

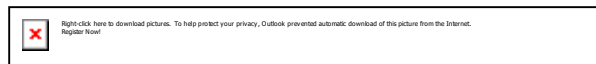
**From:** Multifamily Forum: DFW - Marcus & Millichap / IPA  
<info@emails.mmdallasforum.com>  
**Sent:** Tuesday, September 27, 2016 11:00 AM  
**To:** Haley, Nikki  
**Subject:** [Price Increase Thursday] Legacy, Lynd & Lang on Development Affordability Constraints



How do developers overcome the growing challenge presented by income constraints when building the kind of high-quality product that tenants expect? Join executives from **Legacy Partners**, **Lynd Development**, **Lang Partners**, **BGO Architects** and **Parkview Financial** as they discuss strategies to meet business goals while addressing affordability constraints. Over 500 multifamily owners, investors, developers and financiers are expected to attend the **[Marcus & Millichap / IPA Multifamily Forum: Dallas-Fort Worth](#)** at the Westin Galleria on November 10.

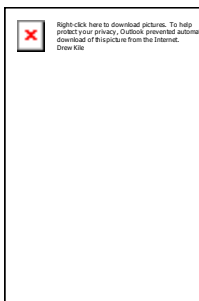
**Price Increase Thursday, September 29**  
**Register Now & Save \$240**

Advanced Registration **\$359**  
Full Rate **\$599**  
(Group Rate Available)

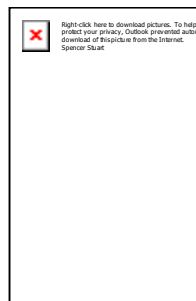


[No thanks, I'm not interested in this event.](#)

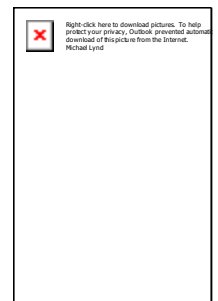
## **Tipping Point: *New Development on the Brink of Change***



**Drew Kile**  
Senior Director  
Institutional Property Advisors  
**MODERATOR**



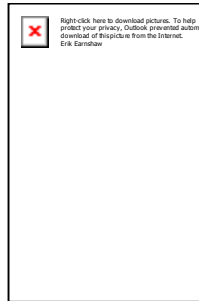
**Spencer Stuart**  
Senior Managing Director  
**Legacy Partners**



**Michael Lynd**  
President & CEO  
**Lynd Development**



**Rick Williamson**  
Director - Development  
**Lang Partners**

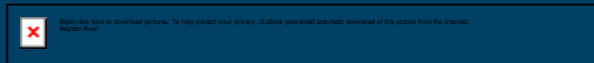


**Erik Earnshaw**  
Partner  
**BGO Architects**



**Paul Rahimian**  
Chief Executive Officer  
**Parkview Financial**

## Get Involved!



### Speakers & Agenda:

**Olga Rodriguez**  
(646) 862-6128  
[olga@greenpearlevents.com](mailto:olga@greenpearlevents.com)

### Sponsorship & Exhibiting:

**Adam Kolanko**  
(646) 783-3955  
[akolanko@greenpearlevents.com](mailto:akolanko@greenpearlevents.com)

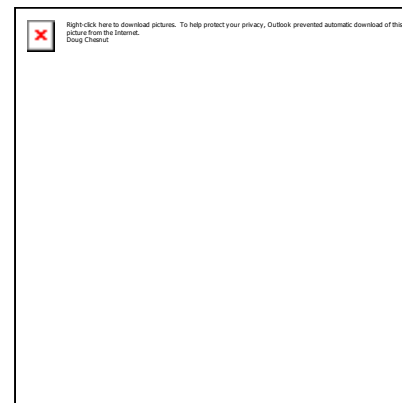
### Attendee Registrations:

**Lehdis Lopez**  
(646) 862-6204  
[lehdis@greenpearlevents.com](mailto:lehdis@greenpearlevents.com)

## Keynote Speakers:

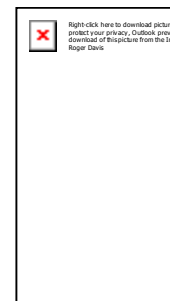
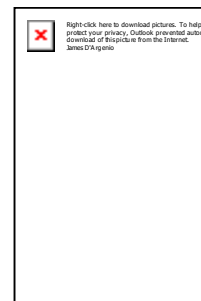
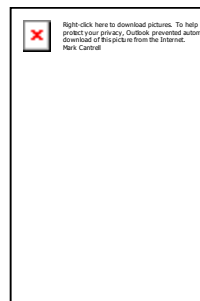
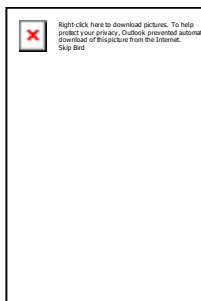
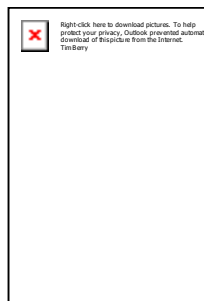
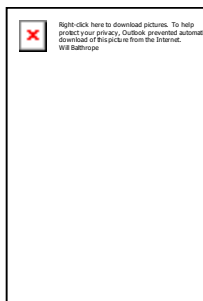


**Craig Hall**  
Chairman & Founder  
**HALL Group**



**Doug Chesnut**  
Chief Executive Officer  
**StreetLights Residential**

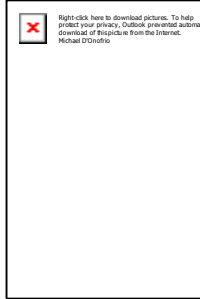
## Conference Speakers Include:



**Will Balthrope**  
Executive Director  
Institutional Property  
Advisors



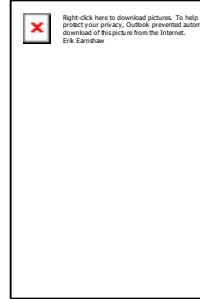
**Tim Berry**  
CEO & Founder  
Pennybacker Capital



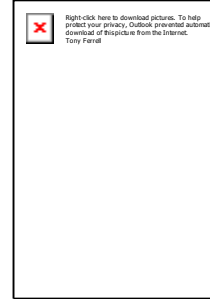
**Skip Bird**  
Principal  
S2 Capital



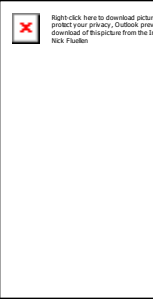
**Mark Cantrell**  
President  
Cantrell McCulloch



**James D'Argenio**  
Principal - Acquisitions  
The Bascom Group



**Roger Davis**  
Director - Real Estate  
Investment  
Northwestern Mutual



**Steve Davis**  
EVP - Strategic  
Development  
Valet Waste



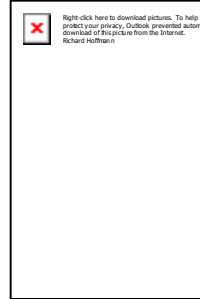
**Michael D'Onofrio**  
Managing Director  
Engineered Tax  
Services



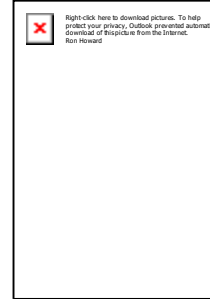
**Keith Dunkin**  
President  
YieldStar



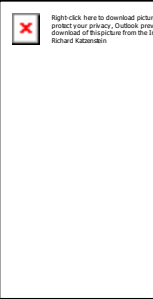
**Erik Earnshaw**  
Partner  
BGO Architects



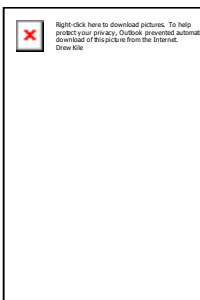
**Tony Ferrell**  
VP - Portfolio  
Operations  
The Bascom Group



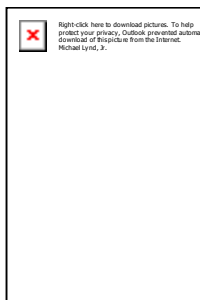
**Nick Fluelen**  
First Vice President  
Investment  
Marcus & Millichap



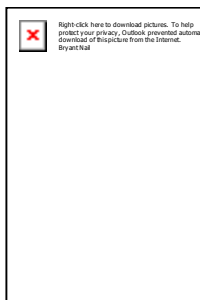
**Heather Gorhan**  
Controller  
CAPgro



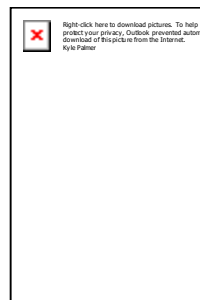
**Grant Guest**  
Managing Partner  
Perry Guest Company



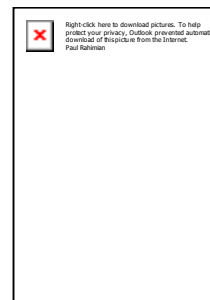
**Ruel Hamilton**  
Owner  
AmeriSouth Realty



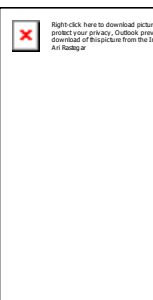
**Richard Hoffmann**  
President & Owner  
Anterra



**Ron Howard**  
VP - Construction  
CAPgro



**Richard Katzev**  
SVP & National Director  
Marcus & Millichap  
Capital Corporation



**Drew Kile**  
Senior Director  
Institutional Property  
Advisors

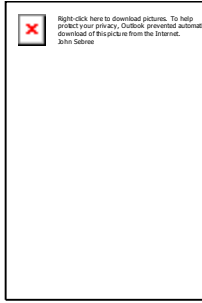
**Michael Lynd**  
President & CEO  
LYND

**Bryant Nail**  
Executive Vice  
President  
PM Realty Group

**Kyle Palmer**  
Regional Manager  
Marcus & Millichap

**Paul Rahimian**  
Chief Executive Officer  
Parkview Financial

**Ari Rastegar**  
Chief Executive Officer  
Rastegar Capital



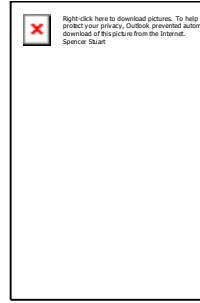
**John Sebree**  
FVP & National Director  
- NMHG  
**Marcus & Millichap**



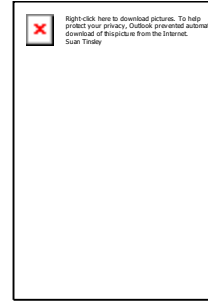
**Al Silva**  
First Vice President  
Investments  
**Marcus & Millichap**



**Tim Speck**  
FVP & Regional  
Manager  
**Marcus & Millichap**



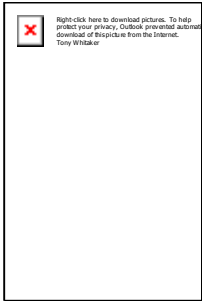
**Spencer Stuart**  
Senior Managing  
Director  
**Legacy**



**Suan Tinsley**  
Managing Partner  
**Vesta Management  
Services**



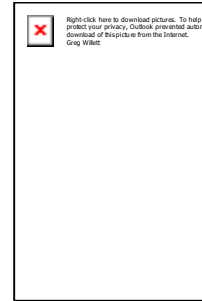
**Timothy Wells**  
Construction VP -  
**Trinsic Residential**



**Tony Whitaker**  
President  
**FSI Construction**



**Colin Whittier**  
Managing Director  
**Pillar**



**Greg Willett**  
Chief Economist  
**MPF Research**



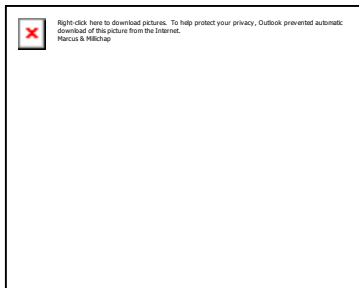
**Rick Williamson**  
Director - Development  
**Lang Partners**

## Conference Topics:

- **National/DFW Multifamily Market Update**
- **Morning Keynote:** *Doug Chesnut, Chief Executive Officer of StreetLights Residential*
- **Tipping Point:** *New Development on the Brink of Change*
- **Runaway Train:** *Managing Costs of Construction through Good Management & Design*
- **Changing Faces:** *Raising Capital for Today's Real Estate Deals*
- **The Art of Underwriting a Value-Add Acquisition**
- **Under the Radar:** *Value-Add Redevelopment Strategies & Emerging Markets across DFW*
- **Growing the Pie:** *Revenue Growing and Cost Saving Strategies for Multifamily Owners and Operators*
- **Maximize ROI & Increase Cap Rates:** *Specialty Tax Credits & Energy Incentives*
- **Exceeding Expectations:** *A Market Performance Update*
- **Afternoon Keynote:** *Craig Hall, Chairman & Founder of HALL Group*

















[View the Full Agenda](#)

## Conference Chairs:

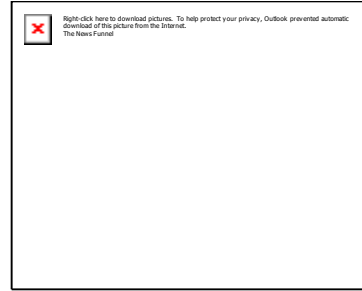


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