

NIC 2023 FALL CONFERENCE

Investing in Senior Housing & Care Properties



2023 NIC Fall Conference Program

Sheraton Grand Chicago Riverwalk



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Sheraton Grand Chicago Riverwalk
301 E North Water St, Chicago, IL 60611

More information available at
fallconference.nic.org

Welcome to the NIC Fall Conference

As we experience the disruptions in the U.S. economy, labor markets, capital markets, health care, and aging consumer preferences, we find ourselves at an inflection point in senior housing and care. That's why the theme of this year's Fall Conference is **Accelerating Change**.

The 2023 NIC Fall Conference provides senior housing and skilled nursing industry stakeholders an unmatched opportunity to nurture and build relationships pivotal to future success and acquire actionable insights to identify opportunities and accelerate changes that will define aging well in residential settings. This conference will provide you the opportunity to harness the opportunities that accelerating change brings.

Over the course of these three days, about 3,000 leaders from the senior housing and care industry will experience the most efficient and effective networking of the year. With a variety of formal and informal networking opportunities, there are numerous ways to connect with longtime industry colleagues and create new relationships.

Along with networking, 10 dynamic educational sessions carefully curated by the Fall Conference Program Committee will inform executives on topics that can help organizations thrive through this time of accelerating change. Former Speaker of the U.S. House of Representatives Paul Ryan will outline during his keynote presentation potential scenarios for how pivotal policy decisions may play out and put forth practical action steps for developing solutions for tomorrow's issues, today. Plus, Debra Cafaro, Chairman and CEO of Ventas, and Shankh Mitra, CEO of Welltower, will take the stage together to discuss the ways they are reshaping their respective companies for long-term growth. Join us for these can't miss sessions.

Additional sessions will feature leaders sharing innovative ideas, concepts, and approaches to these important business drivers:

- Inclusive Workforce Practices
- Management Companies' Evolution
- A Deep Dive into the Debt Markets
- The Next Generation Consumer
- The Current Skilled Nursing Environment
- Capital Markets and Valuations
- Advances in Alzheimer's Research

And if that wasn't enough, NIC Talks is back! Four, 12-minute presentations within one Main Stage session Tuesday afternoon will stimulate conversation, innovation, and future thinking related to senior living including:

- The Digital Transformation of Senior Living through Generative AI
- Exploring Lifestyle-centric Housing
- A New Way of Thinking About Devices and Their Impact
- Bringing Together Healthcare and Housing to Stimulate Move-ins and Margins

On behalf of the 2023 NIC Fall Conference Program Committee, NIC's Board of Directors, and NIC staff, we look forward to connecting with you – both old and new friends – for a highly productive, engaging, and insightful event.

Welcome to Chicago!



Susan Barlow

Chair of the Board, NIC

Co-chair, 2023 NIC Fall Conference
Program Committee

Co-founder & Managing Partner,
Blue Moon Capital Partners



Kurt Read

Co-chair, 2023 NIC Fall Conference
Program Committee

Managing Director, RSF Partners



Ray Braun

President & CEO, NIC

Schedule at a Glance

MONDAY, OCTOBER 23

- 7:00 a.m. – 6:30 p.m. On-site Registration and Badge Pick-up
- 7:00 a.m. – 7:30 p.m. Coat & Item Check
- 9:00 a.m. – 2:00 p.m. Loews Networking Lounge
- 10:00 a.m. – 5:30 p.m. Sheraton Networking Lounges
- 10:00 a.m. – 5:00 p.m. Attendee Resources & Snack Cart Available
- 10:00 a.m. – 11:00 a.m. NIC Café Morning Break
- 11:00 a.m. – 12:00 p.m. NIC Women's Networking Meetup
- 12:00 p.m. – 2:00 p.m. NIC Café Lunch
- 1:30 p.m. – 2:30 p.m. First-time Attendee Gathering
- 3:00 p.m. – 4:00 p.m. **MAIN STAGE SESSION**
Unlocking the Potential of Creative Capital Structures
- 4:30 p.m. – 5:30 p.m. **MAIN STAGE SESSION**
Inclusive Labor Practices in Senior Housing and Skilled Nursing
- 5:30 p.m. – 7:00 p.m. Welcome Reception
- 6:00 p.m. – 8:00 p.m. Minyan
- 6:30 p.m. – 8:30 p.m. Evening Car Service
- 8:00 p.m. – 10:00 p.m. Evening Dessert Cart

TUESDAY, OCTOBER 24

- 6:00 a.m. – 8:00 a.m. Minyan
- 7:00 a.m. – 6:00 p.m. On-site Registration and Badge Pick-up
- 7:00 a.m. – 7:30 p.m. Coat & Item Check
- 7:00 a.m. – 9:00 a.m. NIC Café Breakfast
- 8:00 a.m. – 5:30 p.m. Sheraton Networking Lounges
- 8:00 a.m. – 5:00 p.m. Attendee Resources & Snack Cart Available
- 9:00 a.m. – 2:00 p.m. Loews Networking Lounge
- 9:30 a.m. – 10:30 a.m. **MAIN STAGE SESSION**
The Influence of Policy and Economics in the Current Global Risk Environment
- 10:00 a.m. – 11:00 a.m. NIC Café Morning Break
- 11:00 a.m. – 12:00 p.m. **MAIN STAGE SESSION**
The Evolution of Management Companies: What Can We Expect?
- 12:00 p.m. – 2:00 p.m. NIC Café Lunch
- 1:15 p.m. – 2:30 p.m. **NIC Talks**
- 3:00 p.m. – 4:00 p.m. **MAIN STAGE SESSION**
Deep Dive on the Debt Market
- 3:00 p.m. – 4:00 p.m. NIC Café Afternoon Break
- 4:30 p.m. – 5:30 p.m. **MAIN STAGE SESSION**
Next Generation Consumer
- 5:30 p.m. – 7:00 p.m. Networking Reception
- 6:00 p.m. – 8:00 p.m. Minyan
- 6:30 p.m. – 8:30 p.m. Evening Car Service
- 8:00 p.m. – 10:00 p.m. Evening Dessert Cart

WEDNESDAY, OCTOBER 25

- 6:00 a.m. – 8:00 a.m. Minyan
- 7:00 a.m. – 9:00 a.m. On-site Registration and Badge Pick-up
- 7:00 a.m. – 12:00 p.m. Coat & Item Check
- 7:00 a.m. – 9:00 a.m. NIC Café Breakfast
- 8:00 a.m. – 1:30 p.m. NIC Skilled Nursing Boot Camp (prior registration required)
- 8:00 a.m. – 11:00 a.m. Sheraton Networking Lounges
- 8:00 a.m. – 11:00 a.m. Attendee Resources & Snack Cart Available
- 8:30 a.m. – 9:30 a.m. **MAIN STAGE SESSION**
State of Capital Markets and Valuations
- 10:00 a.m. – 11:00 a.m. NIC Café Morning Break
- 10:00 a.m. – 11:00 a.m. **MAIN STAGE SESSION**
Skilled Nursing Keynote: Navigating the Current Skilled Nursing Environment



NIC Café and Glatt Kosher meal schedule on page 10.

Important Information to Know

All activities are at the Sheraton Grand Chicago Riverwalk unless otherwise noted.

On-site Registration and Badge Pick-up

Hours:

Monday, October 23	7:00 a.m. – 6:30 p.m.
Tuesday, October 24	7:00 a.m. – 6:00 p.m.
Wednesday, October 25	7:00 a.m. – 9:00 a.m.

Mailed Badges

Conference attendees who registered and paid by September 29 can skip the registration line since your badge was mailed in advance. Upon entering the conference space, your badge will be quickly scanned to mark your attendance. Then you are ready to network and learn!

Name Badge and Lanyard Colors

To aid attendees who have color-blindness, we have added a letter representing the registration type on the lanyards.

R	Senior Housing & Care Provider (Operator)
Y	Healthcare Provider/Payer
O	Developer
G	Lender/Debt Provider
B	Products/Services and Transactional Services
P	NIC Scholar

Attendees are required to wear their name badges throughout the conference, which provides admission to all conference-related activities.

Badge Rules

Your registration includes one badge for general admission to the 2023 NIC Fall Conference. Only individuals who are registered and present a badge may attend the conference and participate in activities, including all conference sessions, networking lounges, and receptions.

Badge swapping is not permitted. Anyone who is found wearing a badge that does not match their identification will be removed from the conference without a refund. In addition, the registration of any attendee whose badge is being worn by another individual will be forfeited. The NIC Conference does have security in place to ensure that only registered individuals have access to the conference space.



Keep your badge in a safe place. Replacement badges will be printed at a cost of \$150 to the attendee.

Attendee Listing

Located exclusively on the NIC Conference Mobile App, the Attendee Listing includes registered attendees who chose to be listed. You can export the Attendee Listing to Excel to sort and print using the desktop version of the mobile app. You can filter by attendee type right in the app to get your networking started faster!

Meetup Points

Several meetup points are located throughout the conference space to assist with networking. Just let your industry peers which meetup point number to meet you - saving you time! Check the printed Schedule at a Glance or conference signage for locations.

On-site Attendee Resources

On-site Attendee Resource Hours

(unless otherwise indicated):

Monday, October 23	10:00 a.m. – 5:00 p.m.
Tuesday, October 24	8:00 a.m. – 5:00 p.m.
Wednesday, October 25	8:00 a.m. – 11:00 a.m.



Coat & Item Check

Need a place to stash your coat or briefcase? Coat & Item Check can lighten your load.

Location:

- Lobby Level, Level 3 – Coatroom

Monday, October 23	7:00 a.m. – 7:30 p.m.
Tuesday, October 24	7:00 a.m. – 7:30 p.m.
Wednesday, October 25	7:00 a.m. – 12:00 p.m.



Conference Concierge

Our Conference Concierges are located throughout the conference space and will be delighted to assist you with any needs you might have—from mobile device chargers to other personal comforts.

Location:

- Riverwalk Level, Level 1 – Outside of the Riverwalk Networking Lounge
- Meeting Room Level, Level 2 – Near Escalators in the East Foyer
- Lobby Level, Level 3 – Hotel Entrance Foyer
- Ballroom Level, Level 4 – Sheraton Ballroom Foyer, Outside of Main Stage Session Room



Evening Grab and Go Dessert Cart

Cap off a sweet day with a sweet treat.

Location:

- Lobby Level, Level 3 – Hotel Entrance Foyer

Monday, October 23	8:00 p.m. – 10:00 p.m.
Tuesday, October 24	8:00 p.m. – 10:00 p.m.



LinkedIn® Corner

A robust LinkedIn® profile featuring your skills and experience will help you grow your professional brand with colleagues, customers, peers, and potential employers. Drop by to learn from skilled coaches how to stand out from the crowd, capture and keep attention, and enhance your networking.

Plus, learn about:

- Storytelling to define your personal brand
- How to complete your profile so that LinkedIn rewards you
- What to feature in your intro
- How to define your audience and the keywords to attract their attention
- The best way to use your summary section

Location:

- Riverwalk Level, Level 1 – Riverwalk Networking Lounge

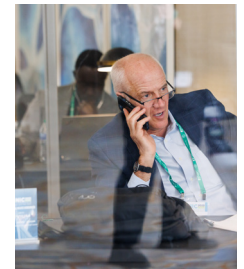


Individual Private Workspaces

Need a quiet workspace during the conference? Take a break, make a call, check e-mail, or take a few minutes to wind down in a private workspace.

Location:

- Riverwalk Level, Level 1 – Riverwalk Networking Lounge
- Meeting Room Level, Level 2 – Foyer



On-site Attendee Resources

NIC Conference Mobile App & Help Desk

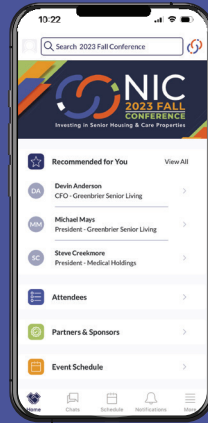
The NIC Conference Mobile App is your one-stop portal to all conference information, including:

- Conference schedule
- Meeting schedule
- Up-to-date attendee list
- Speaker presentations and handouts (if available)
- Attendee profiles
- Maps, and much more

Located:

- Ballroom Level, Level 4 – Foyer

To download the app—search for “NIC Events” in your iTunes App Store or GooglePlay store. To access the desktop version go to networking.nic.org.



Specialty Coffee Bar

Grab a complimentary cup of coffee between business meetings and sessions. Hot and cold options are available!

Location:

- Riverwalk Level,
Level 1 – Riverwalk Networking Lounge



Shoe Shine

Polish your look with a complimentary shoe shine. Visit the shoe shine for a fresh shoe polish and pick up personal foot comforts. You can even take a foot soak treatment to enjoy in your room.

Location:

- Riverwalk Level, Level 1 – Riverwalk Networking Lounge



Relaxation Station

Take a break from your busy schedule and visit the Relaxation Station to enjoy an upper-body chair massage between business meetings and sessions.

Location:

- Riverwalk Level, Level 1 – Riverwalk Networking Lounge



Headshot Lounge

Need to update your professional photo? Stop by the Headshot Lounge to have your complimentary portrait taken. Makeup artists are available for touchups to add a professional finish. View and receive your photo instantly!

Location:

- Riverwalk Level, Level 1 – Riverwalk Networking Lounge



Evening Car Service

Complimentary car service is available from the Sheraton Grand Chicago Riverwalk to transport you to your night out in downtown Chicago within a five-mile radius of the conference hotel.

Location:

- Lobby Level, Level 3 – Convention Entrance

Wireless Internet Access

Enjoy complimentary wireless internet throughout the NIC Conference space.

Network: NICFALL23 | Password: CIBC23

Networking Opportunities

Networking Lounges

Develop relationships and conduct business with industry peers in one of the two networking lounges at the Sheraton Grand or the networking lounge at the Loews. All three spaces offer ample conversational areas available for business meetings and casual networking.

The Chicago Ballroom Networking Lounge is a more intimate space with areas to meet with other attendees as well as companies that have reserved huddle spaces.

The Riverwalk Networking Lounge is the larger ballroom and along with ample conversational areas, it offers attendees easy access to a variety of resources including the specialty coffee bar, headshot lounge, relaxation station, LinkedIn® corner, individual private workspaces and shoe shine.

Riverwalk Networking Lounge

Riverwalk Level, Level 1

Monday, October 23
Tuesday, October 24
Wednesday, October 25

Chicago Ballroom Networking Lounge

Ballroom Level, Level 4

10:00 a.m. – 5:30 p.m.
8:00 a.m. – 5:30 p.m.
8:00 a.m. – 11:00 a.m.

Networking Lounge at the Loews

Loews Networking Lounge – Loews Lobby Level

Monday, October 23
Tuesday, October 24

9:00 a.m. – 2:00 p.m.
9:00 a.m. – 2:00 p.m.



Receptions

Ballroom Level, Level 4 – Chicago Ballroom

Welcome Reception

Monday, October 23
5:30 p.m. – 7:00 p.m.

Networking Reception

Tuesday, October 24
5:30 p.m. – 7:00 p.m.



Networking Opportunities

Women's Networking Meetup

Women are invited to participate in an informal networking event co-hosted by American Seniors Housing Association, and the Senior Housing Women's Initiative.

Location:

Ballroom Level, Level 4 – Chicago Ballroom 6

GET IN SYNC
WEAR PINK

- Monday, October 23 11:00 a.m. – 12:00 p.m.



Support for First-time Attendees

First-time attendees have access to activities and resources specifically designed to help prepare for and quickly acclimate to the conference environment. First-time attendees can stand out by placing an identifying sticker on their badge. Stickers will be distributed at the First-time Attendee Gathering or can be picked up at any of the Conference Concierge desks.



First-time Attendee Gathering

Meet other first-time attendees, NIC senior staff, and volunteer leaders.

Location:

Ballroom Level, Level 4--Chicago Ballroom 6

- Monday, October 23 1:30 p.m. - 2:30 p.m.

First-time Attendee Seating in Main Stage Session Room

The main stage session room will have seating for first-time attendees to gather together to make connections with others. Feel free to discuss educational insights and network with one another in between sessions.

Cuisine Options & Kosher Accommodations

NIC Café

Location:

Lobby Level, Level 3 – Chi Bar Foyer

The NIC Café is a fresh market concept open during conference hours serving breakfast, lunch, and snacks. Re-fuel when it's convenient for you! Designed to create efficiencies for your meetings schedule as well as eliminate congestion around food functions, the NIC Café will serve as your hub for meals.

Monday, October 23

10:00 a.m. – 5:00 p.m. All-day snacks
10:00 a.m. – 11:00 a.m. Morning Break
12:00 p.m. – 2:00 p.m. Lunch
3:00 p.m. – 4:00 p.m. Afternoon Break

Tuesday, October 24

7:00 a.m. – 5:00 p.m. All-day snacks
7:00 a.m. – 9:00 a.m. Breakfast
10:00 a.m. – 11:00 a.m. Morning Break
12:00 p.m. – 2:00 p.m. Lunch
3:00 p.m. – 4:00 p.m. Afternoon Break

Wednesday, October 25

7:00 a.m. – 11:00 a.m. All-day snacks
7:00 a.m. – 9:00 a.m. Breakfast
10:00 a.m. – 11:00 a.m. Morning Break

Visit the Food Trucks!
Available to NIC Attendees
from 12:00 p.m. - 2:00 p.m.
while supplies last!



*Lobby Level, Level 3
Outside Convention Entrance*



Kosher Meals

Glatt kosher options are available for attendees who requested kosher meals in advance. Glatt kosher mealtimes follow the NIC Café schedule..

Location:

Lobby Level, Level 3 – Fountain View



NICMAP VISION

THE ONE PLACE FOR ALL SENIOR HOUSING SUPPLY, DEMAND, AND OPERATIONAL DATA

Coming Soon!

NIC MAP Vision AI

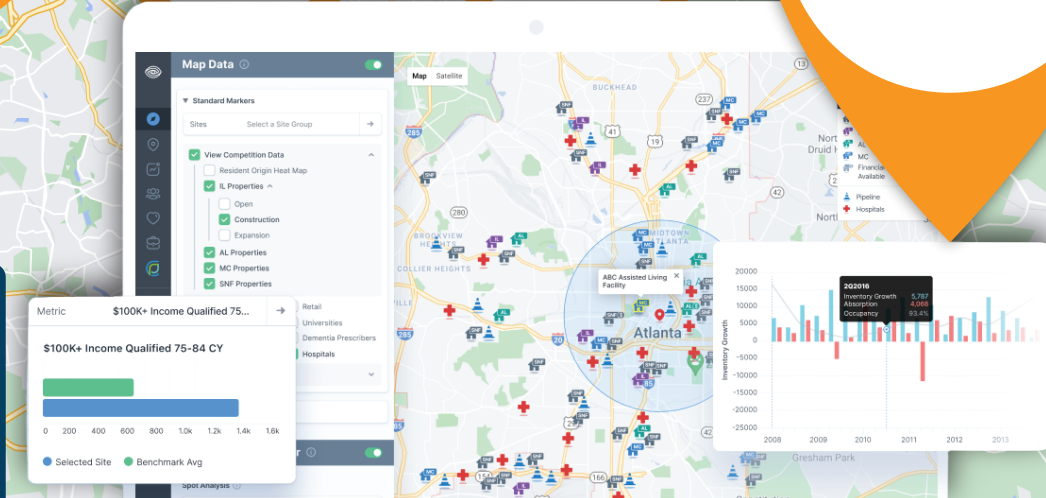


1B+
Demand &
Demographic
Data Points

15+
Years of
Historical Market
Performance
Data

35K+
Properties
Nationwide with
Inventory Data

Rate and
Occupancy
Data for
**140
Markets**



OUR HOURS

Monday

October 23, 2023

10 AM - 5:30 PM

Tuesday

October 24, 2023

8 AM - 5:30 PM

Wednesday

October 25, 2023

8 AM - 11 AM

LOCATION

Riverwalk Level 1-
Chicago Burger Co.

Stop by the NIC MAP Vision meeting room or scan the QR code to schedule a meeting in advance.

General Information

Business Center

A Fed-Ex managed business center is available for use during the following times:

Sunday, October 22:	8:00 a.m. – 3:00 p.m.
Monday, October 23:	8:00 a.m. – 5:00 p.m.
Tuesday, October 24:	8:00 a.m. – 5:00 p.m.
Wednesday, October 25:	8:00 a.m. – 5:00 p.m.

Lost and Found

Any lost items may be available to claim at NIC Registration. NIC will secure items until the end of each day and then turn them over to the Sheraton Grand Chicago Riverwalk security.

Minyan

A space is available for use to observe Minyan.

Location:

Meeting Level, Level 2 – Tennessee

Monday, October 23:	6:00 p.m. – 8:00 p.m.
Tuesday, October 24:	6:00 a.m. – 8:00 a.m. & 6:00 p.m. – 8:00 p.m.
Wednesday, October 25:	6:00 a.m. – 8:00 a.m.

Photos and Videos

NIC reserves the right to use photographs/video taken of attendees at the conference for its purposes. Attendees waive any right to inspect or approve finished photographs/video or copy used for promotional purposes.

Speaker Presentations

Attendees can view available session slides via the NIC Conference Mobile App.



Need Assistance?

Conference Concierges are located throughout the conference space and will be delighted to assist you with any needs you might have—from mobile device chargers to other personal comforts.



Be Social

Join the social buzz & share your conference experience using

#NICFALL23



ntl_invctr



Education Sessions

Location:

Ballroom Level, Level 4 - Sheraton Ballroom

For decades, data, connections, and insights from 'The NIC' have fueled investors, owners, and operators to adopt new strategies or adapt existing practices to changing times.

The 2023 NIC Fall Conference speakers will share the latest information on the state of the industry, the economy, and capital market trends, as well as evidence-based solutions and concrete strategies that attendees can leverage for success.

This year's program offers ten not-to-be-missed sessions—designed to inform, inspire and provide actionable insights that will help drive your business success in the years to come.

All sessions will take place in the Sheraton Ballroom. Attendees will enjoy comfortable seating in the main stage ballroom or around the corner in our livestreaming lounge.



NIC Talks

For the first time since 2019, NIC Talks is back live and now on the Main Stage at the 2023 NIC Fall Conference. Provocative presenters and ideas have been curated to share trends, the latest research, and areas for innovation, partnerships, and investment to help address the future of aging.



Daily Session Schedule

Monday, October 23

Main Stage Sessions

- 3:00 p.m. – 4:00 p.m. Unlocking the Potential of Creative Capital Structures
4:30 p.m. – 5:30 p.m. Inclusive Labor Practices in Senior Housing and Skilled Nursing

3:00 p.m. – 4:00 p.m. | Main Stage Session

Unlocking Creative Capital Relationships

The combined shock of the pandemic and the disruption in the capital markets is providing an opportunity for operators and capital providers to rethink their business models. Debra Cafaro and Shankh Mitra will discuss ways Ventas and Welltower are reshaping their companies for long-term sector growth through proactive portfolio management and strengthening operator relationships.

Moderator:

Randy Richardson, Former President and CEO, Vi Living

Panelists:

Debra Cafaro, CEO, Ventas
Shankh Mitra, CEO, Welltower

4:30 p.m. – 5:30 p.m. | Main Stage Session

Inclusive Labor Practices in Senior Housing and Skilled Nursing

Inclusive Labor Practices in Senior Housing and Skilled? will focus on the equity component of diversity, equity, and inclusion (DEI) in senior housing and skilled nursing. This executive panel will discuss how to effectively provide advancement opportunities for staff and what investment is needed to fund such programs. Learn how providing opportunities for professional development and investing in the career trajectory of staff can enhance employee morale, increase productivity, improve resident satisfaction and outcomes, and contribute to the organization's bottom line.

Moderator:

Sarah Dirks, EVO of Business Development, Pinnacle Quality Insight

Panelists:

Jill Brosig, Managing Director, Chief Impact Officer, Harrison Street
Leigh Ann Barney, President & CEO, Trilogy Health Services, LLC



SCAN ME



Connect with Attendees During and After the NIC Fall Conference!

Also, access the conference schedule, speaker presentations, and much more in the app.



Daily Session Schedule

Tuesday, October 24

Main Stage Sessions

8:00 a.m. – 9:00 a.m.	Keynote Speaker: Alzheimer's Association Update
9:30 a.m. – 10:30 a.m.	Economic Keynote: The Influence of Policy and Economics in the Current Global Risk Environment
11:00 a.m. – 12:00 p.m.	The Evolution of Management Companies: What Can We Expect?
1:15 p.m. – 2:30 p.m.	NIC Talks
3:00 p.m. – 4:00 p.m.	Deep Dive on the Debt Market
4:30 p.m. – 5:30 p.m.	Next Generation Consumer

8:00 a.m. – 9:00 a.m. | Main Stage Session

Keynote Speaker: Alzheimer's Association Update

Joanne Pike, DrPH, is president and, as of 2023, the new CEO of the Alzheimer's Association, the leading voluntary health organization in Alzheimer's and dementia care, support, and research. Dr. Pike is leading the organization during a transformational period. Novel treatments for people living with Alzheimer's are emerging, and equitable access—as well as reaching all those affected with education and support—has never been more important. With her progressive experience in social support and public health, Dr. Pike will address during her keynote presentation how the Alzheimer's Association is working to improve everyday life for millions of people, caregivers, and families—especially during this pivotal period in Alzheimer's research, with significant implications for public health and the treatment community.

Moderator:

Kurt Read, Managing Director, RSF Partners

Speakers:

Joanne Pike, CEO, Alzheimer's Association

Rob Egge, Chief Public Policy Officer, Alzheimer's Association



9:30 a.m. – 10:30 a.m. | Main Stage Session

Economic Keynote: The Influence of Policy and Economics in the Current Global Risk Environment

Former Speaker of the House of Representatives Paul Ryan possesses unparalleled insights and experience across a wide range of transformative business, economic, policy, and geopolitical issues, and their potential to reshape society. Sharing his expertise, as well as valuable takeaways relevant to the success of any organization or individual, Speaker Ryan will provide an easily digestible explanation of the interconnectivity of all the elements in play in the current risk environment. He will thoughtfully outline potential scenarios for how pivotal policy decisions may play out and put forth practical action steps for developing solutions for tomorrow's issues, today.

Moderator:

Bob Hillis, Chairman, CEO and Founder, Direct Supply/Aptura

Speaker:

Paul Ryan, Former Speaker of the House of Representatives



11:00 a.m. – 12:00 p.m. | Main Stage Session

The Evolution of Management Companies: What Can We Expect?

Senior housing properties are an attractive opportunity for many investors and capital providers. However, the success of these investments largely depends on the management and operational performance of the properties. 'The Emergence of Management Companies: What Can We Expect?' will discuss the evolution of the role of management companies within the industry, including market trends and capitalization of management companies. Learn from industry executives about the challenges and opportunities they foresee with the emergence of management companies within the senior housing sector.

Moderator:

Justin Hutchens, EVP, Senior Housing and Chief Investment Officer, Ventas

Speakers:

Thomas Grape, Chairman and CEO, Benchmark Senior Living

Richard Hutchinson, CEO, Discovery Management Group

Tana Gall, President, Merrill Gardens



NIC Talks

1:15 p.m. – 2:30 p.m. | Main Stage

The not-to-be missed NIC Talks series is back by popular demand! NIC Talks are designed to educate, challenge, and inspire your thinking about aging and the longevity economy. There will be four industry and non-industry thought leaders who will address the question, 'How am I (or my company) changing the future of aging?'

Moderator:

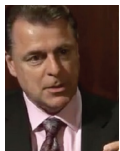
Bob Kramer, Founder, Nexus Insights and Co-founder, Strategic Advisor & former CEO, NIC



NIC Talks: The Digital Transformation of Senior Living through Generative AI

The senior living landscape is at a pivotal moment. With the power of generative AI and foundation models, we're witnessing more than just incremental change; it's a transformation. Hanh Brown, founder of Think Ai6 and The Boomer Living Podcast, will help you envision the potential impact of AI on three key areas of your business: customer experience, workforce, and sales and marketing, and provide her five key tips for getting started.

Speaker: Hanh Brown, Founder and CEO, ThinkA16 and TheAging



NIC Talks: Exploring Lifestyle-Centric Housing: Insights from Gerard van Grinsven

Discover the innovative perspective of Gerard van Grinsven, COO/Partner of Waterstone Properties Group, as he discusses his hospitality-inspired strategy for upcoming ventures. With a track record spanning The Ritz-Carlton, Henry Ford Hospital, and the dynamic Rock Row mixed-use development in Portland, ME, van Grinsven will unveil a treasure trove of insights. These lessons have culminated in a distinctive "experience blueprint" for every project, yielding remarkable financial gains, improved well-being, and thriving staffing results.

Speaker: Garard van Grinsven, CEO, Van Grinsven Hospitality Group



NIC Talks: Smart Technology Isn't Everything. Believe Me, I'm an Apple Inventor

Ever wonder why so many tech gadgets don't work for older adults and people with disabilities? It's because they're often designed to make healthy people healthier and fast people faster. Dhaval C. Patel, CEO, Lotus Laboratories, Inc., and former organization leader at Apple for iPhone, Watch and Airpods with 37 patents and an "Individual of Extraordinary Ability" as accredited by the U.S. Government, will teach you what to look for in new technologies—allowing you to wade through new offers and make the best choices for your residents.

Speaker: Dhaval Patel, CEO, Lotus Labs



NIC Talks: Bringing Together Healthcare and Housing to Stimulate Move-ins and Margins

Senior housing has a healthcare problem. For too long, providers have been reluctant to embrace healthcare delivery, missing crucial opportunities to grow the business and build partnerships with the healthcare industry. Older adults say they want to age at home, but as they face declines in health, mobility, and cognition, more of them—especially the middle market—will embrace senior housing. Join Caroline Pearson, the Executive Director of The Peterson Center on Healthcare as she shares how by thoughtfully integrating residents' medical care into senior housing properties, the industry can attract new residents and deliver better health outcomes.

Speaker: Caroline Pearson, Executive Director, Peterson Center on Healthcare

3:00 p.m. – 4:00 p.m. | Main Stage Session

Deep Dive on the Debt Market

Today's higher interest rates and tightening credit markets have made it significantly more costly and often difficult to borrow money. Many loans today require recourse, face lower loan-to-value ratios, stricter loan covenants, and higher all-in rates. In addition, the three Regional Bank failures are likely to exert greater caution across the Bank market as they experience more regulatory scrutiny. Sponsors are seeing both credit and capacity issues in lending. This panel of lenders will not only detail the current underwriting criteria and financing terms but will also explain the circumstances that have led to current debt market challenges and will speak to the prospective trends into 2024.

Moderator:

Aaron Becker, Senior Manager Director, Head of Seniors Housing & Healthcare Production

Panelists:

Lori Coombs, Managing Director, Wells Fargo

Brian Heagler, SVP & Senior Banker, KeyBank

David Young, Managing Director, Locust Point Capital, Inc.

Robb Chapin, Chief Executive Officer, Bridge Investment Group



4:30 p.m. – 5:30 p.m. | Main Stage Session

Next Generation Consumer

'Next Generation Consumer' will discuss the characteristics and attributes of the industry's future consumers, and how community design, programming and operations should adapt to attract them, thus driving higher penetration rates across all segments of senior housing. Join experts to learn about emerging trends, best practices and new technologies that have the ability to shift the consumers' perceptions of senior living from needs-based communities to communities sought after by consumers by prioritizing consumer preferences, promoting socialization and wellness, and ultimately enabling purpose and enriching the lives of residents. This panel will discuss the future consumers across various segments from active adult rental properties to full service senior living and CCRCs including "The Forgotten Middle."

Moderator:

Helen Foster, Principal, Foster Strategy

Panelists:

Andy Cohen, CFA of US Investments, Welltower

Rodney Harrell, PhD, Vice President, AARP Public Policy Institute

Stephanie Harris, CEO, Arrow

Brett Robinson, Managing Director, Greystar



Headshot Lounge

Need to update your professional photo? Put your best face forward and stop by the Headshot Lounge to have your complimentary portrait taken.

Daily Session Schedule

Wednesday, October 25

Main Stage Sessions

8:30 a.m. – 9:30 a.m. Skilled Nursing Keynote: Navigating the Current Skilled Nursing Environment
10:00 a.m. – 11:00 a.m. State of Capital Markets and Valuations

8:30 a.m. – 9:30 a.m. | Main Stage Session

Skilled Nursing Keynote: Navigating the Current Skilled Nursing Environment

The skilled nursing sector has seen numerous challenges over the past few years, including pandemic impacts, regulatory changes, managed care expansion, staffing shortages and the move to home and community-based services. This tsunami of events is causing operational and financial hardship for operators and investors alike. Despite these threats, the skilled nursing sector still presents opportunity for growth given the demographics of the aging population and the sector's place in the post-acute healthcare delivery system. This skilled nursing keynote will feature Phil Fogg Jr., CEO and President of Marquis Companies, providing keen insights into how to not only survive, but thrive given the current challenges faced by the industry.

Moderator:

Doug Korey, EVP, Managing Director of Business Development, LTC Properties, Inc.

Speaker:

Phil Fogg, Jr., CEO, Marquis Companies



10:00 a.m. – 11:00 a.m. | Main Stage Session

State of Capital Markets and Valuations

The seniors housing & care sector is in the midst of 'the Great Recalibration' as various crosscurrents affect investor sentiment and valuation strategy. Property market performance continues to accelerate amidst ongoing capital market dislocation. Investors are rethinking their strategies as they look to opportunistically deploy capital. Hear from industry insiders on how valuations are being determined and the turbulent capital market conditions are being navigated.

Moderator:

Zach Bowyer, MAI, MRICS, Head of Living Sectors, Cushman & Wakefield, Inc.

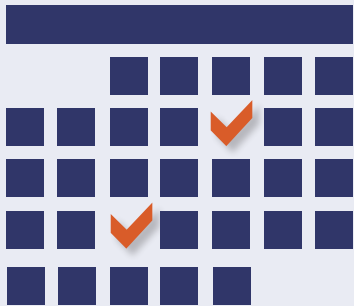
Speakers:

Benjamin Firestone, CEO and Founder, Blueprint Healthcare Real Estate Advisors

Lundat Kassa, Vice President, Bellwether Enterprise

Arick Morton, Chief Executive Officer, NIC MAP Vision

Nicole Sermier, Executive Managing Director, Sculptor Real Estate



SAVE THE DATES

2024 NIC Spring Conference

March 5-7
Dallas, TX

2024 NIC Fall Conference

September 23-25
Washington, D.C.

2024 NIC Data & Analytics Conference

May 21-22, 2024
Minneapolis, MN

NIC Academy

Fundamentals of Underwriting Senior Housing & Care Certificate Program

Enrollment is now open.

About NIC

NIC's Mission Statement: Enabling access and choice by providing data, analytics, and connections that bring together investors and providers.

The National Investment Center for Seniors Housing & Care (NIC), is a 501(c)(3) organization, working to enable access and choice for older adults by providing data, analytics, and connections that bring together investors and providers.

NIC promotes transparency, which improves the flow of capital. Thousands of subscribers enjoy original content published by NIC every week of the year, including interviews, analysis, the latest market trends, industry insights, and more.

NIC is also a platform for thought leadership and a catalyst for a new generation of leaders and innovators. We support a bright future through our Future Leaders Council, internship program, scholarships, academic outreach, and research partnerships.

Partners and sponsors have many valuable opportunities to align with our brand and our mission. [Learn More.](#)

To stay abreast of the latest actionable insights, subscribe for updates at NIC.ORG/Subscribe.



Sponsorship Opportunities

Whether your goal is to gain year-round brand visibility, boost executive exposure and corporate thought leadership, grow your footprint at a premier national event, or align with the NIC mission, NIC offers a variety of options, all of which connect you with decision-makers in senior living.

NIC produces and publishes timely, original content every week of the year. NIC content is often quoted in industry and national news outlets and is widely trusted and relied upon across the industry. Your sponsorship aligns your brand with the most trusted source of insight and thought leadership available in senior housing. We also offer sponsors the opportunity to submit their own original content, from white papers to leader interviews.

Event Sponsorships

NIC convenes leaders in the senior living industry at events large and small, including the year's most important industry events, the NIC Fall Conference, NIC Spring Conference, and now the NIC Data & Analytics Conference.

Visit nic.org/sponsorship today!

STOP BY AND SAY HI

NIC's Senior Relationship Development Manager, Staci Goff will be on-site at the 2023 NIC Fall Conference to answer any sponsorship questions and provide information about future opportunities.

Ballroom Level, Level 4 – Chicago Ballroom Networking Lounge

Thank You Corporate Partners

The support from strategic alliance, premier and official partners helps NIC deliver its mission through research, analytics, data, education, and connection that increase transparency in the senior housing and care sector.

Strategic Alliance



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We would like to thank our sponsors for their support and commitment to advancing NIC's mission.



Schedule at-a-Glance



Evening Amenity Tuesday



Individual Private Workspaces



Welcome Signage



Mirror Clings and Amenity Trays



Headshot Lounge



"Know Before You Go" Email



NIC Notes Blog Interview Article



Evening Dessert Cart - Monday



NIC Networking Reception



Shoe Shine Station



Attendee Wi-Fi



Post-Conference Recap Email



Tip of the Week



Schedule at-a-Glance



NIC Welcome Reception



Event Website



Arrival Amenity



Hydration Station - Guest Rooms



Escalator Clings



Snack Cart



NIC Café



Women's Networking Meetup



LinkedIn® Corner



Kosher Accommodations



NIC Notes Blog Interview Article



SEE A BRIGHTER WAY

Networking Lounge



Specialty Coffee Bar



Conference Concierge



Street Fare Food Trucks



LUMENT

Networking Lounge



Evening Amenity - Monday



Conference Concierge



Networking Lounge Loews



Hotel Room Keys



Street Fare Food Trucks



Relaxation Station



Hydration Station - Conference Space



First-time Attendee Webinar,
Gathering, and Reserved Seating Area



Badges & Lanyards



Kosher Accommodations



NIC Welcome Reception



NIC Notes Blog Interview Article



Meetup Points



NIC Chats on-the-Road Podcast



Evening Dessert Cart - Tuesday



Education Break Station



Tip of the Week



Kosher Accommodations



Electronic Final Program



Electronic Attendee Listing



Mobile Charging



NIC Networking Reception



Escalator Clings



Electronic Preliminary Program



Welcome Area Gesture



NIC Scholarship Program



Evening Car Service



Elevator Clings



NIC/ASHA/Argentum Leadership Reception

Thank You!

2023 NIC Fall Conference Program Committee

Susan Barlow, Co-chair, Co-founder, Managing Partner & COO, Blue Moon Capital Partners

Leigh Ann Barney, Chief Executive Officer, Trilogy Health Services

Aaron Becker, Senior Managing Director, Housing & Healthcare Production, Lument

Zachary Bowyer, Senior Managing Director, Cushman & Wakefield

Ray Braun, President & CEO, NIC

Jill Brosig, Operating Partner Services & Sustainability Co-chair, Harrison Street Real Estate Capital

Mitch Brown, Principal, Senior Housing Consulting

Randy Bufford, President & CEO, Synchrony Health Services

Lori Coombs, Managing Director, Wells Fargo Multi-Family Capital

Joe Daniels, Vice President of Business Development, Direct Supply/Aptura

Ben Firestone, Executive Managing Director & Co-founder, Blueprint Healthcare Real Estate Advisors

Tana Gall, President, Merrill Gardens

Bre Grubbs, Partner & Chief Strategy Officer, Leisure Care

Dave Harper, Senior Vice President, Capital One Healthcare Real Estate

Chuck Harry, Chief Operating Officer, NIC

Justin Hutchens, EVP, Senior Housing (North America) & Chief Investment Officer, Ventas, Inc.

Michelle Kelly, SVP, Investments, National Health Investors

Beth Mace, NIC Special Advisor

Arick Morton, Chief Executive Officer, NIC MAP Vision

Sevy Petras, Chief Executive Officer, Priority Life Care

Kurt Read, Co-chair, Managing Director, RSF Partners

Matthew Ruark, SVP & Head of Commercial & Healthcare Production, Keybank Real Estate Capital Market Group

Steven Schmidt, National Director, Senior Housing Lending, Freddie Mac

Ken Segarnick, Chief Corporate Officer, Brandywine Living

Joshua Stevens, Chief Corporate Officer, EmpowerMe Wellness

Brian Sunday, Managing Director/Senior Portfolio Manager, AEW Capital Management, L.P.

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Levin | The SeniorCare Investor

McKnight's | Long-Term Care News & Senior Living

Senior Living Foresight

SeniorTrade



High Stakes. High Volume. High Impact.

Our law firm is uniquely positioned to partner with providers in the senior housing industry, whether equity providers, debt providers, owners, operators, or other care providers, to develop successful strategies for navigating and responding to industry-specific pressures. We foster a collaborative approach, offering clients comprehensive, thoughtful, real-world solutions that positively impact their strategies and operations.

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