



Jennifer Horne

Founding Partner | Urban Campus and Core

Nashville, TN

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Work Locations:

National

My company will cover travel costs:

Yes

Area of Expertise:

- Developer

Topic/Detail on Expertise:

Affordable housing; partnering with institutional land owners; mixed-income housing; creative financing and ground leases

Preferred Presentation Format:

- Conference Panel
- Virtual Presentation
- Keynote Speaker
- Podcast

Bio:

Jennifer Horne has nearly 20 years of international real estate experience and has become a leader in the affordable and attainable housing space in Nashville, Tennessee. Jennifer spent more than 12 years with Lendlease, streamlining operations for large-scale, purpose-built communities delivered via long-term ground leases in partnership with the US Department of Defense. In 2019 she founded Urban Campus & Core, a full-service development and real estate advisory firm focused on unlocking value for landowners while delivering much-needed mixed-income housing in undercapitalized communities.

Jennifer is well-versed in community engagement, with particular expertise in public health and empowering communities to be active participants throughout the development process. With a strong approach that is rooted in achieving equitable outcomes, Jennifer has emerged as a leader in partnering with institutional landowners to address the growing need for affordable housing. As part of this effort, Urban Campus & Core was recently named a partner in Amazon's Housing Accelerator Program to deliver 360 units of affordable housing through innovative ground lease and land equity structures. These partnerships provide a significant financial contribution to the landowner while also enabling them to perpetuate their institutional or personal mission to serve society in an impactful way.

Financing and delivering affordable housing can be expensive and difficult to achieve. Jennifer takes her knowledge of the methods and structures available and explores alternative, innovative options to move the needle and attract diverse capital and partners in the process. Her willingness to try new ideas and maintain a nimble approach

is attractive to partners across the property lifecycle. Jennifer has built a \$1B+ pipeline of development work, with an end-state of nearly 2,500 units of mixed-income housing in communities across the southeast.

In 2022, Jennifer was a finalist for the prestigious Nashville Entrepreneur Center's NEXT Award in the startup category. She is a 2022 Real Estate Developers (RED) Academy Fellow, a program administered by the Urban League of Middle Tennessee that offers BIPOC individuals in the built environment profession an opportunity to grow their knowledge, resources and connections to scale their businesses and advance the focus of creating affordable housing in Nashville. She is Vice President of the Women's Affordable Housing Network Tennessee Chapter, and sits on multiple advisory boards for Tennessee State University.