Skilled Nursing Investment Forum 2012: Sustainable Strategies that Connect with Capital
Thank you for joining us at the third annual Skilled Nursing Investment Forum, Sustainable Strategies That Connect with Capital. Along with unparalleled networking and deal making opportunities, this year’s educational sessions offer pragmatic insights about today’s issues. Topics include: innovative responses to funding cuts; repositioning models; quantifying the clinical care process and demonstrating outcomes; and developing post-acute networks and how they deliver quality and economic success. In addition, I invite you to attend our general sessions featuring powerhouse keynote speakers:

Dan Mendelson, CEO and Founder, Avalere Health

Governor Tommy Thompson, Former HHS Secretary

State Association Executives: James H. Gomez (CA), Tim Graves (TX), Richard Herrick (NY), Emmett Reed (FL)
Tuesday’s Opening General Session: The Future of Medicaid: The State Perspective.

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 Skilled Nursing Investment Forum 2012 has to offer.

Thank you for joining us!

DOUG KOREY
Managing Director, Contemporary Healthcare Capital, LLC
Skilled Nursing Investment Forum Planning Committee Co-Chair 2012

SAVE THE DATE

22nd NIC National Conference
Delivering Value in an Evolving Landscape

September 19-21, 2012
Sheraton Chicago Hotel & Towers
Chicago, IL

Registration Opens April 2012

For more information or to register, visit www.nic.org/events.
<table>
<thead>
<tr>
<th>Time</th>
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<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>
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<tr>
<td>4:00 pm – 5:00 pm</td>
<td>Kosher Hour (Invitation Only) (Valencia)</td>
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<td>5:00 pm – 7:00 pm</td>
<td>Joint Opening Reception (Great Lawn)</td>
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**MONDAY, MARCH 26, 2012**

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<tr>
<td>7:30 am – 8:30 am</td>
<td>Continental Breakfast (Grand Pre-Assembly)</td>
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<td>7:30 am – 8:30 am</td>
<td>First-Time Attendee Breakfast (Estate III)</td>
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<tr>
<td>8:30 am – 10:00 am</td>
<td>General Session - Dan Mendelson, CEO and Founder, Avalere Health What’s Happening Behind the Scenes in Washington and What it Means for Skilled Nursing Providers and Lenders* (Grand Ballroom F-J)</td>
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<td>10:00 am – 10:45 am</td>
<td>Networking Break (Grand Pre-Assembly)</td>
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<td>10:45 am – 11:45 am</td>
<td>Concurrent Breakout Sessions</td>
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**SUNDAY, MARCH 25, 2012**

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**TUESDAY, MARCH 27, 2012**

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*CEUs Approved
SESSION SCHEDULES

TUESDAY, MARCH 27, 2012

12:00 pm – 1:30 pm  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 (Grand Ballroom)

1:45 pm – 3:15 pm  Concurrent Breakout Sessions
                    Who’s Financing and on What Terms (Addison East)
                    Repositioning Models for Skilled Nursing Properties for the Future* (Addison West)

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

3:30 pm – 5:00 pm  Concurrent Breakout Sessions
                    The Great Pricing Divide (Addison East)
                    Smart Responses to Severe Rate Cuts* (Addison West)

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)

*CEUs Approved

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 23. **(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. **(Sponsored by: Kronos)**

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 Forum. 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 Skilled Nursing Investment Forum Planning Committee:

- Moshe Becker, Director of Operations, Madison Commercial Real Estate Services
- Daniel Biron, Senior Vice President, Berkadia (Education & Networking Committee Chair)
- Mark Davis, President, Healthcare Transactions Group
- Richard Herrick, President & CEO, NYS Health Facilities Association
- Steven Insoft, Chief Financial Officer, Aviv REIT
- Imran Javaid, Managing Director–Healthcare Real Estate, Capital One
- Mike Julian, VP-Asset Management, HCP, Inc.
- F. Donald Kelly, Director, CapitalSource
- Doug Korey, Managing Director, Contemporary Healthcare Capital (Committee Chair)
- Troy Langsdale, Principal, CliftonLarsonAllen
- Leonard Lucas, Senior Director, Love Funding Corporation
- Joseph McCarron, Principal, Capital Care Associates
- Daryl McCombs, Principal, DDM Associates
- Carolyn Nazdin, Vice President, KeyBank Real Estate Capital
- Paul Nevala, Vice President, Investment Research Group, GE Capital, Healthcare Financial Services
- Alan Plush, MAI, Senior Partner, HealthTrust, LLC
- Renee Pruzansky, Chief Operation Officer, AristaCare
- Mike Stephen, Senior VP-Marketing, Health Care REIT, Inc.
- James C. Thompson, Senior Vice President/Managing Director, Capmark Bank
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 Forum, please keep your cell phone ringer turned off and refrain from conversations during all sessions. Thank you.

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Aviv REIT

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- CapitalSource
  - Lanyards

- Formation Capital
  - Opening Reception

- GE Capital, Healthcare Financial Services
  - Event Guide to Investors

- Genesis Rehab Services
  - Data Center

- Greystone Servicing Corporation
  - Monday Luncheon & Keynote Address

- Health Care REIT, Inc.
  - Opening Reception

- Healthtique Group
  - Opening General Session & Monday Evening Amenity

- KeyBank Real Estate Capital, Healthcare Group
  - “Meet the Capital Providers” Reception

- Polsinelli Shughart
  - “Meet the Capital Providers” Reception

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and Senior Living Business

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Assisted Living Federation of America (ALFA)
California Association of Health Facilities
The Erickson School at University of Maryland Baltimore County
Florida Health Care Association
Georgia Health Care Association
Health Care Association of New Jersey
Health Facilities Association of Maryland
International Council on Active Aging (ICAA)
NYS Health Facilities Association
Ohio Health Care Association
Oregon Health Care Association
Pennsylvania Health Care Association
Texas Health Care Association

Kronos
Event Photography

Limitless Technology
Speaker Lounge

Love Funding
Monday Morning Coffee & Networking Break

Madison Commercial Real Estate Services & Madison SPECS
Kosher Accommodations

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

The PrivateBank
Kosher Accommodations

Waller Lansden Dortch & Davis LLP
Monday Afternoon Coffee & Networking Break
**MONDAY OPENING GENERAL SESSION**

8:30 AM — 10:00 AM  (Grand Ballroom F-J)

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**MONDAY MORNING SESSIONS**

10:45 AM — 11:45 AM

**Medicare Cuts: Past, Present and Future—and Their Impact on Operations** (Addison East)

After hearing Dan Mendelson speak about what CMS is trying to accomplish, this session will focus on what it all means to the operator. Learn what’s likely to happen next in terms of Medicare reimbursement, and hear from two key organizations advocating in Washington for the skilled nursing sector.

 Moderator:
Gene Curcio
Executive Vice President, Consulate Management Company

Subject Matter Experts:
Jeff Myers
Senior Vice President of Policy and Government Relations, AHCA

Alan G. Rosenbloom
President, Alliance for Quality Nursing Home Care

**Adapting to Change: How to Create Flexible, Sustainable Business Strategies** (Addison West)

With today’s uncertain economic climate, looming rate cuts and ongoing healthcare reform, the ability to adapt to change is critical. You’ll hear case studies from operators who have successfully undertaken strategic business planning and executed progressive changes. Get answers that will help you position your property for whatever comes your way.

 Moderator:
Joseph C. McCarron
Principal, Capital Care Associates, LLC

Speakers:
Robert M. Chur
President, Elderwood Senior Care

Greg Miller
Chief Development Officer, Kindred Healthcare, Inc.

Susan McDonough
FACHE, NHA, Vice President, Strategy & System Development, Covenant Health Systems, Inc.

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Dan Mendelson, CEO and Founder, Avalere Health | What’s Happening Behind the Scenes in Washington and What it Means for Skilled Nursing Providers and Lenders*

As an expert on policy debates, the operations of CMS and the politics of deficit reduction in Washington, Dan will share the inner workings surrounding the post-acute care continuum reform discussions and the implications for small and mid-sized skilled nursing operators and lenders. In this starkly honest presentation, you’ll gain a better understanding of what CMS is trying to accomplish so you can stay ahead of cuts with sustainable business strategies. Dan will focus on real issues and changes for the future, and what it all means for the skilled nursing industry. From Medicare cuts and therapy changes to hospital re-admission penalties and accountability across care settings, you’ll learn how you can best position your properties or clients for the future. He’ll also highlight pilot programs authorized under recent healthcare reform being rolled out and the opportunities they present for skilled nursing operators. This is a unique opportunity for you to get a front row seat to the thinking behind the policies that directly affect you. He’ll open the floor, so be sure to come prepared with your most pressing questions. Dan combines objective expert status in the health care industry with an insider’s perspective. From 1998 – 2000, Dan was Associate Director for Health at the White House Office of Management and Budget. In 2000, he founded Avalere Health, now a leading strategic advisory company with 150 staff providing analytic due diligence, policy guidance and data analysis for a range of clients including post-acute care providers and financial services companies. More on Avalere, as well as its publications in the post-acute care space, can be found at [www.avalerehealth.net](http://www.avalerehealth.net).
MONDAY SCHEDULE

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

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

Healthcare Systems and Skilled Nursing Partnerships: How Operators Can Get In the Game* (Addison East)

As an update to last year’s popular session, “Positioning Your Company in the Post-Acute Continuum,” Kathleen Griffin, Ph.D., National Director for the Post-Acute & Senior Services for Health Dimensions Group, will lead a panel discussion with Kyle R. Allen, DO AGSF, Medical Director of Geriatrics and Lifelong Health with Riverside Health System, and Julie Conrad, Vice President of Fairview Partners/Senior Services with Fairview Health Services. They’ll provide valuable insights about how they developed their post-acute networks and how they deliver high-quality outcomes and economic success. You’ll have the chance to ask questions and participate in this informal, interactive session with some of the most influential leaders in the post-acute care continuum.

Moderator and Speaker:
Kathleen M. Griffin
Ph.D., National Director, Post-Acute and Senior Services, Health Dimensions Group

Speakers:
Kyle R. Allen
DO AGSF, Medical Director-Geriatrics and Lifelong Health, Riverside Health System

Julie Conrad
Vice President-Fairview Partners/Senior Services, Fairview Health Services

How Lenders Are Responding to Rate Cuts (Addison West)

As a follow-up to the plenary presentation on the political, budgetary and programmatic drivers behind reimbursement cuts, this session will explore how cuts impact lending decisions. Hear from a panel of lenders on how they’re lending in light of Medicare and Medicaid rate cuts and RUGs IV, as well as how they’re adjusting their own business models.

(Continued on Page 19)
MONDAY SCHEDULE

How Lenders Are Responding to Rate Cuts (continued)

Moderator:
Joshua Kochek
Managing Director, Acquisitions and Asset Development, Aviv REIT, Inc.

Speakers:
Sam Dendrinos
Managing Director, The PrivateBank

Keith D. Reuben
President-Healthcare, Security and Technology Finance, Capital One Bank

R. Buford Sears
SVP, Specialized Banking & Buffalo Market Executive, First Niagara Bank, N.A.

William Shine
Senior Director/Senior Housing Lender, Synovus Bank

Everything You Ever Wanted to Know About Billing Audits and What to Do About Them* (Estate I-II)

Providers need to understand the types of audits they may be subject to, their key differences and how to respond when one is initiated. This session will walk you through several real-life audit case studies—such as ZPIC, RAC, CERT and OIG—highlighting operator experiences and outcomes. You’ll also learn basic compliance programs that should be in place and will help in the event of a billing review.

Moderator:
Paul Nevala
VP, Investment Research Group, GE Capital, Healthcare Financial Services

Speakers:
Richard M. Brame
CEO, Regency Health Management, LLC

Nancy Truver
Vice President of Clinical Services, GE Capital, Healthcare Financial Services

Sara Kay Wheeler
Partner, King & Spalding

MONDAY LATE AFTERNOON SESSIONS

4:00 PM — 5:30 PM

Connecting Quality Care to Key Financial Indicators* (Addison West)

Experts from skilled nursing properties and lenders will discuss effective systems that quantify the clinical care process and enable you to demonstrate your outcomes. They’ll walk you through case studies and scenarios that show the direct impact clinical operating functions have on key financial outcomes. You’ll also learn the importance of data management systems and processes to accurately report this information.

Moderator:
Leonard A. Lucas
Senior Director, Love Funding

Speakers:
Trissie Copses Farr
Senior Vice President, Formation Healthcare Group, LLC

Mark Jaeckle
Manager Clinical Services, GE Capital, Healthcare Financial Services

Michael Jones
CEO, Healthtique Group, LLC

Learning From Your Own Data Before Someone Else Uses It Against You* (Addison East)

This session will explore data-driven industry-wide trends such as rehospitalization rates and referral patterns. You’ll learn what data is available, how to identify key metrics and ways to utilize data to develop business strategies. As an operator, you’ll learn how to benchmark your outcomes compared to a market area and be prepared to effectively market your services to hospitals and other healthcare providers. As a capital provider, find out what questions you should be asking and how to get data-driven answers before lending.

Speaker:
Emil Parker
Director, Post-Acute and Long-Term Care Practice, Avalere Health
TUESDAY OPENING GENERAL SESSION
8:30 AM — 10:00 AM (Grand Ballroom F-J)

The Future of Medicaid: The State Perspective*

Despite all the recent focus on Medicare cuts and RUGs IV, operators still face the reality of further cuts in state Medicaid expenditures. This is the chance to find out how different states are seeking to limit their Medicaid funding cuts and how operators are responding. As experiences differ from state to state, we're bringing in several key executives who will provide valuable insights on state-focused Medicaid. You'll have the chance to hear a cross-section of views and take away practical, sustainable ideas already in play. You'll also have the opportunity to make great contacts for future state-specific advice.

Whether you're an owner, operator, investor, lender or state executive—this panel is sure to be lively and create meaningful interaction between panel members and attendees.

Speakers:

James H. Gomez
President and CEO of California Association of Health Facilities

Tim Graves
President and CEO of Texas Health Care Association

Richard J. Herrick
President and CEO of New York State Health Facilities Association

Emmett Reed
Executive Director of Florida Health Care Association

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

High Quality Makes for Good Business: Countering Potential Reimbursement Cuts With Quality-Based Incentives and Their Impact on State and Federal Reimbursements* (Addison East)

While concerns mount over potential reimbursement cuts, state and federal policymakers are providing real incentives based on quality outcomes. This session will provide an unprecedented opportunity to discuss these incentives with two key players who have significant influence over these policies. Bonnie Kantor-Burman, Sc.D., is the Director of the Ohio Department of Aging and has been a major architect of quality-based incentive-as-payment plans in her state’s Medicaid system. Sheila Lambowitz, recently retired CMS Director of Institutional Post Acute Care, is a national expert in the design of federal and state long-term care payment and quality monitoring systems. They will provide the audience with an objective understanding of the opportunities and problems associated with quality-based incentives. You'll gain insights into what state and federal governments are trying to accomplish, the direction they are headed and the implications for operators and capital partners.

Co-Moderators:

Michael Julian
Vice President, Asset Management, HCP, Inc.

James C. Thompson
Senior Vice President/Managing Director, Capmark Bank

Speakers:

Bonnie Kantor-Burman
Director, Ohio Department of Aging

Sheila Lambowitz
President, Lambowitz & Associates

James H. Gomez
President and CEO of California Association of Health Facilities

Tim Graves
President and CEO of Texas Health Care Association

Richard J. Herrick
President and CEO of New York State Health Facilities Association

Emmett Reed
Executive Director of Florida Health Care Association
Putting the Doctor into the Nursing Home* (Addison West)

With a growing number of high-acuity patients and the increased focus on preventing unnecessary re-admissions, engaging physicians is critical to your customers’ quality of care and referrals from other healthcare providers. Operators, medical directors and physicians will share strategies and clinical programs needed for successful transitional care and sub-acute models. Find out how these approaches positively affect operational capabilities, quality measurements and add expertise to clinical programming.

Moderator:
Troy Langsdale
Partner, CliftonLarsonAllen, LLP

Speakers:
Nancy Rehkamp
Director of Health Care Innovation, CliftonLarsonAllen, LLP

Dr. Kenneth Scott
Corporate Medical Director, Life Care Centers of America

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

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

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

Who’s Financing and on What Terms (Addison East)

A panel of veteran lenders representing different types of funding—construction financing, interim/bridge financing, permanent financing, REITs and acquisition financing—will highlight their differences, as well as share their expected financing and investment activity level for 2012. They’ll also shed light on their lending terms, their lending “sweet spots” and the toughest deals to get done.

Co-Moderators:
Daryl McCombs
Principal, DDM Associates
Carolyn Nazdin
Vice President, KeyBank
Real Estate Capital

Speakers:
Stephen Ervin
Senior Vice President-Seniors Housing & Healthcare, Berkadia
Doug Korey
Managing Director, Contemporary Healthcare Capital, LLC
Clint Malin
Senior VP & Chief Investment Officer, LTC Properties, Inc.
Kenneth M. Mitchell
Vice President, M&T Bank
Colleen A. Mullaney
Senior Vice President, TD Bank

Repositioning Models for Skilled Nursing Properties for the Future* (Addison West)

As the skilled nursing sector faces a constantly changing landscape, there’s a growing trend to transition traditional properties to offer more sub-acute care. We’ll explore different repositioning models in actual practice. You’ll learn how to position and adapt your own property, specifically in the face of reimbursement cuts and other uncertainties.

Moderator:
Renée A. Pruzansky
Chief Operating Officer, AristaCare

Speakers:
Alexander Fraser
Director, GI Partners
Vincent A. Myers
AIA, LEED AP, Principal, Senior Living Design, Design Ideas Group Architecture + Planning, LLC
Peter Longo
Principal and Managing Director, Cantex Continuing Care Network
Carolyn Nazdin
Vice President, KeyBank Real Estate Capital

TUESDAY LATE AFTERNOON SESSIONS
3:30 PM — 5:00 PM

The Great Pricing Divide (Addison East)

There’s a huge divide in the world of valuations, not only between buyers and sellers but among the different types of capital providers. Our diverse panel—including representatives for big buyers, small buyers, lenders and appraisers—will take a no-holds-barred look at the current valuation climate using up-to-date NIC MAP data on transactions, cap rates and price per bed.

Moderator:
Doug Korey
Managing Director, Contemporary Healthcare Capital, LLC

Speakers:
Charles J. Herman Jr.
Executive VP & Chief Investment Officer, Health Care REIT, Inc.
Kevin McMeeen
President, Real Estate, MidCap Financial, LLC
Alan Plush
MAI Senior Partner, Health Trust, LLC
Mike Hargrave
Vice President, NIC MAP

Smart Responses to Severe Rate Cuts* (Addison West)

In a time when both state and federal governments are experiencing budget shortfalls, how are skilled nursing operators responding to rate cuts? From operational adjustments such as tailored staffing models and better building utilization to working with lenders, get your questions answered by operators navigating Medicare and Medicaid cuts while continuing to provide top-quality care.

Moderators:
Imran Javaid
Managing Director, Capital One Bank

Speakers:
Jeff Jerebker
Former President/Current Consultant, Piñon Management
Ronald R. Payne
CEO, Southwest LTC Management Services, LLC
Joe Mitchell
President, Summit Care
Joe Steier
President & CEO, Signature Healthcare, LLC
PREMIER:

AVIV REIT

GE Capital Healthcare Financial Services

Genesis Rehab Services

HEALTHCARE REIT

surface LOGIC

OFFICIAL:

BERKADIA

Capital One Bank

KeyBank Real Estate Capital

Contemporary Healthcare Capital LLC

Walker & Dunlop

INTERESTED IN BECOMING AN NIC PARTNER?

Contact Cynthia Stubits at cstubits@nic.org
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

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