Seniors Housing Regional Symposium 2012:
Access to Capital in a Changing Market
Thank you for joining us at the sixth annual Seniors Housing Regional Symposium, Access to Capital in a Changing Market. The theme of this year’s Symposium is timely and relevant as we develop strategies for accessing capital and implement sustainable business plans that support growth and opportunity. Along with unparalleled networking opportunities, this year’s Symposium features sessions that will address current challenges, opportunities and key strategies for lenders, investors and operators. In addition, we invite you to attend our general sessions featuring powerhouse keynote speakers:

Robert M. White, Jr., Founder and President of Real Capital Analytics | Monday’s Opening General Session: Seniors Housing Transactions: Volume and Pricing Terms.

Governor Tommy Thompson, Former HHS Secretary | Monday’s Joint Networking Luncheon: The Politics of Healthcare Reform and Deficit Reduction and its Impact on Seniors Housing & Care.

Stuart Hoffman, Chief Economist with PNC Financial Services Group | Tuesday’s Opening General Session: Residential Housing and Employment Forecasts and the Significance for Seniors Housing.

Dr. Peter Morici, Professor of Business and Public Policy, University of Maryland | Tuesday’s Joint Networking Luncheon: Domestic and International Economic Issues: More Than Headlines, They’re Game Changers.

Be sure to take advantage of the full breadth of educational, networking and deal-making opportunities the Seniors Housing Regional Symposium 2012 has to offer.

Thank you for joining us!

ANGELA MAGO
Executive Vice President
KeyBank Real Estate Capital-Healthcare Group

STEPHANIE ANDERSON
Chief Acquisitions Officer
Seniors Housing
Health Care REIT, Inc.

Seniors Housing Regional Symposium Planning Committee Co-Chairs 2012
## SESSION SCHEDULES

### SUNDAY, MARCH 25, 2012

<table>
<thead>
<tr>
<th>Time</th>
<th>Event</th>
</tr>
</thead>
<tbody>
<tr>
<td>3:00 pm – 7:00 pm</td>
<td>Registration (Mizner Center), Networking Lounge (Royal Palm Ballroom and Spanish Terrace) and NIC Cyber Café &amp; Data Center Open (Royal Palm Pre-Assembly)</td>
</tr>
<tr>
<td>4:00 pm – 5:00 pm</td>
<td>Kosher Hour (Invitation Only) (Valencia)</td>
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<tr>
<td>5:00 pm – 7:00 pm</td>
<td>Joint Opening Reception (Great Lawn)</td>
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### MONDAY, MARCH 26, 2012

<table>
<thead>
<tr>
<th>Time</th>
<th>Event</th>
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<tbody>
<tr>
<td>7:30 am – 8:30 am</td>
<td>Continental Breakfast (Grand Pre-Assembly)</td>
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<tr>
<td>7:30 am – 8:30 am</td>
<td>First-Time Attendee Breakfast (Estate III)</td>
</tr>
<tr>
<td>7:30 am – 7:00 pm</td>
<td>Registration (Mizner Center), Networking Lounge (Royal Palm Ballroom and Spanish Terrace) and NIC Cyber Café &amp; Data Center Open (Royal Palm Pre-Assembly)</td>
</tr>
<tr>
<td>8:30 am – 10:00 am</td>
<td>General Session - Robert M. White, Jr., Founder and President, Real Capital Analytics Seniors Housing Transactions: Volume and Pricing Terms (Grand Ballroom A-E)</td>
</tr>
<tr>
<td>10:00 am – 10:45 am</td>
<td>Networking Break (Grand Pre-Assembly)</td>
</tr>
<tr>
<td>10:45 am – 11:45 am</td>
<td>Concurrent Breakout Sessions</td>
</tr>
<tr>
<td>12:00 pm – 1:30 pm</td>
<td>Joint Luncheon - Governor Tommy Thompson, Former HHS Secretary The Politics of Healthcare Reform and Deficit Reduction and its Impact on Seniors Housing and Care (Grand Ballroom A-E)</td>
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### TUESDAY, MARCH 27, 2012

<table>
<thead>
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<tbody>
<tr>
<td>7:30 am – 8:30 am</td>
<td>Continental Breakfast (Grand Pre-Assembly)</td>
</tr>
<tr>
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</tr>
</tbody>
</table>
SESSION SCHEDULES

TUESDAY, MARCH 27, 2012

1:45 pm – 3:15 pm  Concurrent Breakout Sessions
   The Deals You Wish You Never Did (Royal Palm IX-X)
   Leveraging Data and Analytics to Drive Business Decisions (Royal Palm VII-VIII)
   Loan Packages: More Than Just a Numbers Game (Estate I-II)

3:15 pm – 3:30 pm  Brief Refreshment Break (Grand Pre-Assembly)

3:30 pm – 5:00 pm  Concurrent Breakout Sessions
   Acquisition vs. Development: Assessing Your Options (Royal Palm IX-X)
   It Takes More Than a Great Idea to Obtain Capital (Royal Palm VII-VIII)

5:00 pm – 6:30 pm  Joint “Meet the Capital Providers” Reception (Grand Ballroom G-I)

5:00 pm – 6:30 pm  VIP Appreciation Dinner (Invitation Only) (Lucca Restaurant)

GENERAL INFORMATION

NIC BADGE CODES

• Green - Financial Intermediary, Investor-Equity Provider, Lender-Debt Provider
• Red - Operator
• Orange - Developer
• Black - Industry Services - Other

RESOURCES AND MATERIALS

Attendee Resources

In addition to this Final Program, your event bag includes the materials listed below. Unwanted bags may be dropped off at the NIC Registration Desk in Royal Palm Pre-Assembly and will be donated to a local charity—The Florida Free Store for Teachers.

Event Guide to Investors
The NIC Event Guide to Investors includes company profiles and contact information for all registered lenders, investors and financial intermediaries who submitted their completed information forms before March 9. The Event Guide connects operators seeking financing with debt and equity capital providers to the sector. (Sponsored by: GE Capital, Healthcare Financial Services)

Speaker Presentations Web Page and Notepad
This year’s speaker presentations and bios are made available to you for download in the Attendee Resources section of our website. Visit the Cyber Café to print the most up-to-date presentations for sessions you will attend. (Sponsored by: Surface Logic)

Attendee Listing
Attendees were given the option of including either full or abbreviated contact information in the Attendee Listing. More information may be available online on the Attendee Resources page of www.nic.org.

SAVE $50 OFF ANY ONE REPORT OR PUBLICATION

Present this coupon at the Data Center to receive $50 off any one NIC MAP Report or NIC Research Publication.

Offer only valid on-site at the 2012 NIC Seniors Housing Regional Symposium and Skilled Nursing Investment Forum. Limit one coupon per attendee. Expires Tuesday, March 27, 2012.
SESSION AUDIO RECORDINGS

Recordings of most breakout and general sessions are available for purchase at a special, on-site discounted rate. Recordings can be ordered at the Convention Recordings International Inc. table located in the Royal Palm Pre-Assembly area during registration hours. An order form can be found in your event materials bag. Each attendee is entitled to one complimentary session recording with the coupon on page 17. (Sponsored by: Walker & Dunlop)

ON-SITE INFORMATION

Networking Lounge

Two networking lounges located in the Royal Palm Ballroom and outside on the Spanish Terrace are available for use throughout the Event. These spaces provide comfortable places for attendees to conduct business, with small group table settings to accommodate your meeting needs. The Networking Lounges are only open to registered attendees and a meeting badge must be displayed for access.

Fitness Club

Access to the Fitness Club is included in your room rate, including the fitness center, fitness classes and locker room. Access The Cloister Fitness Club during the following hours:

- 5:00 am – 8:00 pm - Monday – Friday
- 6:00 am – 7:00 pm - Saturday and Sunday

Golf and Tennis access available for an additional fee.

Shipping Service

For your convenience, a representative from the hotel’s shipping department will be available outside the NIC General Sessions in the Grand Pre-Assembly area during the following hours to assist you with any materials you need to ship back to your office:

- 6:00 pm – 7:30 pm - Tuesday

NIC Contact Information

The best way to reach a member of the NIC staff is to call the NIC Registration Line at (301) 789-9624. In order to reach an attendee, please call the hotel’s main number, (888) 543-1277 and leave a message in the attendee’s room. NIC Staff members are not able to page conference participants.

Lost and Found

Lost and found is located at the NIC Registration Desk. At the conclusion of the event, any found items not claimed will be turned over to Boca Raton Resort security.

On-Site Photographer

There will be an NIC photographer taking photos of this year’s Symposium. As an event participant, you agree to be included in photographs that may be used for future publicity or marketing materials. (Sponsored by: Kronos)

Table Space for Sponsor Materials

Please note that the tables provided in the Grand Pre-Assembly area are for NIC sponsor materials only. Any unauthorized materials will be disposed of.

THANK YOU

NIC would like to thank the 2012 Seniors Housing Regional Symposium Planning Committee:

- Don Ambrose, President, Ambrose Capital Group
- Stephanie Anderson, Chief Acquisitions Officer-Seniors Housing, Health Care REIT, Inc. (Committee Co-Chair)
- Daniel Biron, Senior Vice President, Berkadia (Education & Networking Committee Chair)
- Timothy Buchanan, CEO, Legend Senior Living
- Peter Delmage, Senior Vice President, GE Capital Healthcare Financial Services
- Paul Dendy, President, Milestone Retirement Communities

- Paul Gordon, Partner, Hanson Bridgett
- Matthew Huber, Healthcare Division Manager, Senior Vice President, First Niagara Bank
- Angela Maga, Executive Vice President, KeyBank Real Estate Capital-Healthcare Group (Committee Co-Chair)
- Christian Maingot, Senior Vice President, Brookdale Senior Living
- Shalini Nehra, Associate Director-Production & Sales, Freddie Mac
- Jung Park, Director, CapitalSource
- Wallace Saunders, President & Chief Corporate Officer, Senior Living Communities
- Kenneth Segarnick, Chief Operating Officer, Brandywine Senior Living
- William Shorten, Founder & Principal, Cascade Living Group
- Scott Stewart, Managing Partner, CSH
- Cathy Voreyer, Managing Director, Wells Fargo Multifamily Capital
GENERAL INFORMATION

CYBER CAFÉ & DATA CENTER

The Cyber Café is open throughout the conference and features laptops attendees may use to check email, complete small print jobs, and view the most up-to-date attendee list and speaker presentations. (Sponsored by: Genesis Rehab Services)

Visit the Data Center to learn more about NIC’s data and research offerings, including NIC MAP, the NIC MAP Portfolios Program, the RCA-NIC Seniors Housing & Care U.S. Quarterly Report and the NIC Investment Guide.

Request a complimentary web demonstration to view the latest enhancements recently released to the MAP portal, which include the integration of transaction data, customizable dashboards and charting capabilities.

Use the coupon located in this final program to save $50 off any one NIC MAP Report or NIC Research Publication.

IS YOUR PHONE TURNED OFF?

Out of courtesy for your colleagues and the speakers who are participating in the Symposium, please keep your cell phone ringer turned off and refrain from conversations during all sessions. Thank you.

SPONSORS

PLATINUM SPONSORS:

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NIC Nightcap with MidCap

Surface Logic
Kosher Accommodations & Speaker Presentation
Webpage & Notepad
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Limitless Technology
Speaker Lounge

Love Funding
Monday Morning Coffee & Networking Break

Madison Commercial
Real Estate Services & Madison SPECS
Kosher Accommodations

PNC Real Estate
Keynote Address by Stuart Hoffman

Sentio Healthcare Properties, Inc.
Tuesday Morning Coffee & Networking Break

The PrivateBank
Kosher Accommodations

Waller Lansden Dortch & Davis LLP
Monday Afternoon Coffee & Networking Break

CORPORATE SPONSOR:
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MEDIA SPONSORS:
Long-Term Living
McKnight’s Assisted Living
McKnight’s Long-Term Care News
Modern Healthcare
Provider Magazine
Senior Housing News
The SeniorCare Investor and Senior Living Business

INDUSTRY SPONSORS:
American Health Care Association (AHCA) / National Center for Assisted Living (NCAL)
American Seniors Housing Association (ASHA)
Assisted Living Federation of America (ALFA)
The Erickson School at University of Maryland Baltimore County
International Council on Active Aging (ICAA)
LeadingAge
MONDAY OPENING GENERAL SESSION
8:30 AM — 10:00 AM (Grand Ballroom A-E)

Robert M. White, Jr., Founder and President, Real Capital Analytics | Seniors Housing Transactions: Volume and Pricing Terms

Whether you're thinking about buying or selling or have already made the decision to do so, what's the value of your property or portfolio of properties? In today's world of capital market disruptions, the stalemate of deficit reductions, healthcare reform and a slow economic recovery, property valuation can often prove opaque.

When you're looking to access capital, you can never have too much information or trending data. Robert M. White, Jr.'s presentation helps you take a close look at today's sales transactions market. Hear expert insights on what's selling—and at what price—as well as:

- Cap Rates, Volume, Key Buyers and Sellers
- An Analysis of the Trends Across Metropolitan Markets, Including Those in Florida
- How Seniors Housing Currently Compares to Other Commercial Real Estate
- One-Off vs. Portfolio Property Sales

Mr. White is Founder and President of Real Capital Analytics—an international research firm that publishes real-time capital market data for commercial real estate, including commercial property values.

- Named by National Real Estate Investor Magazine as One of its “Ten to Watch” in 2005
- One of Institutional Investor's “20 Rising Stars of Real Estate” in 2006
- Real Estate Forum’s “10 CEOs to Watch” in 2007

MONDAY MORNING SESSIONS
10:45 AM — 11:45 AM

Getting a Real Sense of What Communities Are Worth (Royal Palm IX-X)

Following his General Session address, you're invited to continue the conversation with Robert M. White, Jr., Founder and President of Real Capital Analytics, along with Charles Bissell, a National Practice Leader with Integra Realty Resources. Speakers will share their insights and then open the floor to your questions. This is your chance to get expert opinions on the value of seniors housing in your area.

Facilitator:
Don Ambrose
President, Ambrose Capital Group, Inc.

Subject Matter Experts:
Charles Bissell
National Practice Leader, Integra Realty Resources

Clear Approaches to Blurring Levels of Care: Dealing with Acuity Creep (Royal Palm VII-VIII)

Operators are facing acuity creep and the liability risks that come with it, while lenders are challenged to understand different property types and the boundaries between levels of care. Operators will discuss different approaches to this issue. There will also be open dialogue on hot topics such as resident turnover, the “right” to age in place and legal ramifications.

Facilitator:
Paul A. Gordon
Partner, Hanson Bridgett, LLP

Subject Matter Experts:
W. Keith Kreidel
Chief Operating Officer, Haskell Senior Living Solutions

Rita Vann
Senior Vice President, Clinical Services, Brookdale Senior Living
Evaluating Insurance and Risk Management Financing Options—And Saving Money in the Process (Estate I-II)

This session focuses on strategies such as managing, planning and financing, professional liability, workers' compensation and health insurance. Hear insurance experts and providers of various sizes address alternative risk financing tools and what types and sizes of organizations should consider these options. Operators, come ready to share your experiences, questions and ideas.

Facilitator:
**Tom Stanley**
Founder and Principal, Cascade Living Group

Subject Matter Experts:
**Richard Dingman**
Senior Vice President, Lockton Companies, LLC

**Lauren T. Yurick**
Managing Partner, Benefit Resource Group, LLC

**FREE SESSION RECORDING**

Present this coupon at the *Convention Recordings* desk located near the registration desk to place your order for one (1) complimentary session recording.

**Sponsored by: Walker & Dunlop**

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**MONDAY JOINT NETWORKING LUNCHEON**

**12:00 PM — 1:30 PM  (Grand Ballroom A-E)**

**Governor Tommy Thompson | The Politics of Healthcare Reform and Deficit Reduction and its Impact on Seniors Housing and Care**

You’ve seen the headlines. We all know that across numerous issues, partisan politics in Washington are taking a toll on American businesses. No sector is in the crosshairs of deficit reduction debates more than health care, especially post-acute and long-term care for seniors. Governor Tommy Thompson has a topical and relevant perspective that will give you a sense of what is, what isn’t and what may be happening on Capitol Hill, in the White House and inside CMS within the immediate future. This is an opportunity to get the pulse of the industry from inside the Beltway:

- An Insider’s View of Healthcare Reform
- The Dynamics Between Healthcare Reform and Deficit Reduction
- Expectations in the Run-Up to the 2012 Elections
- A Look at a Post-Election America

Governor Thompson is a respected and experienced policy-maker and politician, and is currently a partner at the law firm of Akin Gump Strauss Hauer & Feld.

- 42nd Governor of Wisconsin
- 2008 Candidate for the Presidency of the United States
- Former Head of the U.S. Department of Health and Human Services (HHS)
- Oversaw the Centers for Medicare & Medicaid Services (CMS)
MONDAY SCHEDULE

MONDAY MID-AFTERNOON SESSIONS
1:45 PM — 3:15 PM

Who’s Lending on What Terms (Royal Palm IX-X)

If you’re an operator wondering which products and financing sources are the best fit for you, this session has the answers. Representatives from groups including conventional lenders, REITs, HUD, investment bankers and agencies will provide a clear picture of how each financier structures and underwrites transactions, the types of financing their operator customers look for and what’s been most successful in today’s marketplace.

Moderator:
Chris Taylor
Senior Vice President, GE Capital, Healthcare Financial Services

Speakers:
Philip Kayden
Director-Real Estate Investments, Ventas

MattRyan
Senior Vice President, Houlihan Lokey

Research for Targeting Markets and Underwriting Properties (Royal Palm VII-VIII)

The challenges of turnarounds and repositioning are diverse. A panel of seniors housing operators will take a case study approach to actual turnarounds with issues that may mirror your own. Get your questions answered by experienced operators that can offer insightful, real-world solutions.

Moderator:
Aaron D’Costa
Chief Business Development Officer, Pathways Senior Living

Speakers:
Roger Bernier
President/COO, Chelsea Senior Living

Susannah Myerson
Director, Strategic Initiatives, Watermark Retirement Communities

Case Studies in Successful Property Turnarounds and Repositioning (Royal Palm VII-VIII)

The challenges of turnarounds and repositioning are diverse. A panel of seniors housing operators will take a case study approach to actual turnarounds with issues that may mirror your own. Get your questions answered by experienced operators that can offer insightful, real-world solutions.

Moderator:
Aaron D’Costa
Chief Business Development Officer, Pathways Senior Living

Speakers:
Roger Bernier
President/COO, Chelsea Senior Living

Susannah Myerson
Director, Strategic Initiatives, Watermark Retirement Communities

MONDAY LATE-AFTERNOON SESSIONS
4:00 PM — 5:30 PM

Developing Your Plan for Successful, Smart Development (Royal Palm IX-X)

As a small to mid-size operator, learn how historic trends and current supply and demand characteristics provide valuable insight into today’s market. The session will cover the spectrum of ownership opportunities, from development feasibility and design, to finding the right lender and understanding exit strategies. Representatives from every step of the process will help you begin creating your development strategy while assessing the risks and challenges along the way.

Moderator:
Christian Maingot
Senior Vice President, Brookdale Senior Living

Speakers:
Chris Cain
Senior Vice President, BBVA Compass

Chris Kazantis
Director, AEW Capital Management

Research for Targeting Markets and Underwriting Properties (Royal Palm VII-VIII)

Join us for this roundtable discussion as we identify the research and analysis practices available to both target markets for property acquisitions or development and underwrite properties. Learn what information your peers—other investors, lenders, operators or developers—are using to make decisions. Hear what you should be considering when assessing opportunities in order to create value and connect to capital. This insightful discussion will likely touch on data sources, research methodologies, demographic criteria, economic factors and market analysis in general.

Moderator:
Chuck Harry
Director of Research & Analysis, NIC

Subject Matter Experts:
Bill Kauffman
Senior Research Analyst, NIC

Chris McGraw
Research Analyst, NIC

Please note room assignments are subject to change.
TUESDAY OPENING GENERAL SESSION
8:30 AM — 10:00 AM  (Grand Ballroom A-E)

Stuart Hoffman is a nationally recognized expert on residential housing and employment, both of which will play heavily on the future of seniors housing. Mr. Hoffman will share his point of view on the residential housing market and how much longer home prices will remain in the headwinds. You’ll learn what this noted expert is advising his clients in terms of home price appreciation and which markets he sees as leading the housing recovery. He’ll also share his thoughts on the future pace of job growth, whether this is a jobless recovery, the outlook for interest rates and the financial markets and what the rate of recovery means for you and the entire seniors housing sector.

Mr. Hoffman is Senior Vice President and Chief Economist for PNC Financial Services Group.

- Was named by USA Today as the second most accurate economic and interest rate forecaster in the country
- Currently serves as Chairman of the American Bankers Economic Advisory Committee

TUESDAY CONCURRENT SESSIONS
10:45 AM — 11:45 AM

Driving NOI: Generate Income, Cut Costs and Measure Success (Royal Palm IX-X)

Operators will exchange actionable ideas to improve profitability. Topics include ways to generate additional revenue per occupied unit, reduce expenses/increase efficiency and design targeted financial metrics. The discussion around each topic will dig deep into specific issues facing operators today.

Facilitator:
Wallace Saunders
President and Chief Financial Officer, Senior Living Communities, LLC

Sales and Marketing: Strategies That Drive Real Results (Royal Palm VII-VIII)

Take advantage of this opportunity to discuss with other operators successful strategies that lead to increased sales. Ask questions and bring challenges as we examine the results of a recent NIC sales and marketing performance survey. You’ll also learn lender evaluation criteria for property sales and marketing capabilities from experienced sales and marketing professionals.

Facilitator:
Tim Buchanan
CEO, Legend Senior Living

Subject Matter Experts:
Lawrence A. Cohen
CEO, Capital Senior Living Corporation

Margaret Wylde
President & CEO, ProMatura Group, LLC.
TUESDAY SCHEDULE

TUESDAY JOINT NETWORKING LUNCHEON
12:00 PM — 1:30 PM  (Grand Ballroom A-E)

Joint Luncheon - Dr. Peter Morici, Professor of Business and Public Policy, University of Maryland | Domestic and International Economic Issues: More Than Headlines, They’re Game Changers

The global economy has far-reaching repercussions that are more powerful than most of us realize. What happens “over there” has impact “over here” almost as quickly as it happens. Dr. Peter Morici has a well-earned reputation for speaking his mind, and we’re sure he won’t disappoint those attending his presentation. Dr. Morici will take his years of experience and present the proverbial 30,000-foot view of today’s economic issues and what it all means for you. His presentation will highlight:

• Predictions for the U.S. and Global Economies
• What’s Happening—or Not Happening—in Greece, Italy and Other Debt-Laden Countries
• How European Banks’ Actions Influence U.S. Banks
• The Effects of Europe’s Debt Crisis on the Capital You Want
• What Washington Needs to Do and What Washington is Likely to Do

Dr. Morici is a Professor of Logistics, Business and Public Policy at the Robert H. Smith School of Business, University of Maryland.

• Multiple Guest Appearances on Fox, MSNBC and Many Other Broadcast Networks
• Served as Director of Economics at the U.S. International Trade Commission
• Outspoken Critic of Policies That Negatively Impact America’s Prosperity and Growth

TUESDAY MID-AFTERNOON SESSIONS
1:45 PM — 3:15 PM

The Deals You Wish You Never Did
(Royal Palm IX-X)

Everyone likes to talk about the successful deals they’ve made while proudly mentioning impressive profits, eyebrow-raising IRRS or incredible loan packages. But what about the deals no one wants to talk about? The ones that you’d actually like to forget. For this discussion, experienced seniors housing investment professionals and lenders will walk attendees through case studies on flawed deals. This light “group therapy session” hones in what went wrong and why—and the lessons we can all learn.

Moderator:
Scott Stewart
Managing Partner, Capitol Seniors Housing

Speakers:
Tony Crooks
AEW Capital Management

Carl Mittendorff
Vice President, The Freshwater Group

Tim Sanders
President, Capital Lending & Mortgage Group, LLC

(Continued on Page 25)

Leveraging Data and Analytics to Drive Business Decisions (Royal Palm VII-VIII)

Hear from operators, investors and financiers who use data to identify new opportunities, stay ahead of industry trends, measure and benchmark performance and manage risk. You’ll learn how REITs utilize data to assess target acquisitions and how lenders are applying it when underwriting your deal. Case studies will also illustrate what data is available, including NIC MAP, and how to use it to stay ahead of your competition.

(Continued on Page 25)
TUESDAY SCHEDULE

LEVERAGING DATA AND ANALYTICS TO DRIVE BUSINESS DECISIONS (continued)

Co-Moderators:
Michael Hargrave
Vice President, NIC MAP
Shailini Nehra
Associate Director-Production
& Sales, Freddie Mac

Speakers:
Peter Edeburn
Deputy Chief Underwriter, Oak Grove Capital
John J. Getchey
VP-Seniors Housing Underwriting, Health Care REIT, Inc.

JASON ROCK
Regional Sales and Marketing Startup Manager, Allegro
Senior Living

Margaret I. Scott
Chief Investment Officer, Belmont Village Senior Living

LOAN PACKAGES: MORE THAN JUST A NUMBERS GAME (ESTATE I-II)

Co-Moderators:
Michael Hargrave
Vice President, NIC MAP
Shailini Nehra
Associate Director-Production
& Sales, Freddie Mac

Speakers:
Peter Edeburn
Deputy Chief Underwriter, Oak Grove Capital
John J. Getchey
VP-Seniors Housing Underwriting, Health Care REIT, Inc.

JASON ROCK
Regional Sales and Marketing Startup Manager, Allegro
Senior Living

Margaret I. Scott
Chief Investment Officer, Belmont Village Senior Living

How are today’s lenders analyzing deals, identifying risks and mitigants and underwriting transactions? At this session, hear from experienced lenders that represent construction lending, bridge financing and permanent debt. They’ll share the metrics they use to analyze loan requests and explain the “whats” and “whys” behind their data requirements. Each speaker will recommend the best way for you to present information to ensure your lender is listening.

Moderator:
Cathy Voreyer
Managing Director, Wells Fargo Multifamily Capital

Speakers:
Kristen Ahrens
Senior Vice President, GE Capital, Healthcare Financial Service

Steve Gilleland
Managing Director-Healthcare Development, CapitalSource

Matthew T. Huber
Healthcare Division Manager/Senior Vice President, First Niagara Bank, N.A.

TUESDAY MID-AFTERNOON SESSIONS
3:30 PM — 5:00 PM

ACQUISITION VS. DEVELOPMENT: ASSESSING YOUR OPTIONS (ROYAL PALM IX-X)

Today’s capital environment has created increased consolidation under REITs and public operators. Hear insights from those who participated in the process, including growth strategies for the future. Operators will also discuss their outlook on acquisitions versus development in today’s market, economies of scale and the law of diminishing returns.

Moderator:
Stephanie Anderson
Chief Acquisitions Officer—Seniors Housing, Health Care REIT, Inc.

Speakers:
Marilynn K. Duker
President, Brightview Senior Living
Steven Vick
CEO, Signature Senior Living, LLC

IT TAKES MORE THAN A GREAT IDEA TO OBTAIN CAPITAL (ROYAL PALM VII-VIII)

During the session, our panel of judges will provide expert guidance to operators presenting business plans on how to improve chances when competing for capital. These experienced judges will pose challenging questions designed to help you sharpen the organization and delivery of your plans. Judges will also focus on identifying the less-visible risk factors of each business plan and suggest strategies to address them. Even if you’re not presenting, you’re still sure to benefit.

Co-Moderators:
Kenneth Segarnick
Chief Corporate Officer, Brandywine Senior Living
Steve Blazejewski
Vice President, Health Care REIT, Inc.

Panel of Judges:
Noah Levy
Managing Director, Prudential Real Estate Investors

Eric Mendelsohn
Senior Vice President, Corporate Development, Emeritus Senior Living

John Stasinos
Senior Vice President of Acquisitions, HCP, Inc.

Lisa Widmier
Managing Partner, VantAge Pointe Capital Management & Advisory, Inc.
At Contemporary Healthcare Capital, our knowledge of the healthcare market gives us insight into how it impacts your financing needs. This same knowledge allows us to offer a broad spectrum of financial products and services tailored specifically to you... quickly and efficiently.

For more information, please contact Doug Korey at: 732-578-0533, ext. 222
dkorey@contemporarycapital.com