

## ABOUT CAMPUS ADVANTAGE

Campus Advantage is an Austin-based real estate firm that offers student housing management, development, acquisition, and consulting services. The company has been creating successful communities since its founding in 2003 and are trusted partners and advisors to a wide range of customers that include institutional lenders, universities and community colleges. Its proven expertise and time-tested approach creates better student living experiences, which in turn creates financial success. For additional information, please visit [campusadv.com](http://campusadv.com).

## HISTORY

Campus Advantage was founded in 2003 by former Community Assistants in Austin, Texas. At its inception, the company operated 2,000 beds at four communities and has since grown to operating 30,483 at 59 communities in 24 states. In 2007, Campus Advantage created its consulting and development services for colleges, owners, and private investors interested in determining the feasibility of a student housing project, gauging how much supply a market can support, or who are simply in need of guidance and support for developing new projects.

Also in 2007, Campus Advantage created Catalyst, an integrated marketing communications agency dedicated to student housing. For more information about company history and milestones, visit [campusadv.com/history](http://campusadv.com/history).

## OUR MISSION

# CREATING SUCCESSFUL COMMUNITIES

## EXECUTIVE TEAM

- Michael J. Peter, President & CEO \*
- Scott Duckett, Chief Operating Officer \*
- Jon Anderson, Chief Financial Officer
- Michael Orsak, Sr. VP of Investments \*
- Jennifer Cassidy, Sr. VP of Asset Management \*
- Michael Hanley, Sr. VP of Facilities & Development Services
- Dan Oltersdorf, Sr. VP of Campus Relations & Residence Life
- Katy Smerko, VP of Operations
- Ronnie L. Macejewski, Sr. VP of Development Services
- Clark Hoffman, Chief Strategy Officer
- Christy Shorter, VP of Special Operations
- Alexis Jones, VP of Human Resources
- Kristen Penrod, VP of Development
- David Pierce, Executive VP of Development
- Pam West, VP of Operations
- Erin Westhoff, VP of Asset Management

## AUSTIN HEADQUARTERS

110 Wild Basin Road, Suite 365  
Austin, TX 78746

Phone: (512) 472-6222  
Email: [info@campusadv.com](mailto:info@campusadv.com)

## MEDIA CONTACT

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Bloom Communications  
Phone: (512) 535-5066  
Email: [brianna@bloom-comm.com](mailto:brianna@bloom-comm.com)

\* Media spokespersons

## SOCIAL MEDIA

 [FACEBOOK.COM/CAMPUSADVANTAGE](https://www.facebook.com/campusadvantage)

 [TWITTER.COM/CAMPUSADVANTAGE](https://twitter.com/campusadvantage)

**FAST FACTS**

- Established in **2003**
- **663** employees
- **6th largest** student housing manager and **6th largest** student housing owner
- Manages **59** properties with **30,483** beds in **35** markets and **24** states
- Performed over **200** consulting engagements, including projects in Russia, Mexico, China, Germany, and Austria
- Raised **\$625 million** in equity
- Acquired **43 assets**, totaling more than **26,600** beds worth **\$1.26 billion**
- **\$67 million**, **490** beds under construction

**SUCCESS METRICS — INVESTOR**

**96.7%** PORTFOLIO OCCUPANCY    **48%** RETURNING STUDENT RATIO    **5.4%** AVERAGE EFFECTIVE RENTAL RATE INCREASE

**SUCCESS METRICS — STUDENT/PARENT**

STUDENTS FIRST® PROGRAM CREATES A SAFE, CLOSE-KNIT COMMUNITY.  
FULLY FURNISHED UNITS INCLUDE ALL UTILITIES.  
GAIN OPPORTUNITIES FOR LEARNING AND DEVELOPMENT OUTSIDE OF ACADEMICS.

**SUCCESS METRICS — EMPLOYEE**

FOCUS ON TALENT DEVELOPMENT MAKES EMPLOYEES ITS “CAMPUS ADVANTAGE”

**REPRESENTATIVE MARKETS**

- University of Alabama
- University of South Florida
- University of Oklahoma
- University of Tennessee, Knoxville
- Michigan State University
- Louisiana State University
- University of South Carolina
- Purdue University
- Marquette University
- University of Missouri
- Penn State University
- Indiana University
- Florida State University
- Western Michigan University
- East Carolina University
- University of Alabama at Birmingham

**REPRESENTATIVE CLIENTS**

- LaSalle Investment Management
- ASB Capital Management LLC
- AIG Global Real Estate
- SBA Florida
- MSD Capital
- Heitman
- CalSTRS
- Saban Capital Group

**STRATEGIC PARTNERS**

- Catalyst
- ADP
- OneSite Accounting
- RealPage
- Bloom Communications