

2015 NMHC Apartment Strategies Outlook Conference

January 20, 2015

La Quinta Resort & Club • Palm Springs, CA

Meeting Agenda



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2015 NMHC Apartment Strategies Outlook Conference

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Wi-Fi service is available in meeting rooms Tuesday—Thursday. Passcode: nmhc2015

Agenda is 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.

Monday, January 19

3:00 – 7:00 PM **Registration** (*Flores Ballroom Foyer*)

Tuesday, January 20

7:00 AM – 3:00 PM **Registration** (*Flores Ballroom Foyer*)

7:00 – 8:00 AM **Networking Breakfast** (*Flores Ballroom Foyer & Veranda*)

8:00 – 8:15 AM **“Good Day Sunshine” - Introduction** (*Flores Ballroom*)

Speaker:

Doug Bibby

President, National Multifamily Housing Council

8:15 – 9:00 AM **“Got to Get You Into My Life” - Who Are We Developing For?**
(*Flores Ballroom*)

New development has been booming for years, but who are developers building for? Millennials? Baby Boomers? Gen-Xers? One of the nation’s top urban economics firms will break down the numbers and then industry leaders will discuss the range of product types across the country and who is moving into them. They will also share their perspectives on the ongoing impacts of these demographics and how they are shaping their new developments.

Moderator:

Adam Ducker

Director of Urban Real Estate, RCLCO

Panelists:

Toby Bozzuto

President, The Bozzuto Group

Sean Breslin

Cheif Operating Officer, AvalonBay Communities, Inc.

Ken Valach

CEO, Trammell Crow Residential

Scott Wise

Executive Managing Director, Greystar Real Estate Partners, LLC

9:00 – 9:45 AM

“Penny Lane” - Suburban Strategies: What Works Where?

(Flores Ballroom)

As the “back to the city” movement took hold, apartment development focused on the urban cores. Now, with fewer core sites available, there has been a resurgence of development in the suburbs. Some of these developments look nothing like the garden style apartment of twenty years ago, while in other locations they are still the best bet. Hear “what works where” when it comes to the suburbs from a range of perspectives.

Moderators:

Jay Parsons

Director of Analytics & Forecasts, MPF Research, a division of Real Page, Inc.

Greg Willett

Vice President, MPF Research, a division of Real Page, Inc.

Panelists:

Dean Henry

Chief Executive Officer, Legacy Partners Residential, Inc.

Brian Natwick

President – Multifamily, Crescent Communities

Carter Siegel

Director, Wood Partners

9:45 – 10:30 AM

“Across the Universe” - Where Is the Capital Coming From?

(Flores Ballroom)

The U.S. multifamily industry has experienced a strong inflow of capital from investors seeking resilience throughout economic cycles and very positive returns. Global investors have also taken notice and have started to invest in the hot U.S. multifamily market. This panel of experts will discuss the sources of global capital, what investors are seeking and demanding, which global investors are deploying capital, and developers’ experiences in seeking global investors.

Tuesday, January 20 (continued)

Moderator: **Brian Stoffers**
*Global President, Debt and Structured Finance,
CBRE Capital Markets*

Panelists: **Clyde Holland**
Chairman and CEO, Holland Partner Group

Janice Lin
Director, Canada Pension Plan Investment Board

David Olney
*Managing Director, Head of Multifamily Property Investments,
Berkshire Group*

David Schwartz
CEO, Waterton Associates

10:30 – 11:15 AM **“A Hard Day’s Night” - Housing Our Workforce: What’s Next?**
(Flores Ballroom)

Stagnant household income, a rising demand for rental housing and an inventory supply chain that struggles to meet demand have produced a perfect storm of affordability issues. A panel of affordable housing experts will share strategies that have been successful for them, tell you how you can use the same strategies to deploy capital in this sector, and offer suggestions on how to make a more efficient and effective affordable housing market.

Moderator: **Daryl Carter**
CEO, Avanath Capital Management

Panelists: **Cindy Clare**
President, Kettler Management

Larry Curtis
Managing Partner, WinnCompanies

Hugh Frater
Chairman, Berkadia

11:15 AM – Noon

“Do You Want to Know a Secret” - The View from Investors

(Flores Ballroom)

Your investment capital team has done a great job of lining up commitments for multifamily properties—now what do you do? Competition is fierce, cap rates are low, asset performance is strong; but, the money needs to be deployed to satisfy investors. Industry leaders with years of experience deploying capital will share the secrets of their success in 2014, how they plan to keep it going in 2015, and the pitfalls and opportunities they see ahead.

Moderator:

Jim Bachner

Executive Vice President, Heitman

Panelists:

Katie Bloom

Vice President, Goldman Sachs

Jeff Friedman

Co-CEO, Mesa West Capital

Greg Kraus

Managing Director, Head of Acquisitions, INVESCO Real Estate

Noon – 1:15 PM

Networking Lunch *(Main Lawn)*

1:15 – 2:15 PM

“Here, There, Everywhere” – The Markets: A Full Sweep

(Flores Ballroom)

Join industry research experts as they break down development, rent and occupancy trends from markets across the country. Get a glimpse of just how different markets can be, with a look at those markets traditionally classified as primary, secondary and tertiary. Learn what markets are at risk of being overbuilt and what markets can expect to have rent and occupancy increases (or decreases) in 2015. And learn why just focusing on the top markets could be a risky move.

Moderator:

Jay Lybik

Vice President, Market Research, Equity Residential

Tuesday, January 20 (continued)

Panelists: **Nicholas Buss**
Director, Research, INVESCO Real Estate

Jay Denton
Vice President, Research, Axiometrics, Inc.

G. Ronald Witten
President, Witten Advisors LLC

2:15 – 3:00 PM **“Magical Mystery Tour” – Putting It All in Perspective**
(Flores Ballroom)

Absorbing all the information you heard today, assessing its impact on your bottom line and identifying 2015’s pressing topics is a daunting task. And why were all the session titles Beatles’ songs anyway? Join our final panelists as they discuss the key takeaways from all the Apartment Strategies sessions and what they mean for the apartment industry going forward. They will also share their predictions for the industry and trends to watch in 2015.

Moderator: **Doug Bibby**
President & CEO, National Multifamily Housing Council

Panelists: **Allina Boohoff**
Executive Director, J.P. Morgan Asset Management

Kris Mikkelsen
Managing Director, Engler Financial Group, LLC

Max Peek
Senior Vice President, Acquisitions, Waterton Residential

Ricardo Rivas
Chief Investment Officer, Allied Orion Group

3:00 PM **Conference Adjourns**

Agenda as of January 14, 2015. Agenda is subject to change.

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