

**From:** Florida Multifamily Summit <info@emails.floridamultifamilysummit.com>  
**Sent:** Tuesday, September 13, 2016 10:31 AM  
**To:** Haley, Nikki  
**Subject:** [Price Increase Thursday] Related Group, 13th Floor & Falcone Group Speaking Next Week



At the 5th annual [Florida Multifamily Summit](#), don't miss the chance to hear notable speakers from [Related Group](#), [13th Floor Investments](#), [Cardone Real Estate Acquisitions](#) and [Falcone Group](#). Join over 575 multifamily owners, investors and developers who have already made plans to attend Thursday, September 22. [See who you will meet!](#)

Note we are nearly sold out and will be closing registration soon!

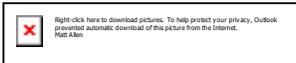
**Register Now - Limited Tickets Available**  
**Price Increases Thursday, Sept. 15**

**Advanced Registration \$699**  
**Full Rate \$899**  
(Group Rates Available)



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

### Featured Speakers:



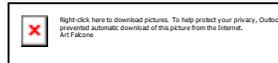
**Matt Allen**  
EVP & COO  
*Related Group (of Florida)*



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



**Grant Cardone**  
Chief Executive Officer  
*Cardone Real Estate Acquisitions*



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

### 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**  
Chief Executive Officer  
*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*



**Uri Man**  
Chief Executive Officer  
*Crystal Lagoons*



**Syd McDonald**  
Senior Vice President - Sales  
*Valet Waste*



**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*
- **How Developers are Creating New Revenue Streams & Improving Apartments Rents & Condo Sales Velocity with World's Top Amenity**
- **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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