady returns coupled with continued growth in attendance across the major universities will continue to propel our asset class forward. This group of investors will discuss why they are committed to student housing and where they see opportunities ahead.

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

Speakers: **Evan Baum**, Principal, Ares Management Corp.
Darren Chan, Senior Vice President, International Real Estate, QuadReal Property Group
Estella Jin, Portfolio Manager, APG
Bryan Kam, President, University Partners

11:45 AM – 12:30 PM

The Development Pipeline: What's Getting Built?

Development levels are forecast to moderate in the coming years given the prevalence of elevated interest rates, construction costs, supply chain issues, and labor shortages. Yet that does not mean new supply is not coming online and that opportunities do not exist. How and where are firms developing and renovating student housing properties to meet investor expectations and market needs?

Moderator: **Casey Schaefer**, Senior Vice President, CBRE

Speakers: **Brian Dinerstein**, Chief Executive Officer, The Dinerstein Companies, Sterling University Housing
Jason Doornbos, Executive Managing Director, Landmark Properties

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Greg Faulkner, President, Humphreys & Partners Architects
Loren King, Chief Executive Office, and Co-Founder, Trinitas Ventures
Jonathan Kubow, Managing Director Development, Core Spaces

12:30 – 1:30 PM **Networking Lunch**

1:30 – 2:35 PM **General Sessions**

1:30 – 2:15 PM **Buy, Sell, Hold? How Are Investors and Asset Managers Impacting the Sales Market**

Student housing market participants have for many quarters said that the market will rebound in just a few quarters. This panel will discuss whether they are holding on to this view, as well as the types of deals that are actually getting done today. They will also examine what buyers and sellers should be thinking about today to put themselves to be in position to meet at the closing table.

Moderator: **Bob Clark**, CEO, PeakMade Real Estate

Speakers: **Ryan Lang**, Vice Chairman, Head of Student & Co-Head of Alternative Real Estate Assets
Kevin Larimer, Senior Managing Director, Berkadia
Troy Manson, Chief Investment Officer, University Partners
Clayton Merritt, Senior Vice President, Capital and Investments, The Scion Group

2:20 – 3:05 PM **Balancing Act: Addressing Childcare Challenges for Working Parents with the W.Collective**

In today's fast-paced work environment, balancing professional responsibilities and childcare has become a significant challenge for many working parents. This panel will delve into the evolving landscape of childcare constraints and explore innovative strategies to support parents in the workplace.

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

Speakers: **Laura Formica**, Senior Managing Director of Operations, Core Spaces
Jennifer Hill, Chief People Officer and General Counsel, PeakMade Real Estate
Alex Rippy, Vice President of Leasing and Systems, GMH Communities
Erica White, Senior Vice President, Technology and Strategic Initiatives, Article Student Living

3:05 – 3:20 PM **Networking Break**

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3:20 – 4:05 PM

Concurrent Sessions

The Drive for Operational Efficiency

Centralization may be critical to fostering operating efficiency, student housing operators face critical challenges when it comes to managing properties and their associated costs. These cost drivers range from rising costs for labor, insurance, and materials, and compliance with myriad regulations. At the same time, operators must also meet the needs of tens of thousands of students in providing a safe and productive space they call home. This panel of industry-leading chief operating officers will tell you what is keeping them up at night while students are studying or sleeping.

Moderator: **Miles Orth**, EVP and COO, Campus Apartments

Speakers: **Julie Bonnin**, Principal, Asset Living
Jennifer Cassidy, President, Property Operations and Experience, Cardinal Group Companies
Casey Petersen, COO, PeakMade Real Estate
Melody King, COO Property Operations, B.HOM Student Living

Designing for the Next Generation

Student housing properties are currently experiencing strong occupancy, but questions remain about future development. High interest rates, along with elevated labor and materials costs, are making it more expensive than ever to develop new properties. At the same time, student demand for on-property amenities is ever evolving while affordability remains a top issue. Join this panel to learn how they are designing for the next generation while keeping a lid on costs.

Moderator: **Carly Zapernick**, Vice President of Development, Article Student Living

Speakers: **Jack Boarman**, Senior Design Leader, Development Managing Partner, BKV Group
Josh Kassing, Senior Vice President, Mary Cook Associates
Mohamed Mohsen, Principal, Niles Bolton Associates
Jessica Musick, Principal, KTG

4:10 – 4:55 PM

Concurrent Sessions

Leasing & Marketing: If You Are Open Will They Come?

While the goal has always been to achieve 100 percent occupancy as early as possible, much will depend on aggregate enrollment and how your asset stacks up in the market. This panel will explore what it takes to drive full occupancy, including evolving technology and data analytics. Panelists will explore the latest trends in this area leaving marketable insights that can drive operational success.

Moderator: **Lindsay Brown**, SVP of Leasing and Marketing, Campus Advantage

Speakers: **Sylvester Brandon**, VP Operations – Student Housing, Cardinal Group Companies

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Mason McConathy, Vice President, Leasing and Marketing,
University Partners

Allison Schlarb, Senior Vice President, Marketing, Trinitas
Ventures

Ashly Poyer, Senior Vice President of Sales and Marketing,
PeakMade Real Estate

P3s In the Era of Evolving Enrollment and High Interest Rates

With state flagships remaining in high demand but facing high interest rates and development costs, the largest universities remain keenly interested in public-private partnerships (P3s) to finance capital-intensive on-campus student housing necessary to meet enrollment. Universities are looking to work with private-sector developers to manage the high borrowing costs that are making it challenging to finance new development at price points students can afford. This panel will provide insights and analysis of what deals are getting done and how agreements can be reached.

Moderator: **Jay Pearlman**, Senior Vice President, Scion Advisory
Services

Speakers: **Raoul Amescua**, Regional Vice President Development, The
Michaels Organization

Danielle Robins, Director, University Partnerships, Greystar

Jason Taylor, Managing Partner, Public Private
Partnerships, The Annex Group

5:00 – 5:45 PM

Concurrent Sessions

Diversifying Revenues, Investment, and Operations: Student Housing Broadens Its Base

Every company creates and reexamines their strategy to seek out the best returns for its investors and to lever its expertise in order to take on new challenges. Many of the traditional student housing owner and operators have expanded their base businesses to lever that expertise by investing, developing or servicing build-to-rent, conventional multifamily, single-family rental, overseas assets or even non-residential properties. This panel will dig into their decisions and strategies and give us an early return on these investments and what opportunities there are to explore further.

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

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

Stacey Lecoche, Division President, Asset Living

Cliff Payne, Chief Investment Officer BTR, Core Spaces

Walt Templin, Head of Investment Management, Landmark
Properties

International Inbound & Outbound Student Housing Development and Investment

While student housing is a fully institutionalized asset class in the United States, it is also a growing industry in other parts of the world. This panel

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will address both how foreign capital considers U.S. investment, as well as what it takes to invest successfully overseas. How does investment and development in the sector work in Asia, Australia, Canada, Europe, and South Africa? What are the opportunities as well as pitfalls that must be considered?

Moderator: **Ben Harvie**, Global Head of Investment Management, GSA
Speakers: **Saurabh Arora**, Founder & CEO, University Living
Alex Katsnelson, Head of European Investments, Landmark Properties
Samuel Vetrak, CEO, Bonard
Vanessa Rader, Head of Research, Ray White

5:45 – 7:00 PM **Networking Reception on Terrace**

Wednesday, October 9

8:15 – 9:30 AM **Registration**

8:15 – 9:30 AM **First Aid Room**

8:30 – 9:30 AM **Breakfast Social & Open Forum**

9:30 – 11:30 AM **Property Tour of The Degree at UNLV**