

UTAH STUDENT HOUSING CONFERENCE

Agenda At-A-Glance

Monday, October 20

11:00 AM – 6:00 PM	Registration (<i>Arizona Ballroom Foyer, 1st Floor</i>)
11:00 AM – 6:00 PM	Health Room (<i>Vaquero Office, 1st Floor</i>)
11:00 AM – 6:00 PM	NMHC HQ (<i>Arizona Ballroom Foyer, 1st Floor</i>)
12:00 – 1:30 PM	Student Housing C-Suite Executive Conversation with NMHC (<i>Invite only</i>) (<i>Arizona Ballroom XI, 1st Floor</i>)
1:00 – 6:30 PM	The Hub (<i>Vaquero Ballroom D, 1st Floor</i>)
2:00 – 5:00 PM	General Sessions (<i>Arizona Ballroom V, 1st Floor</i>)
2:00 – 2:15 PM	Welcome & Introductions
	Speaker: Sharon Wilson Géno , President, NMHC
2:15 – 3:05 PM	The 2025 Market Outlook – Signals for Institutional Investors As we reach the last quarter of 2025, institutional investors are navigating a complex and shifting economic environment. This opening session offers a high-level briefing on the state of the U.S. economy and financial markets, with a focus on the indicators most relevant to student housing providers. From interest rate trajectories, inflation trends, enrollment, university investment outlook and investor risk tolerance, this session will examine the macro forces shaping investment strategy today.
	Moderator: Jaclyn Fitts , Executive Vice President, CBRE
	Speakers: Tyson Huebner , Director of Research, Yardi Matrix Charlie Matthews , Founder & General Manager, College House Arben Skivjani , Deputy Chief Economist & Head of Forecasting, RealPage
3:05 – 4:00 PM	Executive Outlook: Student Housing Strategy in a Shifting Market

Following the broader economic and capital markets outlook, this panel brings together senior leaders from across the student housing ecosystem to share their views on how macro trends are playing out on the ground. Drawing on their experience across development, operations, and investment, panelists will discuss how they are interpreting current market signals and positioning their platforms for success.

Moderator: Timothy Bradley, Founder, TSB Capital Advisors
Speakers: Cliff Chandler, Senior Managing Director, Greystar
Jennifer Holmes, Chief Operating Officer, Core Spaces
Avi Lewittes, Chief Investment Officer, The Scion Group
Alex O'Brien, Chief Executive Officer, Cardinal Group Companies
Wes Rogers, Chairman & Chief Executive Officer, Landmark Properties

4:05 – 5:00 PM

Keynote Presentation: Washington and the World: The New Geopolitics of Trade, Technology, Energy, and War

In a world increasingly defined by geopolitical uncertainty, institutional investors and business leaders must understand how global events shape market dynamics. In this keynote, geopolitical risk expert John Sitalides will deliver timely insights into the international security policies and power shifts influencing capital markets, supply chains, and investment strategies worldwide. Drawing on his experience advising government and financial audiences, Sitalides will explore how developments between the U.S. and its contemporaries across Asia, Europe, and the Middle East are reshaping risk—and what it means for long-term business and investment planning.

Introduction: Alex O'Brien, Chief Executive Officer, Cardinal Group Companies

Keynote: John Sitalides, Principal, Trilogy Advisors, LLC; National Security Senior Fellow, Foreign Policy Research Institute

5:00 – 6:30 PM

Opening Reception in the Hub (*Vaquero Ballroom D, 1st Floor*)

Tuesday, October 21

8:15 AM – 6:00 PM

Registration (*Arizona Ballroom Foyer, 1st Floor*)

8:15 AM – 6:00 PM

Health Room (*Arizona VII, 1st Floor*)

8:15 AM – 6:00 PM

NMHC HQ (*Arizona Ballroom Foyer, 1st Floor*)

8:30 – 9:30 AM

Breakfast Social (*Arizona Ballroom Foyer, 1st Floor*)

8:30 AM – 5:00 PM

The Hub (*Vaquero Ballroom D, 1st Floor*)

9:00 – 9:30 AM

Breakfast Briefing & View from Washington (*Arizona Ballroom V, 1st Floor*)

NMHC staff, along with industry experts, provide a satellite view of the constantly shifting regulatory and legislative landscape.

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

Moderator: Donna Preiss, Chief Executive Officer, Preiss
Speakers: Matthew Berger, Senior Vice President and Head of Policy, NMHC
Dave Borsos, Vice President of Capital Markets and Student Housing, NMHC
Alex Eveland, Vice President of Legislative Advocacy, NMHC

9:45 AM – 12:00 PM

Morning General Session (*Arizona Ballroom V, 1st Floor*)

9:45 – 10:30 AM

Investor Sentiment Check: What's Driving Confidence in Student Housing?

With shifting capital markets, evolving demographics, and rising costs across real estate sectors, student housing continues to attract strong investor interest. But what's fueling this confidence—and where are investors seeing both resilience and risk? This session brings together a cross-section of active investors for a candid discussion on market sentiment, return expectations, and strategic shifts in today's environment. Join us to learn the “why” behind student housing's appeal and hear directly from capital providers about the key indicators they're watching in 2025 and beyond.

Moderator: Rakesh Mehta, Partner, TSB Capital Advisors
Speakers: Evan Baum, Principal, Ares Management
Justin Gronlie, Managing Director, Harrison Street
Nati Kiferbaum, Chief Strategy Officer, Inland Real Estate Investment Corporation
Max Lavictoire, Managing Director, Investor Relations, Landmark Properties
Frank Virga, Managing Director, US Real Estate, TPG Angelo Gordon

10:30 – 11:15 AM

Scaling Smart: C-Suite Perspectives on Growth, Risk, and Efficiency

As student housing platforms grow in scale and complexity, operational decisions around staffing, technology, cost structure, and risk management have become central to asset performance and portfolio strategy. This session will explore how C-suite leaders are aligning operations with investor expectations, leveraging technology for efficiency and insight, and navigating resource allocation in an unpredictable environment – all while maintaining a high-quality resident experience and positioning their organizations for sustainable growth.

Speakers: Adam Byrley, Chief Operating Officer, Preiss
Brian Mayer, Chief Operating Officer, American Campus Communities
Casey Petersen, Chief Operating Officer, The Tailwind Group
Jasmin Zelinko, President & Chief Operating Officer, Pierce Education Properties

11:15 – 11:30 AM

RETTTC PolicyStack Update

Speaker: Daria Dudzinski, Director of Advocacy, RETTC

11:30 AM – 12:15 PM Smarter Strategies: Harnessing AI and Analytics to Drive Performance in Student Housing

As artificial intelligence moves from concept to capability, student housing owners, operators, and technology providers are working together to unlock its potential across the asset lifecycle. From predictive analytics and leasing optimization to underwriting and investor reporting, AI-powered tools are beginning to reshape how decisions are made, and value is created. This session will explore how solutions are scaling within the student housing sector, how companies are deploying them in real-world environments, and what challenges—around data quality, integration, and user adoption—must be addressed to turn promise into performance.

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

Speakers: **Carynes Gitler**, Vice President, Centralized Operations Services, Cardinal Group Companies
Joe Goodwin, Senior Vice President, Asset Living
Erica White, Senior Vice President, Technology & Strategic Initiatives, Article Student Living

12:15 – 1:45 PM Lunch Social (*Terrace Court | Note: Exit building from the 2nd Floor near Arroyos*)

12:15 – 1:45 PM NMHC & W.Collective Networking Luncheon (*Arizona Ballroom XI, 1st Floor*)
Strong networks build strong careers—and deals often start with a simple conversation. NMHC and the W.Collective invite you to join fellow women leaders and allies for a special luncheon focused on connection, community, and opportunity in the student housing industry. Whether you're expanding your influence, building your book of business, or simply looking to connect, this informal gathering offers space to strengthen the relationships that power your professional growth.

2:00 – 5:00 PM Afternoon General Session (*Arizona Ballroom V, 1st Floor*)

2:00 – 2:45 PM Tariffs, Technology, and the New Landscape of Construction

Inflation, labor shortages, and shifting trade policies continue to pressure development costs and timelines, presenting student housing developers with a more constrained and unpredictable construction environment. This session will explore how industry leaders are troubleshooting these challenges in real time—balancing feasibility concerns with delivery demands, adapting procurement strategies, and selectively adopting technologies such as modular construction and AI-driven design.

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

Speakers: **David Kanne**, Chief Executive Officer, LV Collective
Loren King, Chief Executive Officer, Trinitas Ventures
David Pierce, Principal, Parallel Company
Chase Powell, Senior Director, Development Landmark Properties

2:45 – 3:30 PM

Capital Stack Check: Navigating Debt, Equity, and Risk in Today's Market

In today's fluctuating capital environment, structuring the right capital stack has become a defining challenge for student housing developers, owners, and investors. Interest rate volatility, tighter lending conditions, and shifting return expectations are forcing stakeholders to rethink how projects are financed—from senior debt and preferred equity to JV partnerships and institutional co-investment. This session brings together capital markets experts, lenders, and equity providers for a high-level discussion on how deals are getting done in 2025.

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

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

Susan Folckemer, Chief Acquisition and Development Officer, Preiss

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

Clayton Merritt, Senior Vice President, Capital and Investments, The Scion Group

3:30 – 3:45 PM

Networking Break

3:45 – 4:30 PM

Affordability Meets Viability: Tackling Development Cost Challenges in Student Housing

Affordability pressures impact the student housing landscape as well as conventional assets. While developers have long adapted to shifting renter profiles and evolving market geographies, today's environment—characterized by elevated construction costs, tightening capital markets, and demographic headwinds—demands a more intentional recalibration of unit economics and investment strategy. This session will explore how leading developers and capital partners are responding to these pressures, balancing feasibility with access, and innovating to sustain long-term sector performance.

Moderator: **Bill Bayless**, Founder, Chief Executive Officer & Executive Chairman, Maslow's Campus Communities, LLC

Speakers: **Michael Cipriano**, Senior Vice President, Development, American Campus Communities

Austin Pagnotta, Director, Acquisitions, Core Spaces

Monica Willemssen, Associate Principal and Senior Designer, Campus Environments, SCB

4:30 – 4:45 PM

NMHC Impact Analysis: Current landscape for International Students & U.S. Campuses

International student enrollment has long been a key driver of demand in the student housing sector, particularly at the graduate level. But rising geopolitical tensions, shifting U.S. immigration policy, and constrained university budgets are creating new uncertainties. In this research briefing, key findings from NMHC's recent research report, **Impact of International Students on U.S. Campuses: Current Landscape and Market Outlook**, will offer data-driven insights into how these global and institutional dynamics are influencing student housing demand, and what indicators leaders should watch as they assess future development and investment strategies.

Speaker: **Patrik Pavlacic**, Chief Intelligence Officer, BONARD

4:45 – 5:00 PM

NMHC Impact Analysis: 2025 Student Housing Income & Expense Trends

Now in its 15th edition, NMHC's **2025 Student Housing Income & Expense Benchmarking Survey** provides the industry's most robust view of operating performance across student housing assets. In this session, you'll get an early look at key findings ahead of the survey's release—including national trends, regional variations, and critical expense and revenue benchmarks.

Speaker: **Chris Bruen**, Senior Director of Research and Chief Economist
NMHC

5:00 – 6:30 PM

Reception (*Palm Grove | Note: Exit building from the 1st floor by the Grand Vista Lounge*)

Wednesday, October 22

8:15 – 10:00 AM

Registration (*Arizona Ballroom Foyer, 1st Floor*)

8:15 – 10:00 AM

NMHC HQ (*Arizona Ballroom Foyer, 1st Floor*)

8:30 – 10:00 AM

Networking Breakfast (*Arizona South Foyer/Arizona Ballroom X-XI | 1st Floor*)