



# CAMBRIDGE

*Senior Housing & Healthcare Capital*

1 NORTH LASALLE STREET | 37TH FLOOR | CHICAGO, IL 60602 | M 312-357-1601 | F 312-357-1611

WWW.CAMBRIDGECAP.COM

## **JEFFREY A. DAVIS**

**PRESIDENT AND CHIEF EXECUTIVE OFFICER**

**SENIOR HOUSING FINANCE AND CAPITAL INVESTMENT**

**CONFERENCE AND PUBLIC SPEAKING PRESENTATION**

**APRIL 1995 TO PRESENT**

<b>DATE</b>	<b>ORGANIZATION &amp; LOCATION</b>	<b>FUNCTION – TOPIC</b>
June 2017	InterFace Seniors Housing Midwest Chicago, IL	Panel Member: <i>Capital Markets Panel Discussion</i>
November 2016	Illinois Real Estate Journal Senior Housing Real Estate Conference Chicago, IL	Panel Member: <i>Investment Outlook: Development &amp; Financing Opportunities in Senior Housing</i>
June 2016	InterFace Seniors Housing Midwest Chicago, IL	Panel Member: <i>Capital Markets Panel Discussion</i>
August 2015	InterFace Seniors Housing Southeast Atlanta, GA	Panel Member: <i>Capital Markets Panel Discussion</i>
August 2015	General Office of the State Council of The Peoples Republic of China Chicago, IL	Presentation to 22-Member Delegation <i>US Senior Housing Products and Government Programs for Senior Housing</i>
June 2015	InterFace Seniors Housing Midwest Chicago, IL	Panel Member: <i>Capital Markets Panel Discussion</i>
December 2012	Illinois Real Estate Journal Senior Housing Conference Chicago, IL	Moderator: <i>Senior Housing Capital Markets Strategies and Solutions for Your Next Project</i>
December 2011	HCap 2011 Conference Washington, DC	Panel Member: <i>Healthcare Finance 202: A CEO Primer</i>
May 2011	Illinois Real Estate Journal Healthcare & Medical Facilities Conference Chicago, IL	Moderator and Panel Member: <i>State of Healthcare &amp; Real Estate Industry</i>
March 2011	AHCA Independent Owners Leadership Conference New Orleans, LA	Speaker: <i>Blue Skies Ahead or a Storm Coming for LTC Capital?</i>
December 2010	Illinois Real Estate Journal Senior Housing Conference Chicago, IL	Speaker: <i>Capital Markets and Financing Strategies</i>

<b>DATE</b>	<b>ORGANIZATION &amp; LOCATION</b>	<b>FUNCTION – TOPIC</b>
October 2010	AHCA/NCAL TV AHCA/NCAL 61 <sup>st</sup> Annual Convention & Expo Long Beach, CA	Television Interview: <i>HUD Financing</i>
October 2010	Minnesota Real Estate Journal Golden Valley, Minnesota	Panel Member: <i>Capital Market Strategies and Financing Solutions for Senior Housing Projects</i>
August 2009	Wisconsin Assisted Living CEO Roundtable Discussions	Speaker: <i>Senior Housing and Real Estate Capital: Drinking from the Same Fountain – An Overview</i>
July 2008	Long Term Living Magazine - <i>Vendome Group, LLC</i> Webinar	Speaker: <i>Senior Housing and Healthcare Debt and Equity Financing Programs for a Challenging Financial Time</i>
May 2008	2008 LTC 100 Conference – Amelia Island, Florida	Panel Member: <i>Liquidity Crunch – The Unvarnished Truth</i>
April 2008	Real Estate Research Institute – Boston, Massachusetts	Speaker/White Paper Presentation: <i>An Exploration of the Risk and Return Spectrum For Institutional Investors in the Senior Living and Long Term Care Property Sector</i>
April 2007	University of Illinois Real Estate Club – Champaign, Illinois	Speaker/Presentation: <i>How Graduating with a BS in Finance and Real Estate Led to \$2.0 Billion in Senior Housing/Healthcare Debt and Equity Financing &amp; Investments</i>
May 2006	ALFA Spring Conference & Expo 2006 – San Diego, California	Speaker and Moderator: <i>Funding Growth for Midsize Operators</i>
May, 2002	Ohio Health Care Association / Ohio Centers for Assisted Living: 2002 Annual Convention & Exposition – Columbus, Ohio	Speaker: <i>The Changing Face Of Senior Housing / Healthcare Capitalization: How And Why The Lenders Are Changing Positions And What It Means To You.</i>
October, 2001	Assisted Living Legal & Regulatory Update Seminar Hooper Lundy & Bookman (Sponsor) –Los Angeles, California	Speaker: <i>Show Me The Money – Who’s Doing Deals and How?</i>
October, 2001	Assisted Living Legal & Regulatory Update Seminar Hooper Lundy & Bookman (Sponsor) – Oakland, California	Speaker: <i>Show Me The Money – Who’s Doing Deals and How?</i>
April, 2001	ICAL Assisted Living Symposium – Springfield, Illinois	Speaker: <i>Financing Alternatives</i>
April, 2001	ALFA Spring Conference – Las Vegas, Nevada	Panel Facilitator – <i>Financing &amp; Developing Independent Living: From Feasibility to Fill-Up</i>
March, 2001	Seniors Housing World – New York, New York	Panel Facilitator: <i>Exit Strategies that Work: Recapturing Equity Capital</i>
February 2001	ALFA’s CEO Forum 2001 – Phoenix, Arizona	Speaker: <i>Senior Housing &amp; Healthcare Debt &amp; Equity Financing Programs</i>
January 2001	American Seniors Housing Association – Phoenix, Arizona	Panel Facilitator: <i>Seniors Housing Capital Markets</i>

<b>DATE</b>	<b>ORGANIZATION &amp; LOCATION</b>	<b>FUNCTION – TOPIC</b>
September 2000	Health Care Association of Michigan Annual Convention Traverse City, Michigan	Co-Speaker: <i>Financing Long-Term Care in a Tight Credit Market</i>
April 2000	ALFA Spring 2000 National Conference & Expo – ALFA 10 <sup>th</sup> Anniversary Celebration Orlando, Florida	Panel Facilitator: <i>Secondary [Governmental] Market Financing Options</i>
February 2000	Kellogg & Andelson Winter 2000 Healthcare Client Seminar Los Angeles, California	Presentation: <i>Healthcare &amp; Senior Housing Financing &amp; Investment</i>
September 1999	Oregon Health Care Association 49 <sup>th</sup> Annual Convention & Trade Show Portland, Oregon	Speaker – <i>the Changing Face of Senior Housing / Healthcare Capitalization</i>
May 1999	Information Management Network – Seniors Housing Symposium; New York, New York	Panel Facilitator – <i>CMBS and Conduits: Comparing Financing Options in the Real Estate Capital Markets</i>
May 1999	Southeast Finance Seminar; Atlanta, Georgia	Panel Member – <i>Identifying Financing for New Construction and Development</i>
May 1999	Ohio Health Care Association; Columbus, Ohio	Speaker – <i>The Changing Face of Senior Housing / Healthcare Capitalization</i>
April 1999	Life Services Network of Illinois; Chicago, Illinois	Speaker – <i>The Changing Face of Senior Housing / Healthcare Capitalization</i>
November 1998	Iowa Health Care Association's Fall Conference; Des Moines, Iowa	Speaker – <i>Capital Availability for Senior Housing / Healthcare Facilities</i>
November 1998	Adult Day Services – The Next Step; Pittsburgh, Pennsylvania	Speaker – <i>Capital Ideas: Financing Options</i>
October 1998	NIC 1998; Washington, D.C.	Speaker – <i>Meet the Lenders Panel Discussion</i>
September 1998	Massachusetts Assisted Living Federation's Fall Conference; Boston, Massachusetts	Speaker – <i>Capital Availability for Senior Housing / Healthcare Facilities</i>
September 1998	Finance & Investment Forum for Hospitals & Healthcare Systems; Dallas, Texas	Panel Presentation – <i>Beyond Bonds – Accessing Capital Outside the Debt Market</i>
August 1998	Assisted Living '98; Atlanta, Georgia	Moderator, Panel Presentation – <i>Insider's Look at Financing. Pros and cons of HUD, refinancing, conventional financing, sale/leaseback, others. What sources are appropriate for different stages: startup, medium business, going public.</i>
June 1998	Senior Housing Summit '98; Scottsdale, Arizona	Interactive Forum – <i>Interactive Forum with the Lenders: Meet with Key Lenders and Discuss Issues That Are of Interest to Your Organization.</i>
June 1998	Ohio Assisted Living Association Conference; Columbus, Ohio	Presentation – <i>Investment Trends in Assisted Living: Show Me the Money!</i>

<b>DATE</b>	<b>ORGANIZATION &amp; LOCATION</b>	<b>FUNCTION – TOPIC</b>
May 1998	Symposium on Senior Housing Finance: Navigating Your Way to the Future; New York, New York	Panel Presentation – <i>Evaluating the Opportunities for Lenders, Investors, Owners &amp; Operators</i>
March 1998	Assisted Living Forum 1998; San Francisco, California	Moderator, Panel Presentation – <i>Raising Capital for Assisted Living; Financing and Refinancing Strategies</i>
March 1998	Wisconsin Assisted Living Association; Racine, Wisconsin	Speaker – <i>Capital Availability for Senior Housing / Healthcare Facilities</i>
January 1998	National Multi-Housing Council / American Senior Housing Conference; Boca Raton, Florida	Moderator, Panel Presentation – <i>Comparing and Contrasting the Financing Strategies of Three Assisted Living Operators: Learning from a Small, Medium and Large Facility.</i>
January 1998	AIC Conferences – Investing in Assisted Living ‘98; Scottsdale, Arizona	Moderator, Panel Presentation – <i>Comparing and Contrasting the Financing Strategies of Three Assisted Living Operators: Learning from a Small, Medium and Large Facility.</i>
September 1997	AIC Conferences – National Senior Housing Summit; Chicago, Illinois	Moderator, Panel Presentation – <i>Overview of Senior Housing Financing Strategies</i>
September 1997	Assisted Living ‘97 <i>Contemporary Long-Term Care</i> Assisted Living Seminar; Dallas, Texas	Moderator, Panel Presentation – <i>Finance 101</i>
June 1997	National Association for Senior Living Industries EXPO ‘97 New Orleans, Louisiana	Moderator, Panel Presentation – <i>Financing Existing and Proposed Assisted Living Facilities: An Insider’s Perspective</i>
April 1997	Spring ‘97 ALFA Conference & Trade Show – Leading the Way ...Blazing New Trails in Assisted Living; Scottsdale, Arizona	Moderator, Panel Presentation – <i>Comparing and Contrasting the Financing Strategies of Three Assisted Living Facilities: Learning from Different Size Facilities</i>
March 1997	AIC Conferences – Investing in Assisted Living; Scottsdale, Arizona	Moderator, Panel Presentation – <i>Comparing and Contrasting the Financing Strategies of Three Assisted Living Facilities: Learning from Different Size Facilities</i>
September 1996	Assisted Living ‘96 <i>Contemporary Long-Term Care</i> Assisted Living Seminar; Chicago, Illinois	Moderator, Panel Presentation – <i>Providers Discuss Various Assisted Living Topics and Issues in Raising Money</i>
June 1996	Strategies for Developing & Financing Assisted Living Facilities [Sponsored by AIC Conferences]; Chicago, Illinois	Panelist – <i>Financing Assisted Living Facilities</i>
May 1996	Southeast Finance Seminar; Atlanta, Georgia	Moderator, Panel Presentation – <i>HUD / Bank Financing / Insurance: Companies / Others - What Works Best for You?</i>
January 1996	National Council on Seniors Housing / 52nd Annual Convention & Exposition; Houston, Texas	Speaker – <i>Financing Senior Housing Projects: Where to Find the Capital</i>

<b>DATE</b>	<b>ORGANIZATION &amp; LOCATION</b>	<b>FUNCTION – TOPIC</b>
December 1995	National Association for Senior Living Industries Winter Conference 1995; Palm Springs, California	Speaker – <i>Meet the Lenders Discussion: Debt and Equity Strategies for Health Care / Senior Housing financing</i>
October 1995	Fifth Annual National Investment Conference for the Senior Living and Long-Term Care Industries; Washington, D.C.	Speaker – <i>Small Deals / First Deals</i>
October 1995	Assisted Living Facilities Association of America Fall 1995 National Conference; Washington, D.C.	Panel Presentation – <i>Assisted Living Finance: Utilizing Various Options</i>
September 1995	Fall 1995 Wisconsin Real Estate Alumni Conference Presentation; Madison, Wisconsin	Presentation – <i>Overview of Financing: Senior Housing and Healthcare Real Estate</i>
September 1995	<i>Contemporary Long-Term Care</i> Assisted Living Seminar; Chicago, Illinois	Panelist – <i>Financial Primer: Raising Money</i>
April 1995	National Association for Senior Living Industries Expo 1995; Ft. Lauderdale, Florida	Speaker – <i>The Capital Markets Revisited in 1995: The Current and Future Prognosis for Institutional Capital and the Senior Housing Business</i>
April 1995	Indiana Healthcare Association; Clarksville, Indiana	Speech – <i>Healthcare Financing</i>

N:\goldmine\faxRush\outfax\listjadspeakingengagements.doc