

2017

# NIC Spring Investment Forum

Unlocking New Value Through  
Senior Care Collaboration

MARCH 22-24 | HILTON SAN DIEGO BAYFRONT | SAN DIEGO, CA

## PRELIMINARY PROGRAM

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# About the NIC Spring Investment Forum

## → Who Attends

The Forum attracts C-suite executives from major seniors housing, skilled nursing, and post-acute care providers and decision makers from health care REITs, private equity firms, national and regional banks, institutional investors, to connect, explore business opportunities, and discuss the trends affecting the industry.

## → Why YOU Should Attend

### **Deliver & Demonstrate Value**

The **2017 NIC Spring Investment Forum** is the only conference that will bring together leaders in healthcare, seniors housing, homecare, finance and care coordination to discuss how the changing demographics of seniors, dramatic changes in healthcare delivery, and advances in technology are fostering opportunities to collaborate in delivering more closely coordinated care.

Meet top decision makers and hear innovative approaches for collaborating with real estate partners and non-real estate-based service providers across the continuum of care. You'll come away with new business connections and practical strategies for taking your organization to the next level.

## → Educational Sessions

There are significant opportunities for seniors housing and skilled nursing operators to collaborate with innovative care delivery and coordination organizations and bring in new capabilities to care for older seniors more efficiently and effectively.

These new collaborations—and the value they can create—will be a key focus area of this year's educational program, which features a mix of sessions on capital and industry trends as well as strategies for unlocking value through partnerships with product and service providers outside operators' customary, real estate-based care silos.

### **Connect ...**

with thought leaders and key decision makers to expand your business associations.

### **Network ...**

to build strategic relationships and identify potential partnerships.

### **Explore ...**

strategies for collaborating beyond customary care silos.

## Schedule at-a-Glance

From comfortable networking spaces that allow you to conduct business meetings to education sessions, the Forum offers you the most efficient transactional-focused event to network and explore new business opportunities.

### WEDNESDAY, MARCH 22

1:00 PM – 3:00 PM	Pre-Conference Networking Opportunity: Capital Connections <i>(Exclusive Opportunity for Operators and Developers)</i>
3:00 PM – 3:30 PM	Networking Break
3:15 PM – 4:30 PM	Concurrent Sessions
4:30 PM – 5:30 PM	First-Time Attendee Power Hour <i>(invitation only)</i>
5:30 PM – 7:00 PM	Welcome Reception



### THURSDAY, MARCH 23

8:00 AM – 9:30 AM	Opening General Session
9:30 AM – 10:00 AM	Networking Break
9:45 AM – 11:00 AM	Concurrent Sessions
11:15 AM – 12:30 PM	Concurrent Sessions
12:30 PM – 2:15 PM	Conference Luncheon with <b>Tom Daschle and Bill Frist, M.D.</b>
2:30 PM – 3:45 PM	Concurrent Sessions
3:45 PM – 4:00 PM	Networking Break
4:00 PM – 5:15 PM	Concurrent Sessions
5:15 PM – 6:45 PM	Networking Reception



### FRIDAY, MARCH 24

8:45 AM – 10:00 AM	Concurrent Sessions
10:00 AM – 10:30 AM	Networking Break
10:30 AM – 11:45 AM	Concurrent Sessions



## Connecting Care with Capital

Over three days, you'll have the opportunity to meet with more decision makers than you might otherwise be able to visit in person all year long.

### → Pre-Conference Networking: Capital Connections (Exclusive Opportunity for Operators and Developers)



For operators and developers looking to access capital, Capital Connections is the place to be. You'll have an opportunity to meet with select capital providers in a relaxed environment. Here's a great chance to discuss financing options, including:

- development and repositioning financing
- mortgages and business loans
- equity, leases, and other partnerships

Capital Connections will be a lively and interactive networking experience. Advisors will be on hand to guide participating capital seekers to the types of capital providers who meet their financing needs. ([See list of participating capital providers.](#))

### → NIC-Hosted Receptions

Connect with peers and make new contacts.

- First-Time Attendee Power Hour  
(invitation only)
- Welcome Reception
- Networking Reception

### → Networking Spaces

Engage with contacts in comfortable spaces throughout the conference to conduct business meetings.

## New to the Forum?

You'll have access to first-time attendee resources including orientation series information before, during, and after the Forum to help you get up to speed and make new connections quickly.



# Demonstrating and Delivering Value

## Program Highlights

Future returns in senior care depend on creating value. This year's programming is expanding to include new topic areas on capturing value and creating successful partnerships along with sessions on economic, valuation, and supply and demand trends. Highlights of these sessions are provided below.

## General Sessions

### Opening General Session

#### THE NEW WORLD OF SENIOR CARE COLLABORATION



ANNE  
TUMLINSON



DEXTER  
BRAFF



LYNNE S.  
KATZMANN



KELSEY  
MELLARD



KURT  
READ

Discover new collaborations seniors housing and skilled nursing operators are exploring to partner with innovative care delivery and coordination organizations in home care, transitional and chronic care management, as well as enhanced primary care. Learn from top real estate and non-real estate-based investors, a seniors housing operator, and a home health executive on how partnerships are driving operational and financial success and creating long-term value for all partners.

## Conference Luncheon

#### THE FUTURE OF SENIOR CARE IN THE NEW ADMINISTRATION

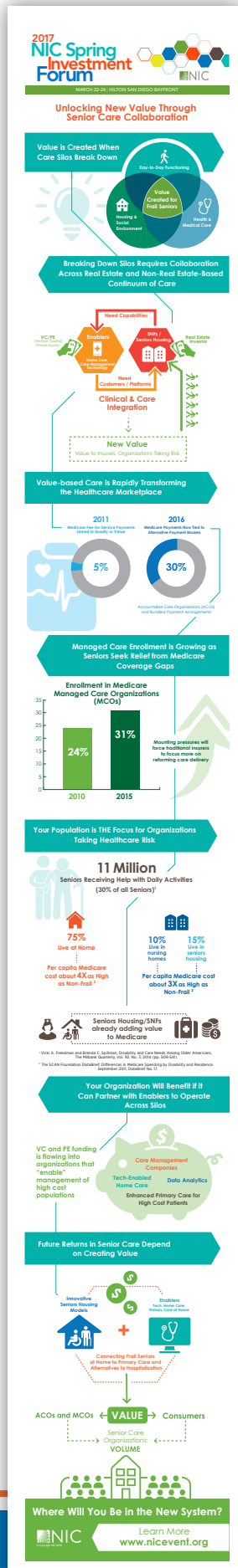


SENATOR  
TOM DASCHLE



SENATOR  
BILL FRIST, M.D.

Hear former Senators **Tom Daschle** and **Bill Frist** discuss the political landscape and how the Trump Administration and Congress are likely to influence health care policy, the move to value-based care, entitlement reform, and tax policy.



## Concurrent Sessions

### CAPTURING VALUE

These sessions highlight operational and financial opportunities some seniors housing and care operators and their investors are exploring beyond real estate transactions, including value-based care collaboration and new technology initiatives.

- **Hot New Investments in Senior Care**  
Gain insight into innovative business models and how they can enhance operational capabilities.
- **Managed Care: Opportunities & Challenges as a Senior Care Provider**  
Uncover the opportunities and challenges that operators face in a managed care environment.
- **Unlocking Value with Quality Metrics**  
Hear about current and new care quality outcome metrics for delivering and demonstrating value.
- **Using Innovative Technology to Unlock Value**  
Learn how operators are adding health information exchanges as a key capability for adding value in their care systems.
- **The Value-Based Care Revolution**  
Discover new strategies and possible partnership opportunities with the transition to value-based care.

### CREATING SUCCESSFUL PARTNERSHIPS

These sessions explore partnership opportunities that create value for your organization, care partners, payors and those assuming risk, as well as for investors and seniors.

- **Building Partnerships for Clinical & Financial Success**  
Hear how operators/providers are partnering to integrate clinical operations that enhance quality and increase value.
- **Real Estate Investment in a Coordinated Healthcare World**  
Explore real estate-centric and operating-oriented investment models in a coordinated continuum.
- **Redefining Valuations in Collaborative Business Models**  
Determine the impact of value-based payment models on pro forma calculations.
- **Senior Housing's Role in the Home Care Evolution**  
Discover opportunities for home care to leverage seniors housing's established distribution channels.

### ECONOMIC, CAPITAL & POLICY TRENDS



These sessions provide you with the most recent economic, valuation, and supply and demand trends, and what NIC data is saying about the industry.

- **A Deep Dive into Seniors Housing Local Market Conditions**  
Identify which markets performed well in 2016, which missed the mark, and what factors influenced performance.
- **The Economy in 2017 and Its Impact on Seniors Housing and Care**  
Get the 2017 economic outlook and overviews on market conditions and supply and demand trends.
- **The Medicaid Question: What's Happening in Leading-Edge States**  
Get insiders' perspectives on the latest Medicaid developments, policy changes, and approaches to capturing revenue streams.
- **Responding to Slow Seniors Housing Lease-Ups & Increased Competition**  
Discover how seniors housing property types, including memory care, are performing across the country.
- **Skilled Nursing Trends and Strategic Responses**  
Gain critical insight on evolving skilled nursing trends and strategies for capturing opportunities and managing risk.

## NIC Forum Host Hotel

**Hilton San Diego Bayfront**  
1 Park Boulevard  
San Diego, CA 92101



### → Register

To register or obtain more information about the 2017 NIC Spring Investment Forum, visit [NICevent.org](http://NICevent.org).

### → Start Networking

The **NIC Forum Conference App** will be available shortly before the Forum begins. Be on the lookout for an email invitation and join the community to start exchanging ideas and explore new business connections.

### → Get Answers

Contact the NIC Events Team at 410-267-0504 or [events@nic.org](mailto:events@nic.org).

### Small Operators Discounts

Contact us at [registrar@nic.org](mailto:registrar@nic.org) to inquire about special pricing.







## About NIC



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

NIC collects and reports timely quarterly and monthly data from seniors housing and care properties throughout the country through its NIC MAP® Data Service, featuring data products such as market fundamentals time series data on 140 metro markets, the seniors housing actual rates initiative, and the Skilled Nursing Data Report. NIC's two annual events—the NIC Fall Conference and the NIC Spring Investment Forum—are the marquis networking opportunities of the seniors housing and care industry.

### Premier Partners



### Official Partners

