

NIC **2023 FALL CONFERENCE**

Investing in Senior Housing & Care Properties

October 23 - 25, 2023 | Chicago, IL

Preliminary Program

*Accelerating
Change*



Planning Your
Conference
Attendance



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

Questions

NIC Sponsorship

Phone: 301-956-4291
Email: sponsorships@nic.org

Sponsorship Prospectus

Download the 2023 NIC Fall Conference Sponsorship Prospectus

[Download Here](#)

Conference Website

Visit the 2023 NIC Fall Conference website for more information and to register today!

[Learn More](#)

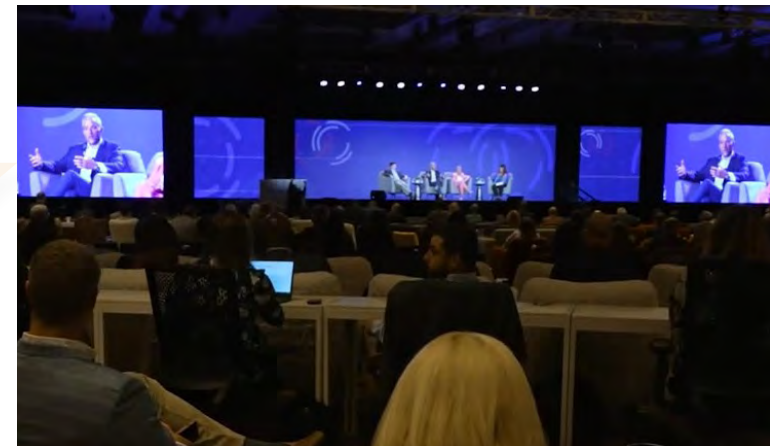


Table of Contents

- What to Expect **3**
- 'The NIC' Sparks Solutions **4**
- Networking Opportunities **5**
- Thought Leadership **6**
- Conference Schedule **7**
- Attendee Resources **8**
- Sponsorship **9**
- NIC Skilled Nursing Boot Camp **10**
- Travel Information **11**
- About NIC **12**
- NIC Premier & Official Partners **13**
- Fall Sponsors **14**
- Sponsor Acknowledgment **15**



What to expect at the NIC Fall Conference



Visit fallconference.nic.org for the latest information and details about the upcoming NIC Fall Conference.

“ I know of no other conference where representatives of every level of a vertically integrated industry communicate openly and productively.”

- Thomas William Baker,
Chairman and CEO, Boncrest Resource Group



'The NIC' sparks solutions to turn industry challenges into opportunities.

The senior housing and care industry is at an inflection point. Disruptions continue to be felt throughout the U.S. economy, labor markets, capital markets, health care, and the preference of aging consumers. Meeting the housing and care needs of older adults requires increased sharing of information, collaboration, and agility.

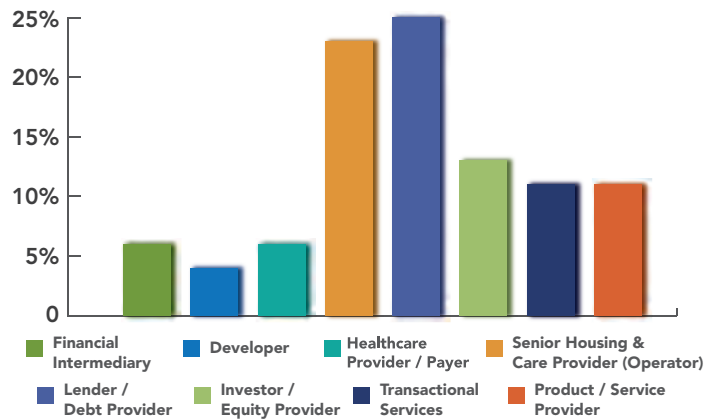
The 2023 NIC Fall Conference offers sector leaders an unmatched opportunity to form key relationships and acquire actionable insights to identify opportunities and accelerate changes that will define aging well in residential settings. 'The NIC' conference is essential for accelerating business and change for the industry.

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

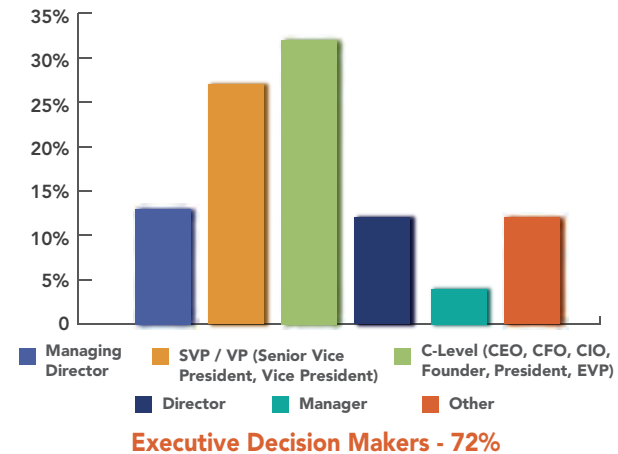
The relationships developed or strengthened at 'the NIC' have helped leaders meet emerging challenges and enhance housing and care for America's older adults. Senior-level executives represent more than 70% of conference attendees, offering unparalleled opportunities to meet and engage with decision-makers.



Attendees Company Type



Attendees By Title



“NIC is a great place to meet new investors and continue to foster existing relationships.”
- Ryan Saul, Managing Director, SLIB



Efficient, Effective Networking Opportunities



NETWORKING RECEPTIONS

Welcome Reception, Monday, 5:30 p.m. – 7:00 p.m.

Networking Reception, Tuesday, 5:30 p.m. – 7:00 p.m.

NETWORKING LOUNGES

Riverwalk Networking Lounge & Chicago Ballroom Networking Lounge

Monday, 10:00 a.m. – 5:30 p.m.

Tuesday, 8:00 a.m. – 5:30 p.m.

Wednesday, 8:00 a.m. – 11:00 a.m.

Loews Chicago Networking Lounge

Monday, 9:00 a.m. – 2:00 p.m.

Tuesday, 9:00 a.m. – 2:00 p.m.

‘The NIC’ is known for its robust and thoughtfully designed networking spaces, created with maximum efficiency and comfort in mind when meeting with your current and future business partners. Two official networking lounges will be made available at the Sheraton for the duration of the conference, and new this year, there will be an official networking lounge at the Loews during abbreviated hours.

NIC also provides networking seating around the NIC Café and the Main Stage Session room has served two-fold as a place to hear world class education while providing a networking environment to further your ability to connect with like-minded people.



Support for First-time Attendees

First-time attendees have access to activities and resources specifically designed to help prepare and quickly acclimate you to the conference.

FIRST-TIME ATTENDEE WEBINAR

Learn how to maximize the efficiency of your conference attendance from prior attendees

Wednesday, September 20

1:00 p.m. - 2:00 p.m.

FIRST-TIME ATTENDEE GATHERING

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

Monday, October 23

1:30 p.m. – 2:30 p.m.

FIRST-TIME ATTENDEE SEATING

The main stage session room will have designated seating for first-time attendees to sit together and become more acquainted. Take the opportunity to discuss educational insights and network with one another in between sessions.

“‘The NIC’ is a must attend event as a growing owner/operator.”

- Ben Slabaugh, Owner
Inspirations Assisted Living & Memory Care



Impactful Thought Leadership and Insights

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 in the years to come.

All sessions will take place in one Main Stage session room at the Sheraton Grand Chicago – Ballroom Level 4. Attendees will enjoy comfortable seating in the main stage ballroom, or around the corner in our live streaming lounge.



Featured Topics

- Creative Capital Structures
- Inclusive Labor Practices
- Current Economic and Policy Issues Management Companies
- Debt Markets: The Next Generation Consumer Current Skilled Nursing Environment
- Capital Markets and Valuations
- Advances in Alzheimer's Research
- Evolution of Management Companies
- Next Generation Consumer
- Current Trends in Skilled Nursing

For the most up-to-date information on education sessions and speakers, refer to the conference website.

fallconference.nic.org

“The value of NIC far exceeds the cost, which is why we and everyone else won't miss it.”

- Mark Myers, Managing Director Walker & Dunlop



Featured Session

THEY'RE BACK!

NIC Talks

Experience four, 12-minute presentations geared to stimulate conversation, innovation, and future thinking related to senior living including:

- Artificial Intelligence
- Consumer-first Innovation in Hospitality and Healthcare
- A New Way of Thinking About Devices and their Impact
- The Future of Healthcare



Conference Schedule

When planning your trip, the schedule of events will give you a lay of the land. The conference officially kicks off on Monday at 10:00 a.m. and concludes on Wednesday at 11:00 a.m.

Monday, Oct. 23

- 8:00 a.m. – 6:30 p.m. Registration
- 10:00 a.m. – 5:30 p.m. Networking Lounges
Attendee Resources**
- 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:
Creative Capital Structure
NIC Café Afternoon
Break
- 4:30 p.m. – 5:30 p.m. Main Stage Session:
Inclusive Labor Practices
- 5:30 p.m. – 7:00 p.m. Welcome Reception

Tuesday, Oct. 24

- 7:00 a.m. – 6:30 p.m. Registration
- 7:00 a.m. – 9:00 a.m. NIC Café Breakfast
- 8:00 a.m. – 5:30 p.m. Networking Lounges
Attendee Resources**
- 8:00 a.m. – 9:00 a.m. Main Stage Session:
*Alzheimer’s Association
Update*
- 9:30 a.m. – 10:30 a.m. Main Stage Session:
Economic Keynote
- 10:00 a.m. – 11:00 a.m. NIC Café
Morning Break
- 11:00 a.m. – 12:00 p.m. Main Stage Session:
*Emergence of Management
Companies*
- 12:00 p.m. – 2:00 p.m. NIC Café Lunch
- 1:15 p.m. – 2:30 p.m. Main Stage Session:
NIC Talks
- 3:00 p.m. – 4:00 p.m. Main Stage Session:
Debt Markets
- 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

Wednesday, Oct. 25

- 7:00 a.m. – 9:00 a.m. Registration
- 7:00 a.m. – 9:00 a.m. NIC Café Breakfast
- 8:00 a.m. – 11:00 a.m. Networking Lounges
Attendee Resources**
- 8:00 a.m. – 1:30 p.m. NIC Skilled Nursing
Boot Camp
(pre-registration required)
(Loews Chicago)
- 8:30 a.m. – 9:30 a.m. Main Stage Session:
Skilled Nursing Keynote
- 10:00 a.m. – 11:00 a.m. Main Stage Session:
*State of Capital Markets
and Valuations*
NIC Café
Morning Break

Visit the online [Conference Schedule](#) located on our website for the most up-to-date information.

** Attendee Resources following these hours include the Conference Concierge, Headshot Lounge, LinkedIn Corner, Relaxation Station, Shoe Shine, and Specialty Coffee Bar.

Kosher Accommodations will be provided for those who indicate this during registration. Glatt kosher meals follow the NIC Cafe hours

Accelerating Change



Attendee Resources

With efficiency in mind, conference registration includes a variety of attendee resources. Quickly update your personal brand with a new professional headshot and refreshed LinkedIn® profile. Stay nourished and hydrated easily at the NIC Café and Specialty Coffee Bar. And if you find yourself in need of anything from a pain reliever to a phone charger, visit a Conference Concierge.



Conference Mobile App

Download the "NIC Conference" App to access and export the attendee list.



Shoe Shine



Individual Private Workspaces



Conference Concierge



Headshot Lounge



LinkedIn® Corner

Boost your engagement and upgrade your profile with a LinkedIn® concierge.



Specialty Coffee Bar



Relaxation Station



Evening Car Service



Coat & Item Check



Evening Dessert Cart



Meetup Points



NIC Café

Fresh meals and snacks - available all day.



Snack Cart

“NIC conference not only helps my business, but I also have a great time there!”

- Gene Thomas- Managing Partner
American Senior Care Capital



Gain Company Recognition with Sponsorship

NIC offers partners and sponsors the opportunity to support the NIC mission while aligning their corporate brands with the most trusted and respected provider of research, analytics, and connections in the industry.

Become a Sponsor

- Learn about sponsorship opportunities before, during, and after the event
- Enhanced registration benefits for 2023
- [Download](#) the 2023 NIC Fall Conference Sponsorship Prospectus

[Learn More & Request Information](#)





NIC Academy

Education Programs for Senior Living & Care Professionals

2023 Skilled Nursing **BOOT CAMP**

Prior Registration and Add-on Fee Required.

The Skilled Nursing Boot Camp: Evaluating the Investment Landscape course offers a comprehensive overview of value creation in the skilled nursing industry. It caters to both newcomers and industry professionals seeking to enhance their knowledge of underwriting skilled nursing properties. This course aims to familiarize participants with the intricacies of the skilled nursing sector, enabling them to grasp the distinct risks involved and discover effective mitigation strategies.

Drawing inspiration from the successful Seniors Housing Boot Camp course, this program incorporates a practical case study that reflects current industry dynamics.

Participants will delve into the operator's perspective, examining various options through mock offers and term sheets. They will engage in thoughtful deliberation, evaluating whether to sell the property, retain ownership, or seek a new operator.

By completing this course, participants will develop a deep understanding of skilled nursing, its investment landscape, and the decision-making processes involved in managing these properties.

October 25, 2023 | 8:00 a.m. – 1:30 p.m.

Register separately to participate in this engaging four-hour discussion while gaining new networking connections in the skilled nursing sector.

REGISTER





Travel Information

The host hotel, Sheraton Grand Chicago, is within easy access to two airports and numerous downtown restaurants.

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

Additional Hotel Accommodations

 Loews Chicago  Embassy Suites Chicago Downtown Magnificent Mile
455 North Park Dr., Chicago, IL 60611 511 North Columbus Dr., Chicago, IL 60611

Air Travel Options

There are two major airports in the Chicago area:

 Chicago O'Hare Airport (ORD)  Chicago Midway Airport (MDW)
10000 W Balmoral Ave, Chicago, IL 60666 5700 S Cicero Ave, Chicago, IL 60638



Don't miss the best senior housing networking event of the year!

REGISTER TODAY!

“An amazing opportunity to learn from and immerse with seniors housing and care industry leaders.”

- 2022 NIC Fall Conference Attendee



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.



The organization delivers the most trusted, objective, and timely insights and implications derived from its analytics, which benefit from NIC's affiliation with NIC MAP Vision, the leading provider of comprehensive market data for senior housing and skilled nursing properties.

NIC Events, which include the industry's premier conferences, provide sector stakeholders with opportunities to convene, network, and drive thought leadership through high-quality educational programming.



Data

NIC promotes transparency in the sector for the more efficient flow of capital through its cultivation of comprehensive, accurate, and timely data on America's senior housing and skilled nursing property markets.

Analytics

The NIC Research & Analytics team assesses data and garners input from leading industry practitioners to produce and publish thought leadership, analyses, and insights on market trends in senior housing and skilled nursing.

Connections

NIC convenes senior industry decision makers to build relationships, explore new partnerships, and share insights, through a full schedule of events, including the industry's marquee annual conferences.

Access timely, objective, and actionable content

Subscribe to the [NIC Notes blog](#) to stay up to date on:

- Executive Survey Insights
- Insights from NIC MAP® data, powered by NIC MAP Vision
- COVID-19 Impact Study (NORC at the University of Chicago)
- Lending Trends Report
- The Forgotten Middle: Middle Market Senior Housing Study



Partner Acknowledgment

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

Strategic Alliance



Premier Partners



Official Partners





2023 NIC Fall Conference Sponsors (as of 7/11/23)



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Charleston, SC

Our team has completed over \$19 billion* in Seniors Housing sales and financing transactions. We specialize in active adult, independent living, assisted living, memory care, skilled nursing, supported living, continuing care retirement communities, long-term care, land, pharmacies, and transitional care facilities of all sizes. With unparalleled market knowledge across the country, we have both the resources and connections our clients need.

WDIS.Seniors@WalkerDunlop.com

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*Total volume numbers include team transactions completed with and prior to joining W&D; CA loans made or arranged pursuant to a California Financing Law license.



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