

**From:** Florida Multifamily Summit <info@emails.floridamultifamilysummit.com>  
**Sent:** Thursday, September 15, 2016 11:01 AM  
**To:** Haley, Nikki  
**Subject:** [Price Increase Tonight] Only a Few Tickets Left!



The 5th annual [Florida Multifamily Summit](#) is next Thursday! Join over **600** developers, owners, operators and investors for a day of networking and deal making. See below for a preview of the conference agenda, and discover what's next for Florida's multifamily market as industry leaders share their insight on these questions:

- What is the ten year vision for Miami and how will it crystalize?
- In what ways does the global economic outlook impact capital investments?
- Are investors favoring urban or suburban developments?
- How can we define the costs and value of a "smart home" in rental properties?
- What are the secrets to executing on a successful mixed use development plan?

**Limited Tickets Available**  
**Price Increases TONIGHT, Sept. 15!**

**Advanced Registration \$699**  
**Full Rate \$899**  
(Group Rates Available)



No thanks, I'm not interested in this event.

## AGENDA FOR CONFERENCE DAY: SEPTEMBER 22

8:40 AM - **Opening Remarks**

8:30 AM - **Stormy Water or Calm Seas? A Look at the Multifamily Market & Forecasting What's Ahead**



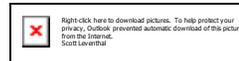
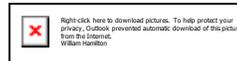
**Tal Frydman**  
Senior Director



**Casey Cummings**  
Chief Executive



**William Hamilton**  
Executive Vice



**Scott Leventhal**  
Co-Founder



**Berkadia**  
**MODERATOR**

Officer  
**Ram Realty Services**

**Art Falcone**  
CEO & Chairman  
**Falcone Group**

President  
**Winthrop**  
**Management**

**The Trillist**  
**Companies**

**Scott Moss**  
President  
**Moss & Associates**

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9:35 AM - **Morning Keynote**



**Jeff Berkowitz**  
President  
**Berkowitz**  
**Development**

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10:20 AM - **Networking Break**

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11:05 AM - **Crafting & Managing a Good Deal in an Environment of Inflated Costs & Uncertain Rent Caps (Track A)**



**Still Hunter, III**  
Executive Director  
**Institutional**  
**Property Advisors**  
**MODERATOR**



**Matt Allen**  
EVP & COO  
**Related Group (of**  
**Florida)**



**Tom Kersting**  
President  
**Franklin Street**  
**Insurance Services**



**Brad Meltzer**  
President  
**Plaza Construction**  
**Group Florida**



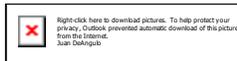
**Nitin Motwani**  
Principal  
**Miami Worldcenter**  
**Associates**

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11:05 AM - **Heating Up or Cooling Down? The State of Foreign Capital (Track B)**



**Andrea Heuson**  
Professor - Finance,  
School of Business  
**University of Miami**  
**MODERATOR**



**Juan DeAngulo**  
Managing Principal  
**Elion Partners**



**Andres Gonzalez**  
President & CEO  
**Ascentis Real Estate**  
**Partners**

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11:05 AM - **Creating New Revenue Streams & Improving Apartments Rents & Condo Sales Velocity (Track C)**



**Uri Man**  
Chief Executive  
Officer  
**Crystal Lagoons**

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11:55 AM - **Looking Domestic to Raise Debt, Equity and Financing When the Odds Are Against You** (Track A)



**Joshua Young**  
Founder & CEO  
*Raisal*  
**MODERATOR**



**Nathan Collier**  
Founder & Chairman  
*The Collier Companies*



**Deme Mekras**  
CEO & Managing Partner  
*MSP Groups*



**Mitchell Sinberg**  
Senior Managing Director  
*Berkadia*



**Justin Toal**  
CIO & Senior Principal  
*Fifteen Group*



**Stuart Zook**  
President  
*Monument Real Estate Services*

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11:55 AM - **The Extreme Pressures on Today's Properties & Boosting Your Bottom Line** (Track B)



**Steve Witten**  
Executive Director - Northeast & Florida  
*Institutional Property Advisors*  
**MODERATOR**



**Brad Hamel**  
SVP - Operations  
*Alliance Residential Company*



**Syd McDonald**  
Senior Vice President - Sales  
*Valet Waste*



**Cris Sullivan**  
Chief Operating Officer  
*Gables Residential*

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12:45 PM - **Networking Break**

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1:00 PM - **Lunch Workshop: Maximize ROI & Increase Cap Rates: Specialty Tax Credits & Energy Incentives**



**Michael D'Onofrio**  
Managing Director  
*Engineered Tax Services*

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1:45 PM - **Special Presentation: Time is Money!**



**Grant Cardone**  
Chief Executive Officer  
*Cardone Real Estate Acquisitions*

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## 2:15 PM - If You Build it, Will They Come? *Betting on the Future in New Developments, Value-Adds & Submar*



**Daniel Diaz Leyva**  
Attorney  
**Foley & Lardner**  
**MODERATOR**



**Paul Bertozzi**  
Managing Partner  
**Live Oak**  
**Contracting**



**Andrew Ginsburg**  
President - Eastern  
Region  
**CityLift**



**Wayne Hollo**  
Executive Vice  
President  
**Florida East Coast**  
**Realty**



**Arnaud Karsenti**  
Managing Principal  
**13th Floor**  
**Investments**

## 3:00 PM - Afternoon Keynote



**Gil Dezer**  
President  
**Dezer Development**

## 3:30 PM - Cocktail Reception

### Get Involved!



Speakers & Agenda:

**Amanda Powers**  
(305) 206-2194  
[apowers@greenpearlevents.com](mailto:apowers@greenpearlevents.com)

Sponsorship & Exhibiting:

**Esteban Diaz**  
(646) 701-7982  
[ediaz@greenpearlevents.com](mailto:ediaz@greenpearlevents.com)

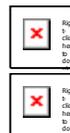
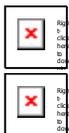
Attendee Registrations:

**Claudia Gutwirth**  
(646) 862-6125  
[claudia@greenpearlevents.com](mailto:claudia@greenpearlevents.com)

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