

The CLS Times

| 8 NEW PROPERTIES | THE LEADERSHIP CONFERENCE | THE LEGACY AWARDS

The Prestigious Legacy Awards Winners Unveiled



Members of the CLS and Vesper teams at The Legacy Awards

The ladies and gentlemen of Vesper Holdings and Campus Life & Style enjoyed a magical evening of celebration as the first ever Legacy Award nominees and winners were announced. The Legacy Awards represent five categories of excellence, where twenty of Campus Life & Style's finest were nominated and then awarded as the top team member in each area.

"Our properties are exceptional because of the people who work for CLS," said Elliot Tamir, co-Founder and co-CEO of Vesper Holdings and CLS. "This event was our way of thanking the various executive teams and their staffs, by sharing their stories and reinforcing the united focus of our company."



The ceremony was hosted by Regional Director Ron Bright with CLS executives presenting each award.

"Ron did a phenomenal job. I got a little worried when Elliot agreed to more of a "roast-style" intro to have a little fun. Ron ran with it and brought the house down. The energy and camaraderie in the room was really special—a true testament to our CLS family bond," said Jessica Nix, SVP of Marketing and Leasing.

The award ceremony was lit with green and white sprays of light, elegant floral centerpieces of hydrangeas, bells of Ireland, and ivy all overlooking the evening skyline of downtown Austin.



A prestigious Legacy Award



Members of the facilities team at The Legacy Awards



Dan Shoepe, Geary Dancy and Jim Sholders



The Legacy Awards dinner



Glen Brown and Janelle Petty



Jennifer Cooper



Jeremy Deckard

“The energy and camaraderie in the room was really special—a true testament to our CLS family bond” - Jessica Nix

The honorees were presented with a selection of over-the-top, grand gifts from which to choose, all including two tickets to an event or performance, complimentary airfare for two, hotel accommodations, and complimentary fine dining.

The event or performance categories from which they will be selecting their prizes include: entertainment events, such as the CMA Awards in Nashville, American Music Awards in Los Angeles, Grammy Awards in Los Angeles, New York Fashion Week and the Tony Awards in New York; sporting events, such as the Super Bowl, NBA Finals, US Tennis Open, top tier hunting events or the Kentucky Derby; and television programs, such as Saturday Night Live, Bold & the Beautiful, Ellen DeGeneres and more.

“I am still completely stunned and incredibly honored to have received that award. I was in utter shock when my name was called. Honestly, that was the happiest day of my professional career thus far. The road isn’t always easy, but receiving that award was the optimal way to be recognized for all of the efforts I try to execute daily. I am so blessed and appreciative to be a part of this amazing company. I can’t wait to grow even further in my professional career,” said Amanda Mills, General Manager for Harbor House and Woodland Mews.



Diana Stevenson



Isaac Sitt



Larry Vincent



Angelina Deckard

3. Outstanding Fiscal and Administrative Performance Award

For the top accounts manager demonstrating exceptionally precise bookkeeping, collections, and overall administrative functions.

NOMINEES

Jere Mitchell
Accounts Manager, The Ivy

Elsa Jimenez
Accounts Manager, Encore

Diana Stevenson
Accounts Manager, The Thompson

Karnecia Rivers
Accounts Manager, Cottages of Norman

WINNER

Diana Stevenson
Accounts Manager, The Thompson

Throughout this leasing season, news and images will be shared about the Legacy Award winners and their "once in a lifetime" experiences.

LEGACY AWARD CATEGORIES

1. Marketing and Leasing Achievement Award

For the leasing manager able to accomplish 100 percent leasing and 100 percent occupancy retention after move in.

NOMINEES

Jordan Richard
Leasing Manager, The Forum

Jacob Garza
Leasing Manager, The Ikon

Manny Martinez
Leasing Manager, Encore

Tiffany Castro
Leasing Manager, The Ivy

WINNER

Jordan Richard
Leasing Manager, The Forum

4. The Operating in Excellence Award

Recognizes the general manager who demonstrates unparalleled excellence in all key aspects of management, including leadership, operations, marketing and leasing.

NOMINEES

Jennifer Cooper
General Manager, Cottages of Norman

Laura Morgan
General Manager, Encore

Amanda Mills
General Manager, Harbor House/Woodland Mews

Tadros Abdelmalek
General Manager, Hawks Pointe

WINNER

Jennifer Cooper
General Manager, Cottages of Norman

2. Outstanding Facilities Program Award

For the top maintenance supervisor demonstrating outstanding quality and consistency with maintenance, as well as adhering to the CLS gold standard of customer service.

NOMINEES

Larry Vincent
Maintenance Supervisor, The Forum

Delbert Taylor
Maintenance Supervisor, Cottages of Norman

Shaun Munroe
Maintenance Supervisor, Harbor House/Woodland Mews

Jeremy Deckard
Maintenance Supervisor, Ikon

WINNER

Larry Vincent
Maintenance Supervisor, The Forum

5. The Legacy Achievement Award

For exceptional performance by an individual who displays outstanding achievement beyond ordinary circumstances, to the betterment of the resident and staff experience.

NOMINEES

Jaime Mendez
General Manager, University Courtyard

Amanda Mills
General Manager, Harbor House/Woodland Mews

Glen Brown
General Manager, The Ivy

Genevieve Van Duyne
General Manager, The Marc

WINNER

Amanda Mills
General Manger, Harbor House/Woodland Mews



General Managers with Elliot Tamir

First Annual Leadership Conference Featuring Simon T. Bailey

Located at the beautiful Hilton Hotel and Conference Center in Austin, Texas, the CLS family congregated from September 20th-23rd to review national strategies, participate in educational seminars, and hear from keynote speaker Simon T. Bailey. This first ever CLS Leadership Conference included the Vesper Holdings' corporate team, CLS corporate, General Managers, and Maintenance Supervisors from each property.

Conference content covered CLS fundamentals such as expectations for Operating in Excellence, how to build "A Teams," facility maintenance best practices, and an engaging overview of marketing and leasing initiatives for this new season.

"Overall, I thought the conference was amazing! The company did a great job of acknowledging our success as a team, while also appreciating individual success. What stood out to me the most was that everyone, no matter what position held, was very positive and uplifting. We all knew we would be a

part of bigger things when coming to CLS," said Shaun Munroe, Maintenance Supervisor for Harbor House and Woodland Mews.

The marketing and leasing department also unveiled the new virtual reality tours and headgear that will be rolled out at every property this fall for use during off-site meetings, tailgates, tabling scenarios, and housing fairs.

"The virtual reality goggles were amazing. I think this will be a huge asset to our properties allowing us to bring tours to prospects on campus or different events," said Laura Morgan, General Manager for Encore.

For an added twist, selected participants from the audience battled against each other in CLS Jeopardy. Custom categories were filled with company trivia and had topics such as "Baby Pictures," "Marketing and Leasing," and "Random S&*%." We had three rounds and three lucky winners who walked away with \$100 gift cards.

"Playing Jeopardy was a lot of fun!" said Jaime Mendez, General Manager for University Courtyard.

The keynote speaker Simon T. Bailey inspired us to strive for personal success as he discussed his high profile time at Disney as well as the life lessons he learned there.

CLS Spotlight: Laura Morgan

We recently sat down with Laura Morgan, General Manager at Encore since 2012. Read on to learn more about Laura's life as a General Manager, her hobby hunting wild hogs, and the one thing most people don't know about her.

What's your favorite part about being a General Manager?

Watching my employees grow and prosper in this business, and knowing I had a part in it, is very rewarding. Realizing you've made a difference in your residents' lives is also a highlight. Over the years, I've had several residents come into my office who wanted to give up on college. They really just needed someone to listen to them and encourage them to finish strong, and they did.

Rumor has it, you used to work at a prison. Tell us about it!

I worked in a prison as a security officer for five years. It was a very different kind of job and definitely changed me as a person. I would always have to be cautious of my surroundings and constantly think, "What would I do if something were to

happen? How would I handle it?" I was also promoted to Mailroom Supervisor at Eastham Unit, and I read the mail going in and out of the facilities daily. After reading some of those letters, I think I can read anything.

Tell us a little about your family.

I have three sisters and three brothers, and most of my family still lives in Illinois. My father worked for a construction company growing up, so we traveled and moved around a lot. Now I have three beautiful children, two daughters and one son, and a wonderful man in my life named Brett. On the weekends we get our dogs and go catch hogs, set up deer stands and hunt deer, and also go camping as a family. We're really close and love spending time together.

What do you enjoy doing in your free time?

My hobbies are hunting wild hogs, gambling at the casino, boating, and camping. Hunting is really relaxing for me, and we're also able to bring our dogs when we hunt, so it's awesome to watch them catch a big hog. The most important thing to me is spending time with my three children and with Brett.

If you could live in any city in the world, where would it be and why?

I would want to live in Pensacola, Florida. The weather is just perfect, not too cold



or too hot. I love the white sand, the sun, and the blue water, and it would be really relaxing to hear the rolling waves and waterfalls.

If you won the lottery tomorrow, what would you do?

I would start a foundation for single mothers where I could build them a home, pay all outstanding debt, and buy them a dependable vehicle. I would help get them a good education or career so that they wouldn't have to struggle daily to support their children.

What is something not many people know about you?

Most people don't know that I love to just ride around on the Kawasaki Mule. I'll check cattle, look at all the baby calves, look for animal tracks, ride through the creek bottoms, and play in the mud.



Due Diligence

As many of you know, the CLS team is charged with conducting much of the Due Diligence (DD) efforts for potential acquisitions. Our first foray into this aspect of the business was with an eight-property portfolio spread across the country.

CLS has been working to build a DD platform since its inception and began by working with Brian Bobek, President of Vesper Holdings, and the Vesper team to understand exactly what information was needed for decision making. Teams were recruited from all over the country (property and corporate) to head to the sites to audit all leases, files, facilities and to learn about the teams at the sites. The overall task was nothing short of massive. In doing some simple math the company easily

invested over 1500 man/woman hours putting everything together in a very tight timeframe. In addition, the timing of the DD process occurred while the company was diligently getting ready for its first turn. It added a major degree of challenge to the normal cycle but it was a great experience overall. A major thanks to everyone who went above and beyond to help us get this process in style!



Elliot and Isaac signing for the new properties

Vesper Welcomes Eight New Properties to the CLS Family

Campus Quarters—Corpus Christi, TX
Texas A&M University—Corpus Christi
Beds: 336

Crimson—Tuscaloosa, AL
University of Alabama
Beds: 700

Legacy—Statesboro, GA
Georgia Southern University
Beds: 368

Islander Village—Corpus Christi, TX
Texas A&M University—Corpus Christi
Beds: 312

Hawks Ridge—Iowa City, IA
Iowa State University
Beds: 561

University Crossing—Manhattan, KS
Kansas State University
Beds: 700

West 22—Kennesaw, GA
Kennesaw State University
Beds: 850

District on Luther—College Station, TX
Texas A&M University
Beds: 1098

This edition of the CLS Times went to print as the acquisition closed. We are thrilled to welcome our new properties and their team members to the CLS family. Keep an eye out for an exclusive inside look in our Winter Edition!



The Thompson Team

CLS Turn 2016

2016 was a series of milestones and firsts for CLS, and the first CLS turn was one of our largest and most successful milestones to date!

"Knowing that turn is such an integral part of the student housing cycle and that there are always so many opportunities for failure, we knew from the beginning that planning for turn was going to be very important for us," said Dan Shoepe.

We started the CLS version of turn planning in April when we hosted a turn preparation conference in Austin. Attended by all the General Managers



Ron Bright

and Maintenance Supervisors, the conference covered the CLS Turn Plan as well as words of advice, wisdom and encouragement by those with extensive turn experience.

After the conference, there was an incredible amount of work that occurred by the CLS team to make the plan a success. This year CLS turned close to 7,000 beds in the month of August with an incredible degree of quality, timeliness, and frugality. The accomplishment of



Karnecia Rivers

completing the first ever CLS turn and making it look easy (from the outside) is amazing and is nothing short of total commitment by all involved.

With the rapid growth of the company, turn next year should prove challenging as well. We will handle it, however, with the same level of planning, dedication, and passion that went into our first one. Great job team CLS!

ANNOUNCEMENTS

HAPPY BIRTHDAY

We are honored to have you in the CLS family.

October:

Jessica Nix (1), James Ybarra (1), Donna Hormel (2), Achia Andrus (4), Laura Dabb (5), Elizabeth Waters (7), Najwa Daniels (10), Rochanda Davidson (10), Benjamin Shepard (10), David Keith (11), Roma Rush (11), Lauren Anderson (13), Victoria Heriford (16), Shelby Moore (16), Matthew Rodriguez (16), Cameron Stevens (16), Meghan Flood (17), Daniel Mercado (18), Robert Morgan (20), Shelton Cotton (22), Ramon Salazar (22), Gary Ready (28), Nicholas Guerra (29), Justin Smith (29), Brad Douglas (30), Kendra Horton (30)

November:

Aleah Habig (1), Audrione Watkins (1), Sarah Griffin (2), Geary Dancy (4), Eric Chavez (7), Kourtney Kepler (8), Jolena Tolbert (8), Albert Vasquez (13), Marissa Duvall (17), Anthony Martin (17), Tassion Wicks (18), Prathik Nair (21), Brandon Youk (21), Priscilla Ramirez (25), Daniel Estrada (26), Jim Sholders (28), Vladimir Vila (28)

December:

Shaun Munroe (1), Tadros Abdelmalek (4), Dallas Dodd (4), Traci Vega (5), Kendra Jones (7), Eric Slomski (7), Timothy Troxell (7), Kyle Adam (8), Ashley Rodriguez (9), Adrena Streetz (11), Matt Letendre (17), Paige Adamany (18), Jasmine Rodriguez (19), Maria Thompson (19), Tyler Bartlett (20), Emily Duffy (20), Brian Summers (20), Lacey Bishop (22), Carlos Hinojosa (25), Zachary Christensen (26), Angelina Deckard (26), Karnecia Rivers (27), Larry Vincent (27), James Lowry (29), Sydney Pierce (29), Xi Chen (30), Larry Johnson (30), Kathryn Moline (30)

Wishing you the best for another amazing year!

HAPPENINGS

From growing families to academic achievements, we extend a big congratulations to all CLS team members who have exciting news to share!

Weddings & Engagements:



Genevieve Van Duyne (now Trawick) ties the knot with husband Daniel!

New Baby:

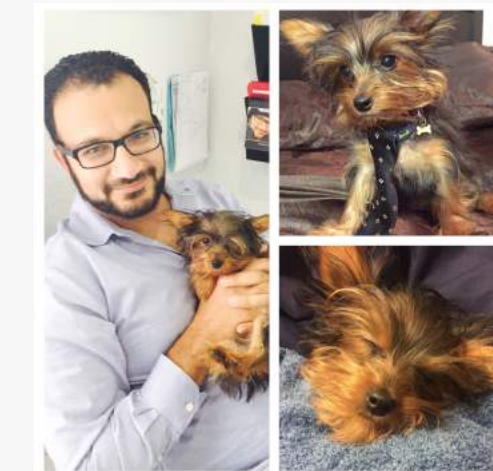


Lawrence Bouray welcomes granddaughter Bailey Lynn Benyshek, born September 19, 2016 and weighing in at 6lbs and 5oz.

New Baby (cont.):



Jonathan Peterson welcomes baby girl Adalyn Faye Peterson, born on September 28, 2016 at 6lbs and 15oz and 19 inches long.



Teddy Abdelmalek welcomes the newest member of his family, Max, a Yorkshire Terrier at 5 months old. He enjoys playing with sticks and squeaky toys.

WELCOME TO THE CLS FAMILY

The CLS team members are the heartbeat of the properties they serve. We are proud to have you join us in our growing tradition of great community culture, professional development, and passion for work.

- Rachelle Alvey
- Mitchell Barman
- Brooklyn Benjamin
- David Blasienz

- Rachel Camunez
- Rochanda Davidson
- Amy Davis
- Angelina Deckard
- Jordan Edwards
- Anthony Fazzio
- David Fleming
- Nicholas Guerra
- Rodney Harris
- Carly Hastings
- Jeremy Ingram
- Derrick King
- Anthony Martin
- Emily Moore
- Zachery Roethlisberger
- Justin Smith
- Sydney Stearn
- Christ Tompkins
- Luis Torres
- Antonio Tross
- Skyler Walker
- Dorian Washington
- Audrione Watkins
- Kyle Westbrook

Contest: Live From The Field

Show your CLS pride! Post a picture on social media with the hashtag #CLSNewsletter for your chance to have your picture featured in the next edition.



The Cottages maintenance team model their uniforms



The Ivy works hard and plays hard



Getting those leases at The Foundry



The Encore staff strikes a pose



CLS team members grab dinner in Austin

Submit your most creative Resident Event (description and photo) for the next edition and the winner will receive a \$50 Starbucks gift card!

Who wore it better?



Jamie or Elyse in black and white



Shawn or Santiago looking swanky in suits



Elliot now or Elliot as a small child rocking this hairdo



Manny or JT breaking it down



Josiah or Sydney in The Harrison attire



Rich or Lauren sporting The Ivy attire

Contest: Turn Stories

TURN STORY WINNER: Teddy at Hawks Pointe



STORY:

RESIDENT'S FATHER: My daughter is OCD and she left the apartment in great condition.

TEDDY: Let me send you a photo sir.

RESIDENT'S FATHER: You guys must have gone in and trashed it after she moved out.

TEDDY: I'm not exactly sure how you would even create a stain like that.

RESIDENT'S FATHER: ...



Where In the World Is Santiago?

Celebrating dedicated members of our maintenance teams.

It is no doubt the last three months have been busy, challenging and exciting. On top of our daily responsibilities, we prepared and executed due diligence for our new portfolio, plus planned and completed our first company wide turn.

During due diligence, I had the opportunity to visit every community within the new portfolio and I was able to work with many of you. Your unwavering work ethic, "can do" attitude, and team spirit were obvious to others and were the driving force in the success we experienced.

As most of you know this was my first turn with CLS and in the student housing industry. I wanted to take in the full experience while visiting the sites. I started at The Ivy on move-out day with walks and trash outs. I visited Ikon with Jeremy and Janelle and participated in punch walks with their teams. I stopped briefly at The Thompson and ended at The Marc where I worked with Gen and her team for the last two weeks. I listened and watched as our General Managers & Maintenance Supervisors directed staff and vendors daily with confidence and precision. I saw tired folks after long days, but I never saw anyone giving up. I saw unexpected issues arise only to see our teams jump into action and resolve them immediately. I saw teams set daily expectations on items that need to be completed and not taking anything less than perfection. I saw a "failure is not an option" mentality, dedication, commitment, and above all I saw the caliber and character of the CLS family.



The Petersons

TOOL TIME:

This quarter please join us in celebrating Jonathan Peterson, our Maintenance Supervisor at Encore.

Jonathan has been with us five years, with the last two as a Maintenance Supervisor. He does an outstanding job and is very highly thought of by his team members and residents. He is a dedicated family man who enjoys spending time with his wife Whitney of ten years and their two children Wyatt and Adalyn. Jonathan enjoys a variety of outdoors activities with family and friends, like fishing, hunting, four wheeling and mudding. So from all of us within the CLS family we thank Jonathan for his dedication and commitment to excellence and for his continued efforts.

Great community knows no bounds.

Stay connected with your CLS family, and join us on our favorite social networks.



Connect With CLS