

**From:** 5th annual Florida Multifamily Summit <info@emails.floridamultifamilysummit.com>  
**Sent:** Tuesday, August 2, 2016 10:33 AM  
**To:** Haley, Nikki  
**Subject:** [Price Increase Thursday] Top Developers Discuss Possible Oversupply of Market



The Florida multifamily industry may be showing signs of a possible oversupply of apartments available with the introduction of half or full month concessions to lease them up. What does this mean for owners, developers and investors? How can they manage against this shaky environment?

Learn how Florida's demand for urban living is affecting the multifamily condo market for renters and buyers at the 5th annual [Florida Multifamily Summit](#). Hear how top industry experts from [Institutional Property Advisors](#), [Related Group](#), [Monogram Residential Trust](#), [Franklin Street](#), [Plaza Construction Group](#) and [Miami Worldcenter Associates](#) are crafting solutions to managing good deals in an unsteady market. Over **400** have already made plans to attend on Thursday, September [See who you will meet!](#)

**Register Now & Save \$400**  
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**Advanced Registration \$499**  
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(Group Rates Available)



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

***Crafting & Managing a Good Deal in an Environment of Inflated Costs & Uncertain Rent Caps***



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



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



**Robert Hodge**  
SVP - Acquisitions  
*Monogram Residential Trust*



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



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



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

## Get Involved!



### Speakers & Agenda:

**Amanda Powers**

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### Sponsorship & Exhibiting:

**Esteban Diaz**

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### Attendee Registrations:

**Claudia Gutwirth**

(646) 862-6125

[claudia@greenpearlevents.com](mailto:claudia@greenpearlevents.com)

## Keynote Speakers:



**Jeff Berkowitz**  
President

***Berkowitz Development***



**Gil Dezer**  
President

***Dezer Development***

## Confirmed Speakers:



**Matt Allen**  
EVP & COO

***Related Group (of Florida)***



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



**James Bloomingdale**  
Senior Vice President  
***JRK Investors***



**Grant Cardone**  
CEO  
***Cardone Real Estate Acquisitions***



**Nathan Collier**  
Founder & Chairman  
***The Collier Company***



**Casey Cummings**  
Chief Executive Officer  
***Ram Realty Services***



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



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



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



**Tal Frydman**  
Senior Director  
***Berkadia***



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



**Andres Gonzalez**  
President & CEO  
***Finesa Real Estate Group***



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



**William Hamilton**  
Executive Vice President  
***Winthrop Management***



**Andrea Heuser**  
Professor - Finance, School of Business  
***University of Miami***



**Robert Hodge**  
SVP - Acquisitions  
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**Wayne Hollo**  
Executive Vice President  
***Florida East Coast Realty***



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



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



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



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



**Scott Leventhal**  
Co-Founder  
**The Trillist Companies**



**Carlos Melo**  
Principal  
**The Melo Group**



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

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



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



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



**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**

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

**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?** *The State of Foreign Capital*
- **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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