

From: West & Central Florida Multifamily Forum: Marcus & Millichap / IPA
<info@emails.mmcentralfloridaforum.com>
Sent: Tuesday, October 4, 2016 10:01 AM
To: Haley, Nikki
Subject: [Price Increase Thursday] Multifamily Forum for West & Central Florida Returns - Dec. 8!



Save the date for the third annual **Marcus & Millichap / IPA Multifamily Forum: West and Central Florida** held on Thursday, December 8, at the Crowne Plaza Tampa Westshore. This dynamic event will bring together over 400 developers, operators, investors and multifamily experts, as well as the region's most influential estate leaders for a day of networking, idea sharing and deal making.

Sign up now for the early rate and save to hear this year's keynote speakers: **Tampa Mayor Bob Buckhorn** and **Phillip Smith** of **Framework Group**. Join over 40 speakers as they discuss and debate the state of this booming region. Discover and learn about changes in new development, managing the high costs of construction, cost raising in a competitive market, and savvy investing in value-add opportunities. The market is changing quickly, don't miss this opportunity to hear what others are doing about it.

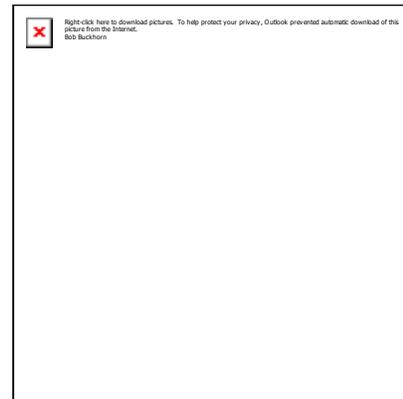
**Price Increase Thursday, October 6
Register Now & Save \$350**

Early Registration **\$249**
Full Rate **\$599**
(Group Rate Available)



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

Keynote Speakers:



Phillip Smith
President
Framework Group

Bob Buckhorn
Mayor
City of Tampa

Featured Speakers Include:



Brian Bailey
Senior Financial Policy
Analyst
Federal Reserve Bank
of Atlanta



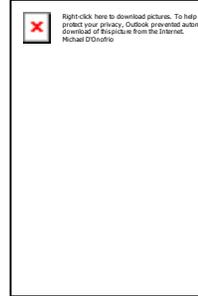
Josh Champion
President & COO
Carroll Organization



Peter Collins
Co-Founder &
Managing Principal
Forge Capital Partners



Harry Collison
SVP & Managing
Director - Acquisitions &
Dispositions
McKinley



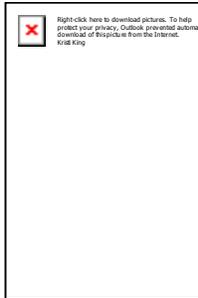
Michael D'Onofrio
Managing Director
Engineered Tax
Services



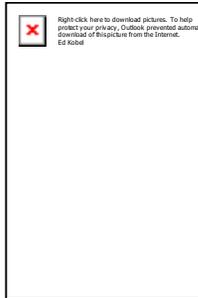
Todd Fabbri
President
Richman Group
Florida



Richard Katzenstein
SVP & National Director
Marcus & Millichap
Capital Corporation



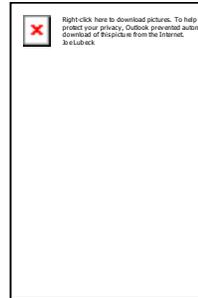
Kristi King
Chief Operating Officer
Robbins Property
Associates



Ed Kobel
President & COO
DeBartolo
Development



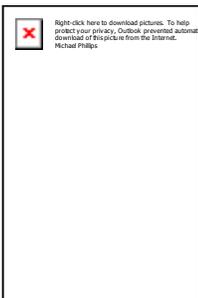
Bruce LaMotte
Principal & Co-Founder
PMC



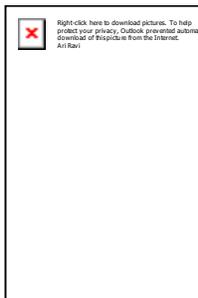
Joe Lubeck
Founder & CEO
Electra America



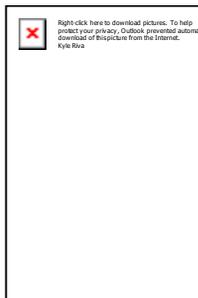
Fabrizio Lucca
President & COO
Jaymor Group



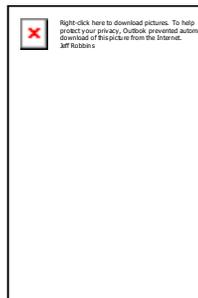
Michael Phillips
Principal
Lubert-Adler



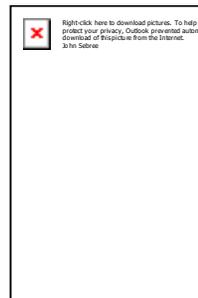
Ari Ravi
Regional Manager
Marcus & Millichap



Kyle Riva
CEO & President
Alexander
Investments



Jeff Robbins
VP - Development
The Related Group



John Sebree
FVP & National Director
- NMHG
Marcus & Millichap



Justin West
Regional Manager
Marcus & Millichap

Get Involved!



Speakers & Agenda:

Amanda Powers

(813) 803-7438

apowers@greenpearlevents.com

Sponsorship & Exhibiting:

Esteban Diaz

(646) 701-7982

ediaz@greenpearlevents.com

Attendee Registrations:

Claudia Gutwirth

(646) 862-6125

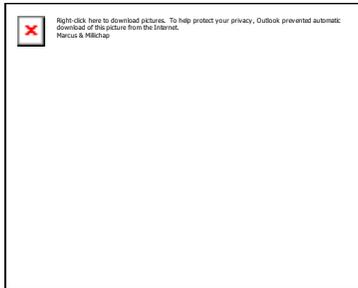
claudia@greenpearlevents.com

Conference Topics:

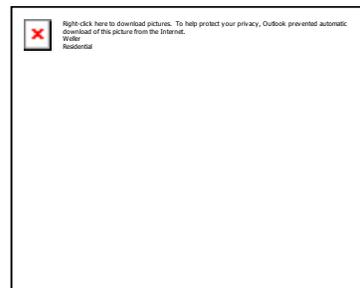
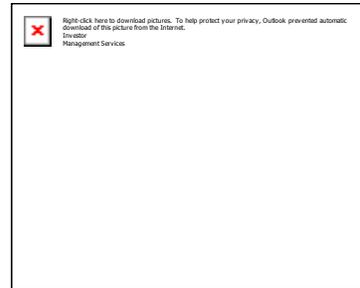
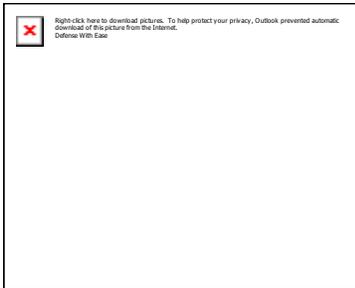
- **National vs. West & Central Florida Multifamily Market Update**
- **Morning Keynote:** *Presented by Phillip Smith of Framework Group*
- **Blue Skies Ahead:** *High Profile New Developments*
- **Treasure Fleet:** *Debt, Equity & Funding Alternatives when Raising Capital Today*
- **Feeling the Heat:** *Controlling Construction Costs through Management & Design*
- **Hidden Treasures:** *Value-Add Redevelopment and Emerging Submarkets across West & Central Florida*
- **Batten Down the Hatches:** *Revenue Growth & Cost Cutting Strategies for Multifamily Owners & Operators*
- **Maximize ROI & Increase Cap Rates:** *Specialty Tax Credits & Energy Incentives*
- **Afternoon Keynote** *Presented by Bob Buckhorn, Mayor of Tampa*

[View the Full Agenda](#)

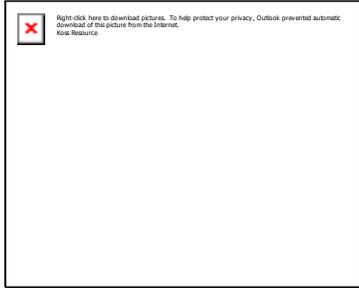
Conference Chairs:



Sponsors:



Marketing Partners:



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