

From: 5th annual Florida Multifamily Summit <info@emails.floridamultifamilysummit.com>
Sent: Thursday, May 12, 2016 11:02 AM
To: Haley, Nikki
Subject: [Last Day for Early Rate] Falcone, Ram Realty & Trillist Discuss Florida's Outlook



While hit hard by the financial crisis in 2008, Florida's multifamily market has not only recovered, but is booming with a strong development pipeline across the region. Where exactly are we in this cycle? What role does the global recession play in a region largely driven by foreign investment? How does the supply of condos and rentals stack up against the demand in this fast growing area?

Hear from **Winthrop Management**, **Ram Realty**, **Falcone Group**, **The Trillist Companies** and **Moss & Associates**, as they discuss the economic trends impacting the Florida multifamily housing market. Learn how some of the area's most influential developers, owners and investors have survived the booms and busts and what they're doing to proactively shift gears in anticipation of what's next at the 5th annual **Florida Multifamily Summit** on Thursday, September 22.

**Last Chance to Save \$600
Before the Early Rate Increases Tonight!**

**Early Registration \$299
Full Rate \$899
(Group Rates Available)**



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Stormy Water or Calm Seas? A Look at the Multifamily Market & Forecasting What's Ahead



William Hamilton
Executive Vice President
Winthrop Management
MODERATOR



Casey Cummings
Chief Executive Officer
Ram Realty Services



Art Falcone
CEO & Chairman
Falcone Group



Scott Leventhal
Co-Founder
The Trillist Companies



Scott Moss
President
Moss & Associates

Get Involved!



Speakers & Agenda:

Sponsorship & Exhibiting:

Attendee Registrations:

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Keynote Speakers:



Jeff Berkowitz
President
Berkowitz Development



Gil Dezer
President
Dezer Development

This Year's Speakers Include:



Matt Allen
EVP & COO
Related Group (of Florida)



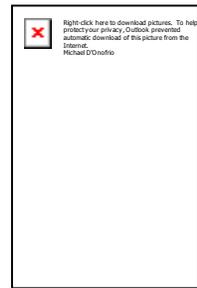
Grant Cardone
CEO
Cardone Real Estate Acquisitions



Nathan Collier
Founder & Chairman
The Collier Companies



Casey Cummings
Chief Executive Officer
Ram Realty Services



Michael D'Onofrio
Managing Director
Engineered Tax Services



Juan DeAngelo
Managing Director
Elion Partners



Art Falcone
CEO & Chairman
Falcone Group



Andres Gonzalez
President & CEO
Finesa Real Estate Group



Brad Hamel
SVP - Operations
Alliance Residential Company



William Hamilton
Executive Vice President
Winthrop Management



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



Robert Hodges
SVP - Acquisitions
Monogram Residential Trust



Wayne Hollo
Executive Vice President
Florida East Coast Realty



Still Hunter, III
Senior Director
Institutional Property Advisors



James Kane
Senior Vice President
Starwood Capital Group



Arnaud Karsenti
Managing Principal
13th Floor Investments



Tom Kersting
President
Franklin Street Insurance Services



Scott Levent
Co-Founder
The Trillist Company



Carlos Melo
Principal
The Melo Group



Scott Moss
President
Moss & Associates



Nitin Motwani
Principal
Miami Worldcenter Associates



Cris Sullivan
Chief Operating Officer
Gables Residential



Justin Toal
CIO & Senior Principal
Fifteen Group



Granvil Tracy
President
American Land Ventures



Steve Witten
Executive Director - Northeast & Florida
Institutional Property Advisors



Stuart Zook
President
Monument Real Estate Services

Conference Topics:

- **Stormy Water or Calm Seas?: A Look at the Multifamily Market & Forecasting What's Ahead**
- **Morning Keynote:** Presented by Jeff Berkowitz, President & Founder, Berkowitz Development Group
- **The Costs Will Kill You!:** Creative Solutions to Crafting & Managing a Good Deal in an Environment of Inflated Costs & Uncertain Rent Caps
- **Heating Up or Cooling Down?:** Looking Domestic to Raise Debt, Equity and Financing When the Odds are Against You
- **The Ultimate Game of Chess:** Looking Domestic to Raise Debt, Equity and Financing When the Odds Are Against You
- **Renew, Refresh, Reboot:** The Extreme Pressures on Today's Properties & Boosting Your Bottom Line
- **Lunch Workshop Maximize ROI & Increase Cap Rates: Specialty Tax Credits & Energy Incentives**
- **Special Presentation:** Time is Money
- **If You Build it, Will They Come?:** Betting on the Future in New Developments, Value-Adds & Submarkets
- **Afternoon Keynote:** Presented by Gil Dezer, President, Dezer Development

Additional sessions to be announced.

[View the Full Agenda](#)

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