

**From:** Florida Multifamily Summit <info@emails.floridamultifamilysummit.com>  
**Sent:** Thursday, September 1, 2016 8:34 AM  
**To:** Haley, Nikki  
**Subject:** [Price Increase Tonight] See Who's Attending the Florida Multifamily Summit!



At the upcoming [Florida Multifamily Summit](#), attendees will hear how today's industry leaders are adapting to the economic changes impacting the Florida multifamily housing market. Join over **500** owners, operators and developers who have already made plans to attend from companies including [Related Group of Florida](#), [Gables Residential](#), [Encore Capital Management](#) and [Trillist Companies](#). The market is changing quickly, so don't miss this opportunity to hear how others are managing good deals in an environment of cost inflation. See below for a preview of whom you might meet on Thursday, September 22!

**Register Now & Save \$300**  
**Price Increases TONIGHT, Sept. 1!**

**Advanced Registration \$599**  
**Full Rate \$899**  
(Group Rates Available)



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

### Attending Companies Include:

- 13th Floor Investments
- 24 Sunset
- 5G Studio Collaborative
- Abney + Abney Green Solutions
- Adivo Construction
- Adler Development
- AGM Financial Services
- AHS Development Group
- AIG Global Real Estate Investment
- Alliance Residential Company
- Altman Companies
- Alvarez Arrieta & Diaz-Silveira
- America Realty Advisors
- American Land Ventures
- AMLI Development
- ARA Newmark
- Aran Correa & Guarch
- First American Title NCS Division
- First Florida Building
- Fisher Koppenhafer Architecture and Interior Design
- Florida East Coast Realty
- FM Capital
- FNTG
- Focus Development Group
- Foley & Lardner
- Forum Architecture & Interior Design
- Franklin Street Insurance Services
- Freedom mortgage
- Freeman Webb Company
- Gables Residential
- Gemstone Development Corporation
- Global Funding Associates
- Park Partners Residential
- Park Square Enterprises
- PASSCO
- Pathman Lewis
- Picerne Real Estate Group
- Plaza Construction Group
- PMA Sales Group
- Power Design
- Pridgen Development
- Prime Group
- Professional Service Industries (PSI)
- R K Properties
- Raimondo Properties
- Raisal
- Ram Realty Services
- Real Capital Solutions

- Arbor Contract Carpet
- Archaio
- Arena Capital
- Arnstein & Lehr
- Arquitectonica
- Ascentis Real Estate Partners
- Atlantic | Pacific Management
- Atlantic American Partners
- Avesta
- Aztec Group
- Balfour Beatty Communities
- Bank Leumi
- Bank of America Merrill Lynch
- BankFinancial
- Banko Design
- BankUnited
- Barron Collier Companies
- BB&T
- BBX Capital Real Estate
- BC Architects AIA
- Becker & Poliakoff
- Bedford Cost Segregation
- Bellwether Enterprise Real Estate Capital
- Berkadia
- Berkowitz Development Group
- Berkowitz Pollack Brant
- BH Management
- Bohler Engineering
- Bozzuto Management Company
- Broad and Cassel
- Brody & Associates
- Builders Design
- Cannatelli Builders
- Capright
- Cardone Real Estate Acquisitions
- Carlton Fields
- CB Commercial Alliance
- CB Holdings
- CBRE
- CCRE
- CFH Group
- Champion Utility Billing Services
- CityLift
- Coastal Construction
- Coldwell Banker Commerical Alliance - Miami
- Colliers International
- Compass Commercial Mortgage
- Continental Properties
- Continental Realty
- Cortland Partners
- Courtelis Residential
- Covenant Capital Group
- CREC
- Crown Advisors
- Current Builders
- GP Real Estate
- Grand Peaks Properties
- Grandbridge Real Estate Capital
- Grass River Property
- GreenBuilt Solutions
- GreenCROWN Water Conservation
- Gregory A May
- Greystar Real Estate Partners
- Greystone
- Harvard Management Company
- Hawkins Construction
- Heritage Equity Partners
- Hernandez Construction
- HFF
- Huber Engineered Woods
- Huizenga Holdings
- Hunt Companies
- Hypower
- ICI Homes
- ID&Design International
- Inland Mortgage Capital
- Institutional Property Advisors
- Integris Solutions
- Intertek/Professional Service Industries (PSI)
- Investor Management Services
- ISG
- iStar
- JBMA Institutional Multifamily Advisors
- JIMCO
- JQ Group
- JRG Capital Partners
- JRK Investors
- KAST Construction
- Kaufman Lynn Construction
- Kaufman Rossin
- Keith and Associates
- Kent Security
- KeyBank Real Estate Capital
- Kimco Realty
- Kimley-Horn and Associates
- King Engineering
- Kitson & Partners
- L & H Land
- LeCesse Development
- Lee & Associates|Naples-Ft. Myers
- LeFrak
- Lennar Multifamily
- Leo A Daly
- Link Construction Group
- Live Oak Contracting
- Love Funding
- Lowndes, Drosdick
- Macken Companies
- Marcus & Millichap
- Marks Paneth
- Red Stone Equity Partners
- Regions Bank
- Related Group (of Florida)
- Rialto
- Rivergate Companies
- RKW Residential
- RLC Architects
- Roger B. Kennedy Construction
- Rosemurgy Properties
- S&S Security Sales
- Sabadell United
- Sabal Capital Partners
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- Scott + Cormia Architecture and Interiors
- Seacoast Bank
- SES Environmental
- Shawmut Desing and Construction
- Situs Asset Management
- Smarter Waste
- Somerset Financial Group
- Southeast Asset Specialists
- Spear Management Group
- Starwood Capital Group
- STB Architects & Planners
- Stellar Homes Group
- Steven Feller PE
- Stewart Title Guaranty
- Stiles Corporation
- Suffolk Construction
- Sun Creek Holdings
- Sun Park Company
- SunTrust Bank
- SVN South Commercial Real Estate Advisors
- Synovus Bank
- TD Bank
- Ten-X
- Terracon
- TGM Associates
- The Allen Morris Company
- The Collier Companies
- The Estate Companies
- The Fund
- The Galman Group
- The Graham Companies
- The Greenwald Group
- The Martin Architectural Group
- The Melo Group
- The Rockbridge Group
- The Spear Group
- The Spinnaker Group
- The Trillist Companies
- TIAA
- Toll Brothers
- TotalBank
- Triangle Services

- Cushman & Wakefield
- Daily Business Review
- Defense With Ease
- Devita
- Dezer Development
- Digital Map Products
- Dorma+kaba
- Dorsky Yue International
- Dougherty Mortgage
- Eastside Equities
- Eden Multifamily
- EIMC
- Elandis
- Elderly Housing Development & Operations
- Element National Management
- Elion Partners
- Ellis Creek Capital
- Encore Capital Management
- Eneractive Solutions
- Engineered Tax Services
- ESO Equity Group
- Estate Companies
- Falcone Group
- Federal Capital Partners
- Federal Reserve Bank of Atlanta
- Fifteen Group

- Marsh & McLennan Companies
- MARSH Real Estate Practice
- MAS Development
- Matrix Residential
- McCormack Baron Management
- McNamara Salvia
- MechoSystems
- Mercantil Commercebank
- Meridian Capital Group
- Mestdagh & Wall
- Miami Worldcenter Associates
- Mill Creek
- MMI Development
- Mohawk Industries
- Monogram Residential Trust
- Monument Real Estate Services
- Moss & Associates
- MPG
- MRI Software
- Multifamily Risk Advisors
- Mutual of Omaha Bank
- Neal Realty & Investments
- Newgard Development Group
- Newport Property Construction
- NOI Enhancements
- NorthMarq Capital
- NP International
- Old Republic Title
- One Real Estate Investment
- Ortsac Investments
- Paragon Group of Florida

- Trilogy Real Estate Group
- Trinity Building & Construction Management
- Turnberry Associates
- Turner Construction Company
- Tutor Perini Building
- Tzadik Management
- United Property Management
- Unitronics
- University of Miami
- US2
- USI Insurance Services
- Valet Waste
- Verdex Construction
- Verzasca Group
- W.H.Benson & Company
- Walchle Lear Multifamily Advis
- Walker & Dunlop
- Walker Parking
- Warner Construction Consulta
- Waypoint Residential
- Weiss Serota Helfman Cole & Bierman
- Weller Management
- Wells Fargo Bank
- Winthrop Management
- ZOM Florida

## 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)

## 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*



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



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



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



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



**Juan DeAngulo**  
Managing Principal  
*Eliion Partners*



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



**Tal Frydman**  
Senior Director  
*Berkadia*



**Andrew Ginsburg**  
President - Eastern Florida  
*CityLift*



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



**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 Hodge**  
SVP - Acquisition  
*Monogram Residential Trust*



**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 Florida*



**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*

[View the Full Agenda](#)

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GreenPearl  
32 West 22nd Street, 6th Floor  
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