

Q1 What was your primary reason for coming to the conference?

Answered: 49 Skipped: 3

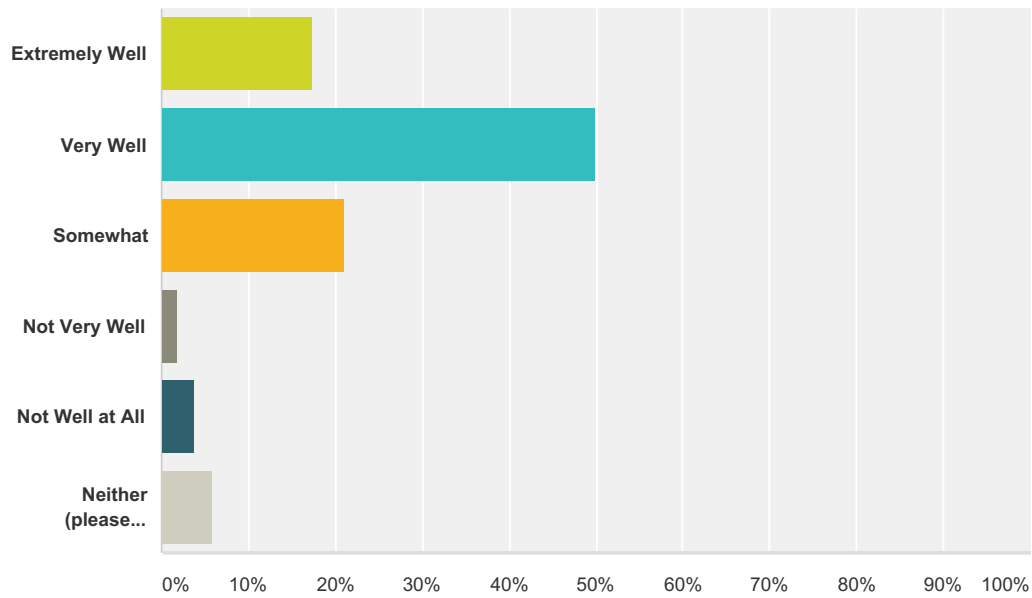
#	Responses	Date
1	To learn more about state of development in Florida.	10/21/2015 10:17 AM
2	Networking with prospects	10/20/2015 11:07 AM
3	Learn about new developments and trends	10/20/2015 9:24 AM
4	networking	10/19/2015 4:19 PM
5	networking and hearing about upcoming projects	10/19/2015 2:21 PM
6	Networking	10/19/2015 9:20 AM
7	networking	10/17/2015 4:49 PM
8	information and networking	10/16/2015 4:34 PM
9	Networking	10/16/2015 1:57 PM
10	networking, getting those "jewels" of knowledge, get an idea of market sentiment.	10/16/2015 11:14 AM
11	networking and state of the MF market	10/16/2015 10:27 AM
12	As a developer wanted to find out more about the lending climate and any new ideas in the market place.	10/16/2015 10:08 AM
13	More knowledge about multi-family projects	10/16/2015 7:34 AM
14	Info	10/15/2015 9:49 PM
15	Clients currently constructing both for sale and rental multi-family projects	10/15/2015 6:23 PM
16	Updated information on Multifamily sector	10/15/2015 4:43 PM
17	Learn and network with leaders in the MF industry	10/15/2015 4:01 PM
18	Update on market.	10/15/2015 3:49 PM
19	education on current MF market in S. Florida	10/15/2015 3:20 PM
20	Networking	10/15/2015 3:12 PM
21	Finance professional. Have many clients and prospects attending	10/15/2015 2:59 PM
22	networking	10/15/2015 2:58 PM
23	To meet Developers, Engineers, and other important construction industry leaders.	10/15/2015 2:56 PM
24	Learn about where the multi-family market was heading and meet new people in the market	10/15/2015 2:43 PM
25	Asked by our Principal.	10/15/2015 2:19 PM
26	Networking with mortgage brokers and sponsors who can be great resources for future opportunities	10/15/2015 2:18 PM
27	network with new and old business acquaintances - market info	10/15/2015 2:15 PM
28	Networking	10/15/2015 1:58 PM
29	Learn about market	10/15/2015 1:57 PM
30	Looking to make connections and establish relationships with Developers and Lenders	10/15/2015 1:52 PM
31	Learn what is happening in the Multi-Family world and meet contacts.	10/15/2015 1:52 PM
32	To meet with apartment owners, managers, developers and investors and offer risk services	10/15/2015 1:48 PM
33	Networking and education	10/15/2015 1:38 PM
34	Networking	10/15/2015 1:34 PM

4th Annual Florida Multifamily Summit - Attendee Survey

35	networking and our company owner was a panel speaker	10/15/2015 1:33 PM
36	Learning	10/15/2015 1:26 PM
37	Networking	10/15/2015 1:16 PM
38	Networking	10/15/2015 1:14 PM
39	Company was speaking.	10/15/2015 1:14 PM
40	Network with peers	10/15/2015 1:14 PM
41	Networking	10/15/2015 1:06 PM
42	Updates on the market and ideas regarding property management	10/15/2015 1:05 PM
43	Networking and industry knowledge	10/15/2015 1:05 PM
44	market trends insight	10/15/2015 1:04 PM
45	Our company is a provider for third-party Green Verification. We wanted to see what interest the multi-family sector has in green building certifications.	10/15/2015 1:03 PM
46	Networking & intel	10/15/2015 1:03 PM
47	Educational	10/15/2015 1:02 PM
48	Networking	10/15/2015 1:02 PM
49	Business Development	10/15/2015 1:02 PM

Q2 How well did this conference meet your expectations?

Answered: 52 Skipped: 0

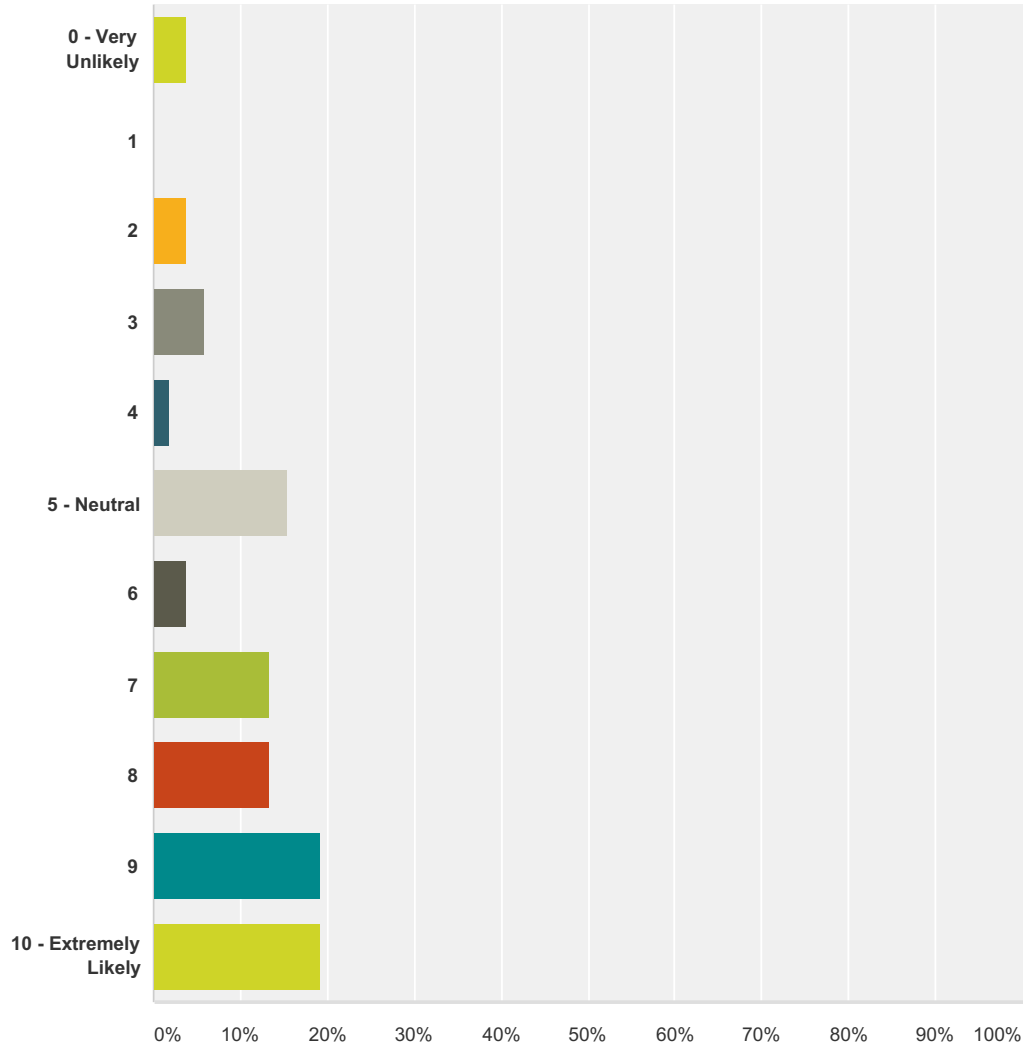


Answer Choices	Responses
Extremely Well	17.31% 9
Very Well	50.00% 26
Somewhat	21.15% 11
Not Very Well	1.92% 1
Not Well at All	3.85% 2
Neither (please explain)	5.77% 3
Total	52

#	Neither (please explain)	Date
1	The conference was more for vendors trying to sell me things.	10/16/2015 10:08 AM
2	I didn't really know what to expect.	10/15/2015 2:19 PM
3	First half was ok...afternoon was a waste....some panelist good some clueless	10/15/2015 1:05 PM

Q3 How likely are you to recommend this conference to a colleague to attend next year?

Answered: 52 Skipped: 0



Answer Choices	Responses
0 - Very Unlikely	3.85% 2
1	0.00% 0
2	3.85% 2
3	5.77% 3
4	1.92% 1
5 - Neutral	15.38% 8
6	3.85% 2
7	13.46% 7

4th Annual Florida Multifamily Summit - Attendee Survey

8	13.46%	7
9	19.23%	10
10 - Extremely Likely	19.23%	10
Total		52

Q4 What was the most valuable aspect of this conference?

Answered: 48 Skipped: 4

#	Responses	Date
1	The guest speakers	10/20/2015 11:07 AM
2	face-to-face time with decision makers.	10/20/2015 9:24 AM
3	The caliber of MF professionals that were in attendance	10/19/2015 6:19 PM
4	Amazing	10/19/2015 4:19 PM
5	opportunity for facetime	10/19/2015 2:21 PM
6	Learning about new developments	10/19/2015 11:43 AM
7	Networking and Current Topics	10/19/2015 9:20 AM
8	Networking	10/18/2015 6:14 PM
9	putting faces to voices	10/17/2015 4:49 PM
10	having everyone in one area	10/16/2015 4:34 PM
11	Several decision makers in one place	10/16/2015 1:57 PM
12	market trends	10/16/2015 11:14 AM
13	networking	10/16/2015 10:27 AM
14	valet parking	10/16/2015 10:08 AM
15	Hearing the different things others are thinking about and doing.	10/16/2015 7:34 AM
16	Networking with varous attendees	10/15/2015 6:23 PM
17	Networking	10/15/2015 4:43 PM
18	the ability to meet the leaders on the panels	10/15/2015 4:01 PM
19	Debt equity talks	10/15/2015 3:49 PM
20	networking	10/15/2015 3:20 PM
21	networking and panel discussions	10/15/2015 2:59 PM
22	Meeting people	10/15/2015 2:56 PM
23	Speakers on the panel, time to break out and meet new people. Information provided by speakers was very informative.	10/15/2015 2:43 PM
24	Networking and new product.	10/15/2015 2:19 PM
25	As mentioned above; the conference was very well ran and attended by brokers and sponsors, so I was able to get in front of several groups and individuals I constantly interact with via phone and email but in person.	10/15/2015 2:18 PM
26	networking / market intel	10/15/2015 2:15 PM
27	Network	10/15/2015 1:58 PM
28	Market info	10/15/2015 1:57 PM
29	The spekers	10/15/2015 1:52 PM
30	Debt and Equity session and networking.	10/15/2015 1:52 PM
31	The time given to mingle and meet others.	10/15/2015 1:48 PM
32	Networking	10/15/2015 1:38 PM
33	Networking opportunity	10/15/2015 1:34 PM

4th Annual Florida Multifamily Summit - Attendee Survey

34	networking with industry peers	10/15/2015 1:33 PM
35	Understanding the financing drivers and mass transit strategies	10/15/2015 1:26 PM
36	There was a broad range of attendees.	10/15/2015 1:16 PM
37	Networking	10/15/2015 1:14 PM
38	Attendance	10/15/2015 1:14 PM
39	Participation of industry leaders	10/15/2015 1:14 PM
40	Networking	10/15/2015 1:06 PM
41	B breakout sections	10/15/2015 1:05 PM
42	The speakers were extremely informative and knowledgeable	10/15/2015 1:05 PM
43	Networking	10/15/2015 1:04 PM
44	Hearing the future expected trends for builders.	10/15/2015 1:03 PM
45	New product info	10/15/2015 1:03 PM
46	Hearing the speakers discuss their experiences.	10/15/2015 1:02 PM
47	Networking Time	10/15/2015 1:02 PM
48	Lots of debt brokers	10/15/2015 1:02 PM

Q5 Were there any aspects of the event which did not meet your expectations? If so, what were they?

Answered: 45 Skipped: 7

#	Responses	Date
1	Lots of noise in hallways. Hard to hear the presenters.	10/21/2015 10:17 AM
2	loud noise in the hall way disturbed the conference room every time the door was open	10/20/2015 9:24 AM
3	Starting late	10/19/2015 6:19 PM
4	The food was terrible.	10/19/2015 4:19 PM
5	The attendance after the lunch decreased exponentially. Virtually no one left for the cocktail reception.	10/19/2015 2:21 PM
6	The sound was awful in the opening session. Many people had to sit on the back rows and you absolutely could not hear the main speaker and during the speaker panel the same sound issue occurred.	10/19/2015 11:43 AM
7	venue had NO cell service and limited areas fro cnversation and to network. also, bad parking. Lunch - add beef to the samwich menu.	10/17/2015 4:49 PM
8	sound system and background noise made it difficult to follow the speakers.	10/16/2015 1:57 PM
9	The conference speakers focused more on Miami market than I expected.	10/16/2015 11:14 AM
10	the venue was terrible. The noise from the common areas made it very difficult to hear the speakers. there was no direction to the sponsor area. Lunch was highly unorganized and the food options were not identified (ie, eggplant, pork, turkey)	10/16/2015 10:27 AM
11	Almost the entire event.	10/16/2015 10:08 AM
12	The venue...ugh. Way too loud outside the meeting rooms. That place is not designed for groups, with nothing but hard, noisy surfaces. I may not go next year just for that reason. And should have had some sort of morning snakes all morning...not just bowls of granola...	10/16/2015 7:34 AM
13	The panel discussions were rather broad or simply opportunities for those participating to market their projects. Should have more insightful discussions opn a number of relevant topics, which are not merely Info-mercials.	10/15/2015 6:23 PM
14	none	10/15/2015 4:43 PM
15	Food & Beverage. It was nothing special, the event was pricey, I was expecting better options.	10/15/2015 4:01 PM
16	Organization	10/15/2015 3:49 PM
17	speaker quality	10/15/2015 3:20 PM
18	no	10/15/2015 2:59 PM
19	Food - have healthier options and bottled water available	10/15/2015 2:56 PM
20	No, we were pretty satisfied	10/15/2015 2:43 PM
21	Seating for breakfast and lunch was a little uncomfortable.	10/15/2015 2:19 PM
22	Phone service was extremely poor, which made it difficult to coordinate previously arranged meetings and follow ups.	10/15/2015 2:18 PM
23	the venue was not nearly large enough and catering/ lunch should have been executed much better. it was quite disorganized and no real condiments, utensils, napkins, etc..seemed like the space was not suited for the amount of ppl that attended	10/15/2015 2:15 PM
24	Speakers were not strong	10/15/2015 1:58 PM
25	Breakfast and lunch could have been better	10/15/2015 1:57 PM
26	no	10/15/2015 1:52 PM
27	May want to have more table seating for everyone at lunch time.	10/15/2015 1:52 PM
28	No, all were good.	10/15/2015 1:48 PM

4th Annual Florida Multifamily Summit - Attendee Survey

29	Lack of cell reception, lack of more exhibitions, no real central open area for networking outside of sessions	10/15/2015 1:38 PM
30	Most of the morning panels provided less information and more storytelling. Answers were drawn out and not really to the point.	10/15/2015 1:34 PM
31	redundancy in panel discussions	10/15/2015 1:33 PM
32	Not enough emphasis on long term owner economics	10/15/2015 1:26 PM
33	The location was not a good venue.	10/15/2015 1:16 PM
34	Presenters did not add much value. The presenters I sat through just walked the audience through their slide deck. It would be more compelling if a number of competing firms were interviewed about their strategies and what differentiates them from the competition.	10/15/2015 1:14 PM
35	speakers and panels	10/15/2015 1:14 PM
36	None	10/15/2015 1:14 PM
37	No wifi. Poor Parking, terrible program... should I go on?	10/15/2015 1:06 PM
38	Need better panelist.....	10/15/2015 1:05 PM
39	No	10/15/2015 1:05 PM
40	I was hoping for less project advertising and more market trends, analysis, new financing strategies.	10/15/2015 1:04 PM
41	It was very difficult to network because people spread out in to many areas. After the last session, most people left. Networking time at lunch would be better.	10/15/2015 1:03 PM
42	limited parking, okay food, poor acoustics in main room	10/15/2015 1:03 PM
43	None.	10/15/2015 1:02 PM
44	Food could have been better	10/15/2015 1:02 PM
45	No	10/15/2015 1:02 PM

4th Annual Florida Multifamily Summit - Attendee Survey

Q6 Which speaker were you most interested in hearing?

Answered: 39 Skipped: 13

#	Responses	Date
1	new development panel.	10/21/2015 10:17 AM
2	The speaker at the end of the development possibilities with mass transit with the train stations.	10/20/2015 11:07 AM
3	all the forums were great.	10/20/2015 9:24 AM
4	Dan Kodsi	10/19/2015 4:19 PM
5	Developers	10/19/2015 2:21 PM
6	The keynote speaker was great. Wish I could have heard everything he was saying.	10/19/2015 11:43 AM
7	Luis Gonzalez	10/18/2015 6:14 PM
8	I found the group headed by Brett Forman the most interesting	10/17/2015 4:49 PM
9	The board speaking on failed projects and how they overcame them	10/16/2015 4:34 PM
10	Daniel Kodsi	10/16/2015 1:57 PM
11	Mark Allen was extremely articulate. My background is Architecture and Business admin particularly Marketing. As a former management consultant, he was right on. His pivot when he took over his father's business was smart. When a mission statement is clear the decision making process is self evident. It's nice to see someone execute.	10/16/2015 11:14 AM
12	lenders	10/16/2015 10:08 AM
13	Miami Worldcenter	10/16/2015 7:34 AM
14	Jake Roffman	10/15/2015 6:23 PM
15	The panel on Equity- crowd funding	10/15/2015 4:43 PM
16	Debt equity panel	10/15/2015 3:49 PM
17	uri man	10/15/2015 3:20 PM
18	Panel discussion on Debt, Equity and International Investors. Also enjoyed Allen Morris presentation	10/15/2015 2:59 PM
19	Daniel Kodski	10/15/2015 2:56 PM
20	For us as architects, we liked to hear the developers/owners/and contractors.	10/15/2015 2:43 PM
21	Hen Shoval- Pensam Capital: He is a colleague	10/15/2015 2:18 PM
22	none	10/15/2015 2:15 PM
23	Kevin Neal	10/15/2015 1:58 PM
24	Daniel kodsi	10/15/2015 1:57 PM
25	All of them	10/15/2015 1:52 PM
26	Allen Morris Company	10/15/2015 1:52 PM
27	The CEO from Paramount	10/15/2015 1:48 PM
28	initial keynote speaker	10/15/2015 1:33 PM
29	Andrew Frey	10/15/2015 1:26 PM
30	None in particular.	10/15/2015 1:16 PM
31	N/A	10/15/2015 1:14 PM
32	None	10/15/2015 1:14 PM
33	Sustainability Panel	10/15/2015 1:06 PM

4th Annual Florida Multifamily Summit - Attendee Survey

34	Don't remember	10/15/2015 1:05 PM
35	MWC	10/15/2015 1:04 PM
36	Daniel Kodosi - who was limited in his presentation b/c of late start	10/15/2015 1:03 PM
37	None in particular. I appreciated the variety that was offered.	10/15/2015 1:02 PM
38	Daniel Kodosi	10/15/2015 1:02 PM
39	Miami World Center speaker	10/15/2015 1:02 PM

Q7 Do you have any specific suggestions that we could make to improve your experience at future events?

Answered: 41 Skipped: 11

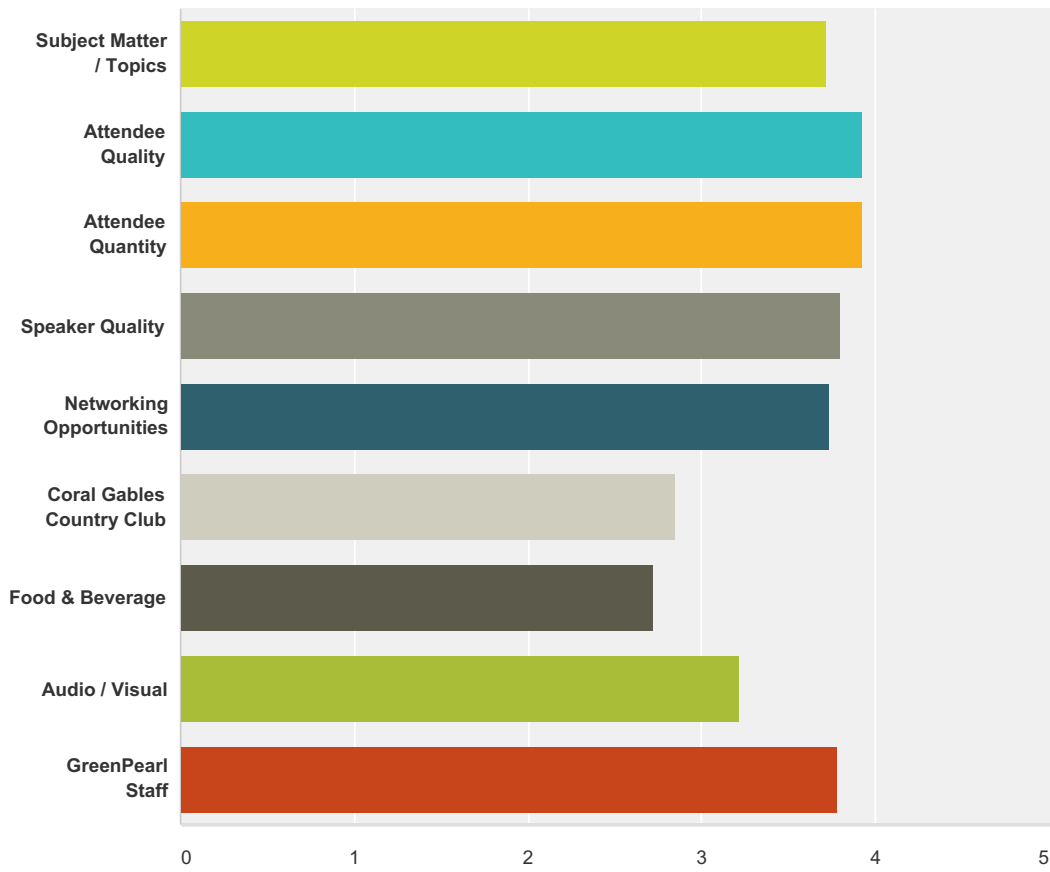
#	Responses	Date
1	the venue's cell phone reception was terrible. when doing an event where high level executives are attending, we cannot be disconnected for a full day.	10/20/2015 9:24 AM
2	Just the food. Healthy breakfast and healthier lunch.	10/19/2015 4:19 PM
3	find a way to have a heavy hitter panel in the afternoon.	10/19/2015 2:21 PM
4	Yes, do a better job with the sound so that everyone can hear. Also the crowd noise was very bad outside of the main room where the keynote speaker and the lunch speaker was. Everytime the door opened, you could not hear anything being said on stage.	10/19/2015 11:43 AM
5	More of a sit down lunch, it was distracting when everybody was walking in and out of the main conference room.	10/19/2015 9:20 AM
6	cell service, parking, charging outlets, more food selection	10/17/2015 4:49 PM
7	larger venue	10/16/2015 1:57 PM
8	More concurrent sessions. The finance focus was irrelevant to us. Some of the speakers didn't use slides (until after they presented). The miami mass transit speaker wasn't good. He was dull and not well organized. Perhaps, posting agenda for attendees (which was done) and encouraging questions from attendees BEFORE the talks would be helpful--> find a way to get attendees to prompt speakers with what they want to hear.	10/16/2015 11:14 AM
9	ensure that the common areas for networking and socialization are somewhat removed from the panel areas. It was disrespectful to the guests and to the panelists. Also, having someone present during lunch seemed quite odd and challenging for the speaker as the only tables to eat were in the same room as the presenter.	10/16/2015 10:27 AM
10	Have one day for developers and another separate day for vendors and do not allow vendors in when developers are there.	10/16/2015 10:08 AM
11	See above.	10/16/2015 7:34 AM
12	Better speaker systems would be helpful, as some of the speakers were somewhat difficult to discern what was being said.	10/15/2015 6:23 PM
13	shorter sessions	10/15/2015 4:43 PM
14	Layout of event was a little confusing. More time for networking breaks, things ran late and felt rushed.	10/15/2015 4:01 PM
15	Inadequate wifi, microphones scratchy, food was sub par.	10/15/2015 3:49 PM
16	technical data and research should be distributed to attendees at thsi price.	10/15/2015 3:20 PM
17	more parking	10/15/2015 2:59 PM
18	yes, need to ensure there is cell phone coverage inside. Phone will keep searching for a signal and burns down the battery	10/15/2015 2:58 PM
19	Give people time to approach the the panelists and speak with them before the next presentation begins.	10/15/2015 2:56 PM
20	At other events, they have had a "table session" where the speakers, developers, owners, etc move around the room and talk to each table for 10 minutes - each table gets to meet 6 people or so. We always enjoy those as you meet the individual speakers as well as everyone at your table.	10/15/2015 2:43 PM
21	Make sure the topic is from an expert in that field. I don't believe any of the financial discussions had a banker on the stage.	10/15/2015 2:19 PM
22	Other than phone service being an issue, the conference was very well ran and attended.	10/15/2015 2:18 PM
23	better venue - better catering Biltmore would have been a logical choice if keeping in the Gables.	10/15/2015 2:15 PM
24	More networking time	10/15/2015 1:58 PM
25	Bigger venue	10/15/2015 1:57 PM

4th Annual Florida Multifamily Summit - Attendee Survey

26	no	10/15/2015 1:52 PM
27	Make sure it starts on time and provide a full breakfast.	10/15/2015 1:48 PM
28	Larger venue	10/15/2015 1:38 PM
29	The event got very far behind schedule and while they tried, it was hard to keep track of where we were on the agenda.	10/15/2015 1:34 PM
30	temperature was much too cold - very uncomfortable	10/15/2015 1:33 PM
31	More time for floor questions. Main presentation hall had too many people in back who were holding their own private discussions.	10/15/2015 1:26 PM
32	It was difficult to hear people speaking, so better setup. Also, more networking breaks would be better.	10/15/2015 1:16 PM
33	It would be more compelling if a number of competing firms were interviewed about their strategies and what differentiates them from the competition.	10/15/2015 1:14 PM
34	No	10/15/2015 1:14 PM
35	Get better people. Fill the day with better stuff	10/15/2015 1:05 PM
36	Nothing experience was great!	10/15/2015 1:05 PM
37	I was hoping for less project advertising and more market trends, analysis, new financing strategies.	10/15/2015 1:04 PM
38	list of attendees before or after to reconnect with peers	10/15/2015 1:03 PM
39	Better wifi. Ideally an event space that has cell reception.	10/15/2015 1:02 PM
40	More Central Location	10/15/2015 1:02 PM
41	No	10/15/2015 1:02 PM

Q8 How would you rate the following aspects of this conference?

Answered: 46 Skipped: 6



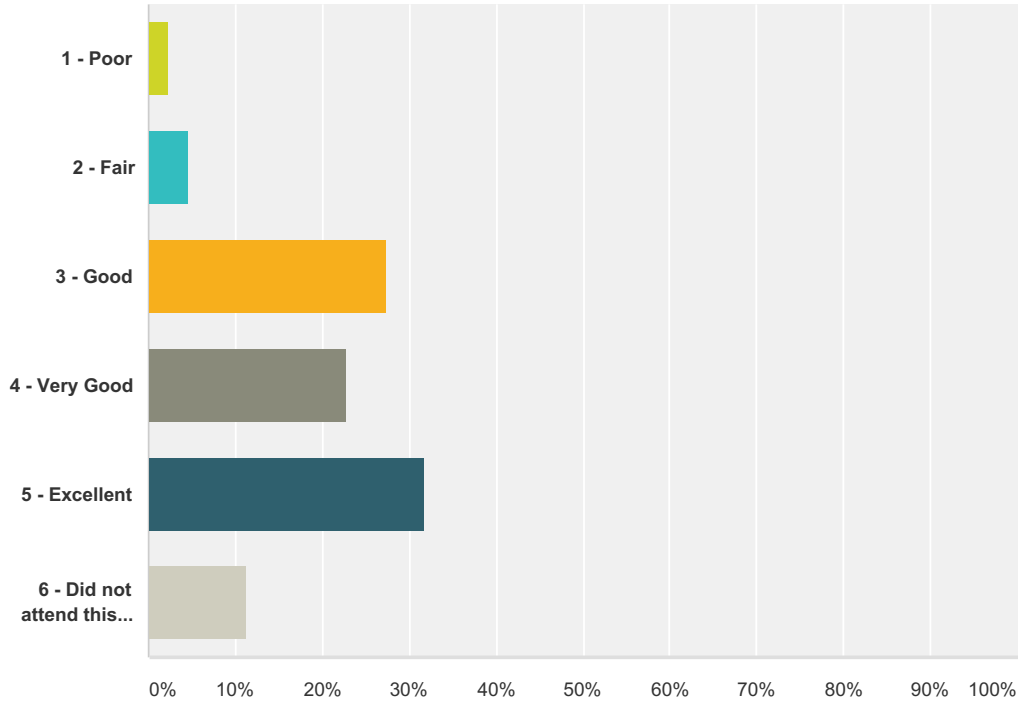
	Excellent	Very Good	Good	Fair	Poor	Total	Weighted Average
Subject Matter / Topics	21.74% 10	45.65% 21	17.39% 8	13.04% 6	2.17% 1	46	3.72
Attendee Quality	28.26% 13	50.00% 23	13.04% 6	4.35% 2	4.35% 2	46	3.93
Attendee Quantity	32.61% 15	34.78% 16	28.26% 13	2.17% 1	2.17% 1	46	3.93
Speaker Quality	21.74% 10	47.83% 22	19.57% 9	10.87% 5	0.00% 0	46	3.80
Networking Opportunities	26.09% 12	36.96% 17	23.91% 11	10.87% 5	2.17% 1	46	3.74
Coral Gables Country Club	10.87% 5	21.74% 10	26.09% 12	23.91% 11	17.39% 8	46	2.85
Food & Beverage	10.87% 5	19.57% 9	23.91% 11	21.74% 10	23.91% 11	46	2.72
Audio / Visual	15.22% 7	28.26% 13	28.26% 13	19.57% 9	8.70% 4	46	3.22
GreenPearl Staff	26.67% 12	35.56% 16	26.67% 12	11.11% 5	0.00% 0	45	3.78

4th Annual Florida Multifamily Summit - Attendee Survey

#	Comments:	Date
1	It was easier last year when the event was in the hotel and individuals could stay in the hotel.	10/19/2015 11:48 AM
2	terrible traffic and parking	10/17/2015 4:52 PM
3	Traffic in the morning made the balance of the day feel rushed.	10/16/2015 2:00 PM
4	If the conference stays the same, I will not be attending in the future. I think you should have developers pay a less fee and vendors who need developers pay a higher fee.	10/16/2015 10:12 AM
5	Same as above	10/15/2015 3:51 PM
6	Coral Gables is very difficult to get to with traffic	10/15/2015 3:01 PM
7	need more parking	10/15/2015 3:01 PM
8	very well done event!	10/15/2015 2:50 PM
9	Gina along with her staff were very accommodating to me in resolving an issue early on. Gina was quick, professional and took care of the issue on the spot.	10/15/2015 2:21 PM
10	same comments as prior	10/15/2015 2:19 PM
11	The venue was a little tight for the amount of people. The food was sub par.	10/15/2015 1:55 PM
12	Lunch was sub par for such an event. Sandwiches were of poor quality.	10/15/2015 1:29 PM
13	Valet staff seemed less than professional and slightly rude.	10/15/2015 1:09 PM
14	Strong	10/15/2015 1:03 PM

Q9 9:00 AM – Morning
Keynote Interviewer: Still Hunter, Senior Director, Institutional Property Advisors
Keynote Speaker: Daniel Kodsi, Chief Executive Officer, RPC Holdings

Answered: 44 Skipped: 8



Answer Choices	Responses
1 - Poor	2.27% 1
2 - Fair	4.55% 2
3 - Good	27.27% 12
4 - Very Good	22.73% 10
5 - Excellent	31.82% 14
6 - Did not attend this session	11.36% 5
Total	44

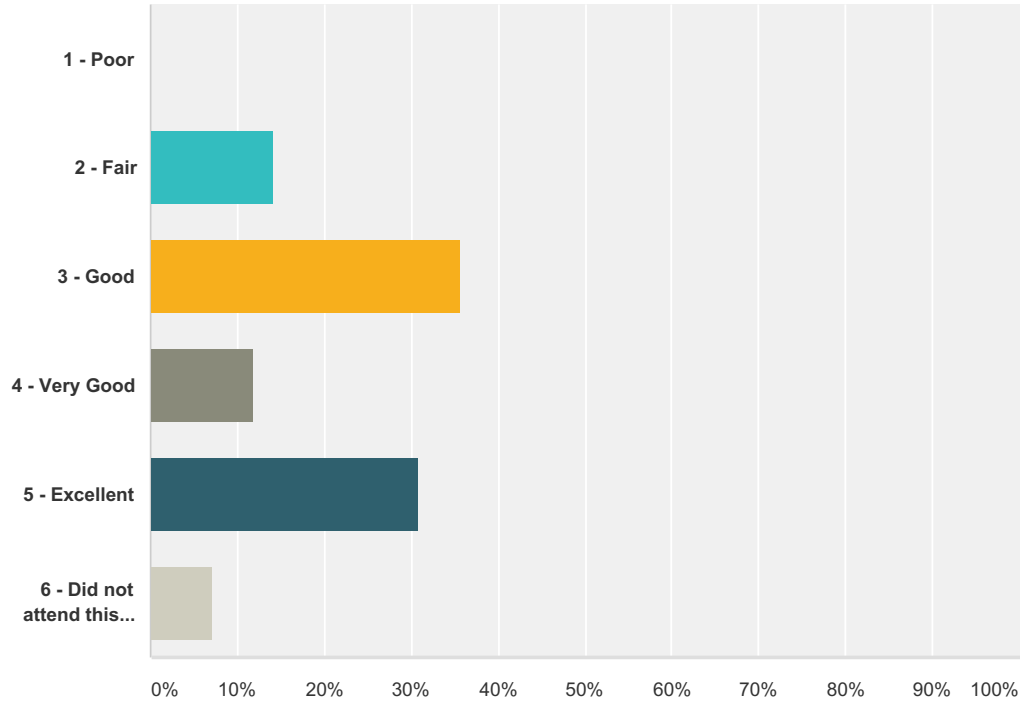
#	Comments:	Date
1	Amazing presentation.	10/19/2015 4:22 PM
2	Sound quality was awful and could not hear all of what was said from the back rows.	10/19/2015 11:48 AM
3	Arrogant and should have used his EXCELLENT slides throughout the presentation.	10/16/2015 11:25 AM
4	Was late	10/15/2015 3:01 PM
5	little long but informative marketing for world center....	10/15/2015 2:19 PM

4th Annual Florida Multifamily Summit - Attendee Survey

6	Too long	10/15/2015 1:03 PM
---	----------	--------------------

Q10 9:30 AM – Presentation The Evolution of an Office/Retail Developer Presented by: W. Allen Morris, Chairman, President & CEO, The Allen Morris Company

Answered: 42 Skipped: 10



Answer Choices	Responses
1 - Poor	0.00% 0
2 - Fair	14.29% 6
3 - Good	35.71% 15
4 - Very Good	11.90% 5
5 - Excellent	30.95% 13
6 - Did not attend this session	7.14% 3
Total	42

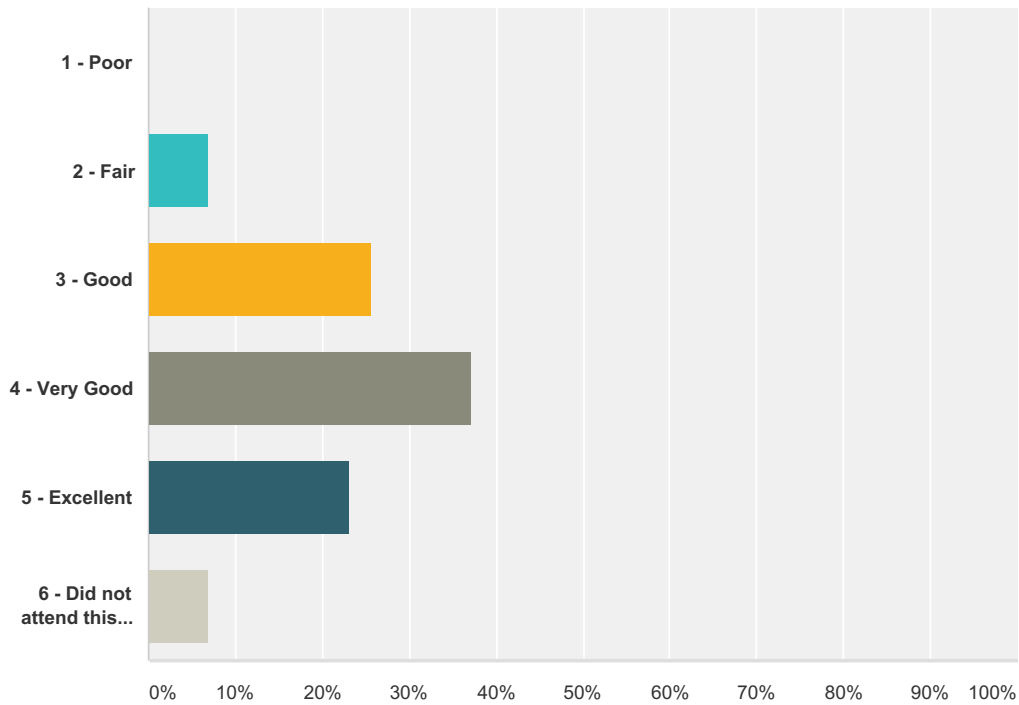
#	Comments:	Date
1	Should have been the keynote speaker. Phenomenal presenter, well-organized, and had several memorable takeaways.	10/16/2015 11:25 AM
2	Poor guy, the room was too noisy to hear him...people need to take their discussions outside the hall...oh, but it's too noisy out there as well!	10/16/2015 7:38 AM
3	short and too the point, really liked him	10/15/2015 2:50 PM
4	seemed like more marketing for Allen Morris co's....	10/15/2015 2:19 PM
5	loved the backstory, history, and research behind each of their projects	10/15/2015 1:35 PM

4th Annual Florida Multifamily Summit - Attendee Survey

6	Seemed more self promoting.	10/15/2015 1:09 PM
---	-----------------------------	--------------------

Q11 9:43 AM – General SessionIn the Pipeline: High Profile Urban DevelopmentModerator:- Steve Witten, Executive Director – Northeast & Florida, Institutional Property AdvisorsSpeakers:- Kyle Abney, Vice President, LEED® AP- Neil Carson, Managing Director, Kaufman Lynn Construction- Dennis Eisinger, Managing Partner, Ocean Land Investments- Matt Flowers, Senior Investment Director, The Related Group- Tim Lobanov, Managing Director, Verzasca Group- Greg West, Chief Development Officer, ZOM Living

Answered: 43 Skipped: 9



Answer Choices	Responses
1 - Poor	0.00% 0
2 - Fair	6.98% 3
3 - Good	25.58% 11
4 - Very Good	37.21% 16
5 - Excellent	23.26% 10
6 - Did not attend this session	6.98% 3

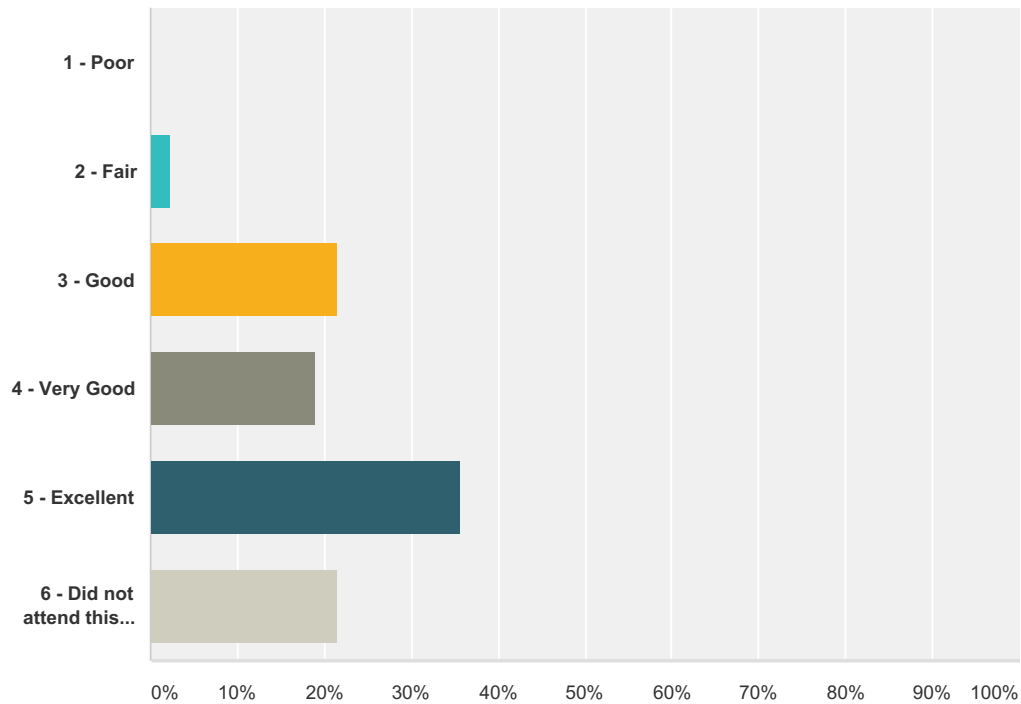
4th Annual Florida Multifamily Summit - Attendee Survey

Total	43
--------------	-----------

#	Comments:	Date
1	great content	10/19/2015 4:22 PM
2	It was difficult to hear from the back row.	10/19/2015 11:48 AM
3	Probably the most relevant group to architects	10/15/2015 2:50 PM
4	good dialogue	10/15/2015 2:19 PM

**Q12 11:15 AM – Concurrent Session –
ASmart Money: Debt, Equity and
International Investors Moderator:- Brett
Forman, Founder & CEO, Forman Capital
Speakers:- Jay Jacobson, Managing
Principal, Eden Multifamily- David
Metalonis, CIO & Partner, Lionheart Capital-
Jacob Roffman, Principal, 13th Floor
Investments- Joanna Schwartz, CEO & Co-
Founder, EarlyShares- Brian Stolar,
President, Pinnacle Group- Marc Suarez,
Director, Hunt Mortgage Group**

Answered: 42 Skipped: 10



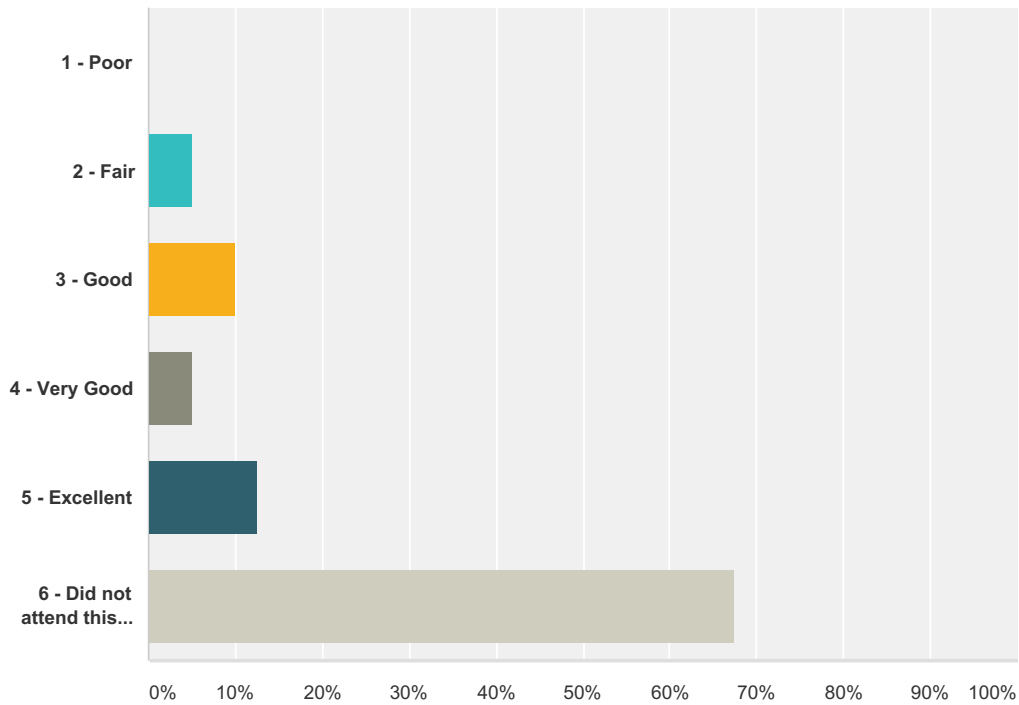
Answer Choices	Responses	
1 - Poor	0.00%	0
2 - Fair	2.38%	1
3 - Good	21.43%	9
4 - Very Good	19.05%	8
5 - Excellent	35.71%	15
6 - Did not attend this session	21.43%	9
Total		42

4th Annual Florida Multifamily Summit - Attendee Survey

#	Comments:	Date
1	Marc Suarez told it exactly like it was. Schwartz was selling her company. Too much self promoting by too many.	10/16/2015 10:12 AM
2	The most interesting discussion for me.	10/15/2015 3:01 PM
3	Best Panel of the day in my opinion of the ones I attended in the morning.	10/15/2015 2:21 PM
4	informative but nothing new or no intel	10/15/2015 2:19 PM

**Q13 11:15 AM – Concurrent Session –
 BBoost Your Bottom Line: Best Practices in
 Property Management**
Moderator:- Matt White, President & CEO, Meter Technology Werks
Speakers:- Zachary Goldman, Managing Principal & Director – Operations, TGM Associates- William Hamilton, Executive Vice President, Winthrop Management- Kevin Neal, VP – Development, AMLI Residential- Alex Rosemurgy, Managing Partner, Park Partners Residential- Marcie Williams, President, Rivergate | KW Management

Answered: 40 Skipped: 12



Answer Choices	Responses
1 - Poor	0.00% 0
2 - Fair	5.00% 2
3 - Good	10.00% 4
4 - Very Good	5.00% 2
5 - Excellent	12.50% 5
6 - Did not attend this session	67.50% 27

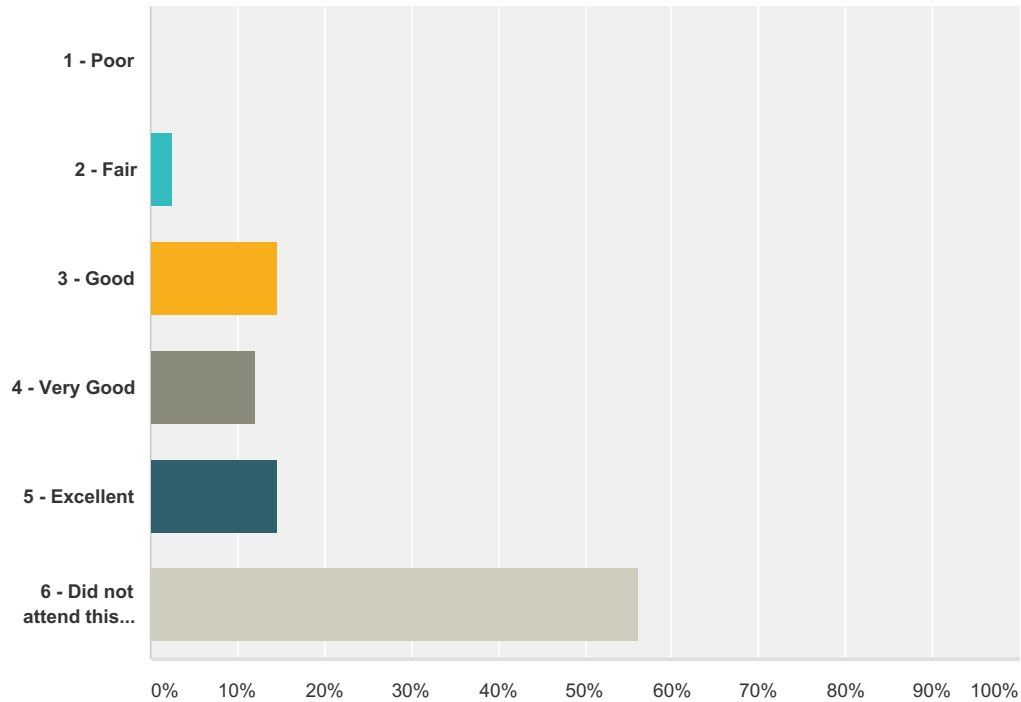
4th Annual Florida Multifamily Summit - Attendee Survey

Total	40
--------------	-----------

#	Comments:	Date
1	good dialogue	10/15/2015 2:19 PM

**Q14 11:15 AM – Concurrent Session –
 CCrystal Lagoons: How Developers are
 Increasing Sales Velocity, Rents and
 Pricing with the World’s Top
 Amenity Presented by:- Uri Man, Chief
 Executive Officer, Crystal Lagoons**

Answered: 41 Skipped: 11

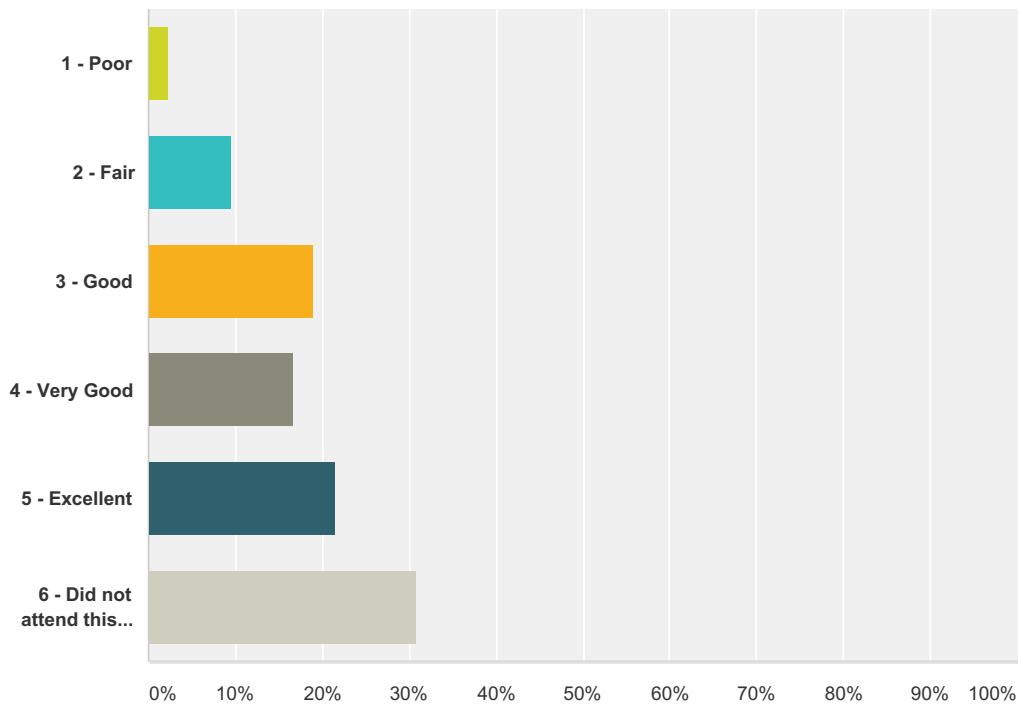


Answer Choices	Responses
1 - Poor	0.00% 0
2 - Fair	2.44% 1
3 - Good	14.63% 6
4 - Very Good	12.20% 5
5 - Excellent	14.63% 6
6 - Did not attend this session	56.10% 23
Total	41

#	Comments:	Date
1	I thought this would be different.	10/19/2015 4:22 PM
2	Awesome product. Would have been nice to see the product applied to more florida comparable conditions with trees dropping leaves and creatures jumping in...	10/16/2015 11:25 AM
3	we really liked this product	10/15/2015 2:50 PM
4	more self served marketing	10/15/2015 2:19 PM

**Q15 12:10 PM – Concurrent Session –
 ABeyond Urban: Emerging Markets and
 Development Hot SpotsModerator:- Jim
 Fried, Host, Fried on Business Speakers:-
 Gonzalo Cortabarría, Senior Vice President,
 Swire Properties- Luis Gonzalez, Principal &
 President, Paragon Group- Scott Moss,
 President, Moss Construction Managers-
 David Redfern, President, WaterWalk
 Apartments International Development**

Answered: 42 Skipped: 10



Answer Choices	Responses
1 - Poor	2.38% 1
2 - Fair	9.52% 4
3 - Good	19.05% 8
4 - Very Good	16.67% 7
5 - Excellent	21.43% 9
6 - Did not attend this session	30.95% 13
Total	42

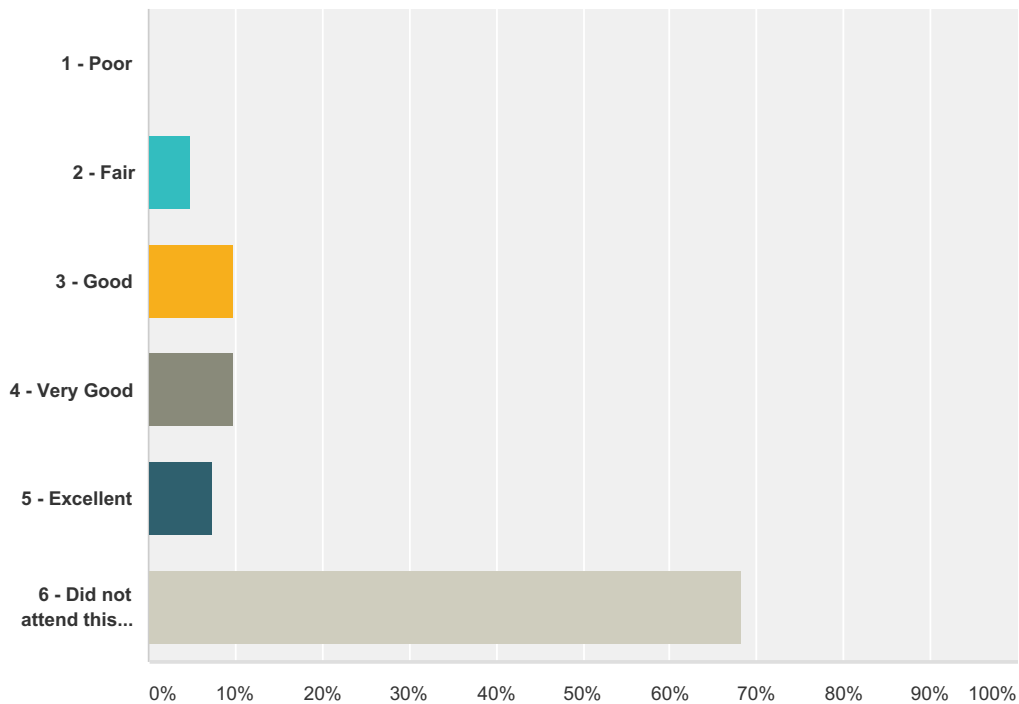
#	Comments:	Date
1	a bit too short. felt rushed.	10/20/2015 9:26 AM

4th Annual Florida Multifamily Summit - Attendee Survey

2	Jim was a little too over the top.	10/19/2015 4:22 PM
3	Seemed to be Brickell-centric. It is what it is I suppose, but I'd expect to hear more of a national or southeast focus. Or a general trend--If TOD is the big topic, let's discuss sub market opportunities where new lines and new stations are going. What are the municipalities and what are the challenges. That would have been excellent.	10/16/2015 11:25 AM
4	another relevant group for architects	10/15/2015 2:50 PM
5	let's all suck up to Swire!	10/15/2015 1:10 PM

**Q16 12:10 PM – Concurrent Session –
 BTrading Up: Adding ValueModerator:-
 Forrest White, Director – Asset Engineering,
 Alliance Residential Company Speakers:-
 Paul Bertozzi, Managing Partner, Live Oak
 Contracting- Tal Frydman, Senior Director,
 Berkadia- Moshe Popack, Chairman & CEO,
 YMP Real Estate Management- Hen Shoal,
 Director - Acquisitions, Pensam Capital-
 Jenn Zella, Principal, CID Design Group**

Answered: 41 Skipped: 11

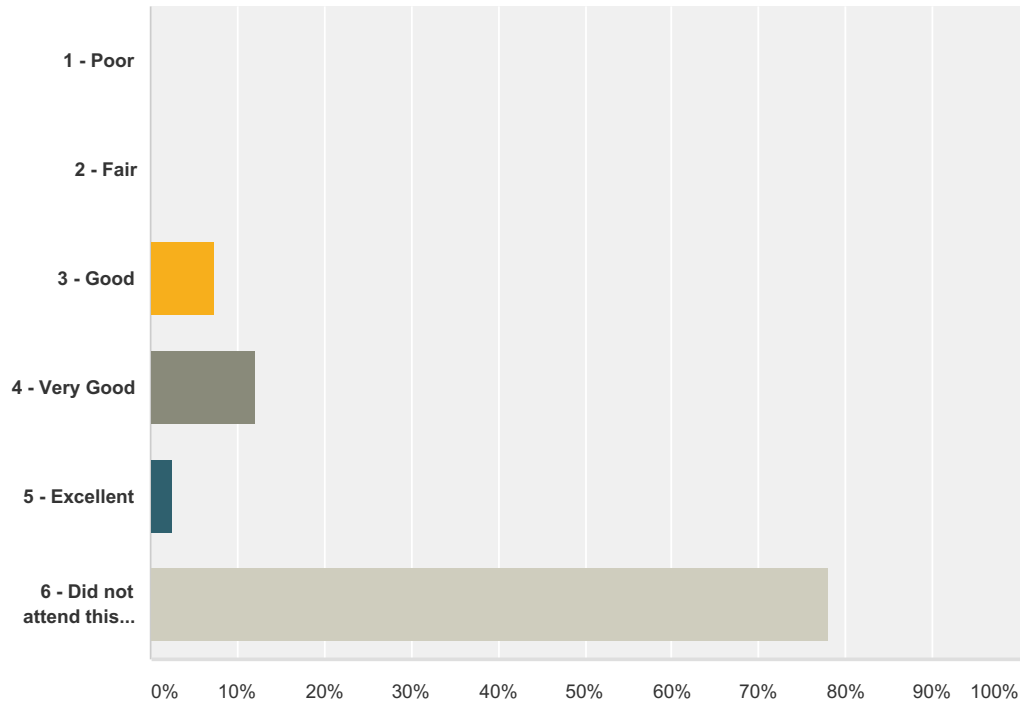


Answer Choices	Responses
1 - Poor	0.00% 0
2 - Fair	4.88% 2
3 - Good	9.76% 4
4 - Very Good	9.76% 4
5 - Excellent	7.32% 3
6 - Did not attend this session	68.29% 28
Total	41

#	Comments:	Date
1	good session and informative	10/15/2015 2:19 PM

**Q17 12:10 PM – Concurrent Session – CThe
Cost of Risk Transfer is Yours Presented
by:- Alicia Speight, Senior Managing
Director & Regional Manager, Crystal &
Company**

Answered: 41 Skipped: 11

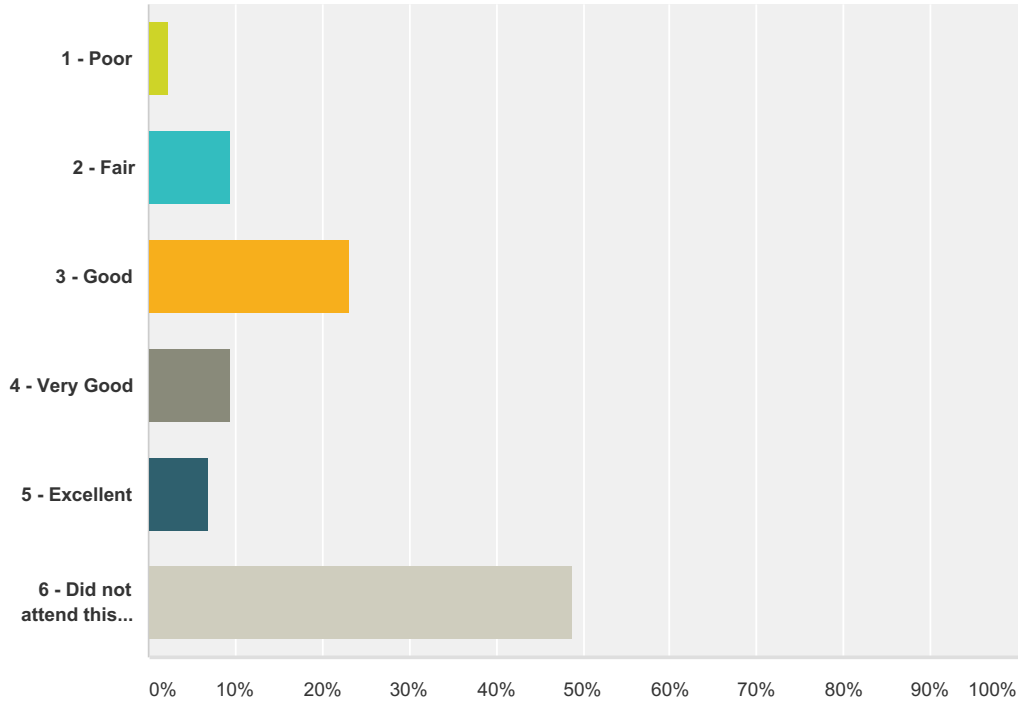


Answer Choices	Responses
1 - Poor	0.00% 0
2 - Fair	0.00% 0
3 - Good	7.32% 3
4 - Very Good	12.20% 5
5 - Excellent	2.44% 1
6 - Did not attend this session	78.05% 32
Total	41

#	Comments:	Date
1	I wish I had gone to this one instead.	10/19/2015 4:22 PM

Q18 1:15 PM – Presentation Maximize ROI & Increase Cap Rates: Specialty Tax Credits & Energy Incentives Presented by:- Michael D’Onofrio, Managing Director, Engineered Tax Services

Answered: 43 Skipped: 9



Answer Choices	Responses
1 - Poor	2.33% 1
2 - Fair	9.30% 4
3 - Good	23.26% 10
4 - Very Good	9.30% 4
5 - Excellent	6.98% 3
6 - Did not attend this session	48.84% 21
Total	43

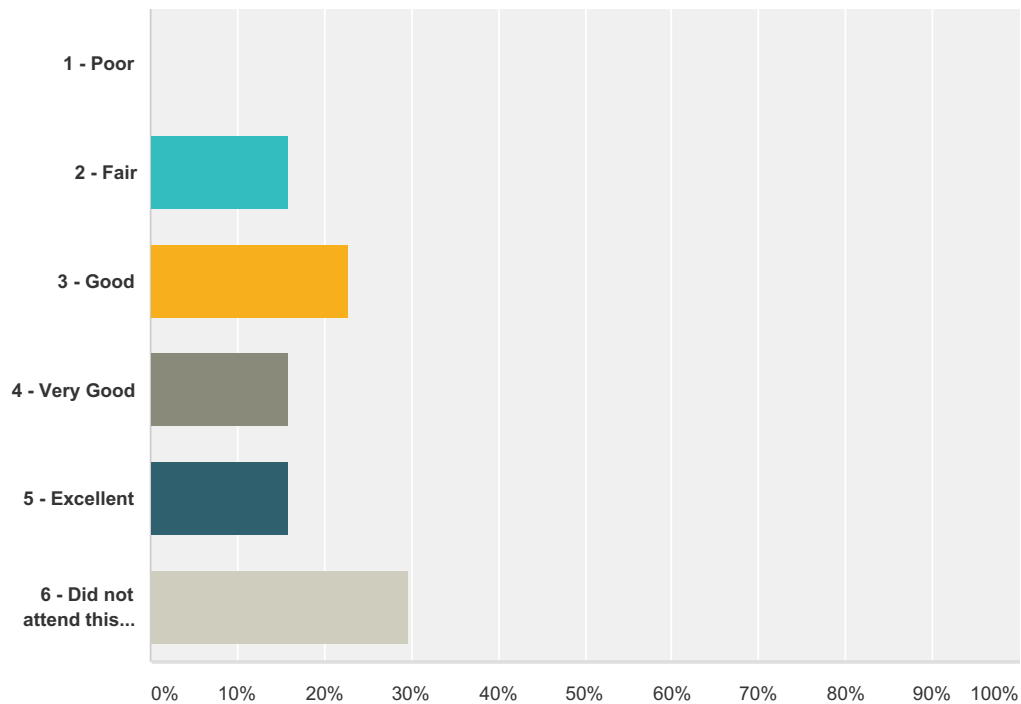
#	Comments:	Date
1	Poor presenter had a loud room from other conversations and very few interested in hearing his topic. I felt badly for him.	10/19/2015 2:24 PM
2	heard bits and pieces... wasn't particularly relevant to our business.	10/16/2015 11:25 AM
3	difficult to hear as lunch was being eaten in the same space and people were networking/talking during that time	10/16/2015 10:30 AM
4	Accountants never give good presentations...they're boring people...they can't help it...	10/16/2015 7:38 AM
5	Everyone was talking and eating lunch - I felt bad for him because very few people were paying attention	10/15/2015 3:01 PM

4th Annual Florida Multifamily Summit - Attendee Survey

6	very informative	10/15/2015 2:19 PM
---	------------------	--------------------

Q19 2:15 PM – General Session Power Panel: Sustainable Surge
Moderator:- Nate Ritter, President, Florida Green Building Coalition
Speakers:- Jennifer Languell, Founder & President, Trifecta Construction Solutions- Matthew Montgomery, Principal, GroundStone- Jason Robertson, VP – Development, American Land Ventures- Michael Taylor, President, Current Builders- Matt Zirkelbach, President, RunBrook

Answered: 44 Skipped: 8



Answer Choices	Responses	
1 - Poor	0.00%	0
2 - Fair	15.91%	7
3 - Good	22.73%	10
4 - Very Good	15.91%	7
5 - Excellent	15.91%	7
6 - Did not attend this session	29.55%	13
Total		44

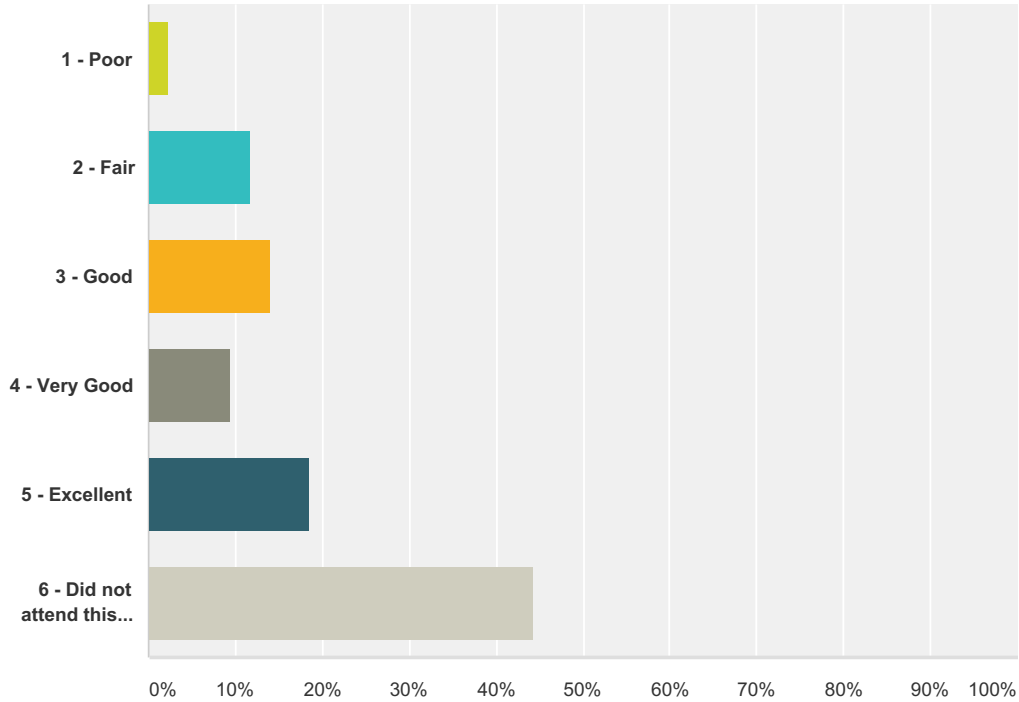
#	Comments:	Date
---	-----------	------

4th Annual Florida Multifamily Summit - Attendee Survey

1	There was a general discussion about the various accreditation opportunities but not much specific tricks, tips, hacks, or ideas. I gained nothing new.	10/16/2015 11:25 AM
2	I wasn't very interested in this topic, but felt the panelists were very knowledgeable	10/15/2015 3:01 PM
3	most of this stuff is moving to code the way it should	10/15/2015 2:50 PM
4	Speakers brushed over the issues of sea level rise and climate change	10/15/2015 1:29 PM

Q20 3:15 PM – Afternoon Keynote
Speaker: Andrew Frey, Board Member,
South Florida Regional Transportation
Authority

Answered: 43 Skipped: 9



Answer Choices	Responses
1 - Poor	2.33% 1
2 - Fair	11.63% 5
3 - Good	13.95% 6
4 - Very Good	9.30% 4
5 - Excellent	18.60% 8
6 - Did not attend this session	44.19% 19
Total	43

#	Comments:	Date
1	Had to leave for another meeting	10/19/2015 11:48 AM
2	From central florida, it would have been nice to hear about Florida All Aboard (time frame and plan). The speaker was low energy and all-though rather specific about what was going on, we decided to leave early and go see Brickell for ourselves... speaking of which, a tour of brickell would have been better than seeing a few of the speakers and sessions.	10/16/2015 11:25 AM
3	This was so specific to South Florida why bother...	10/16/2015 7:38 AM
4	It was interesting. However, he mentioned the future of driverless cars - but failed to understand they this is the death nail to public mass transit.	10/15/2015 2:50 PM

4th Annual Florida Multifamily Summit - Attendee Survey

5	not much real insight / info - very few people stayed for this....	10/15/2015 2:19 PM
---	--	--------------------

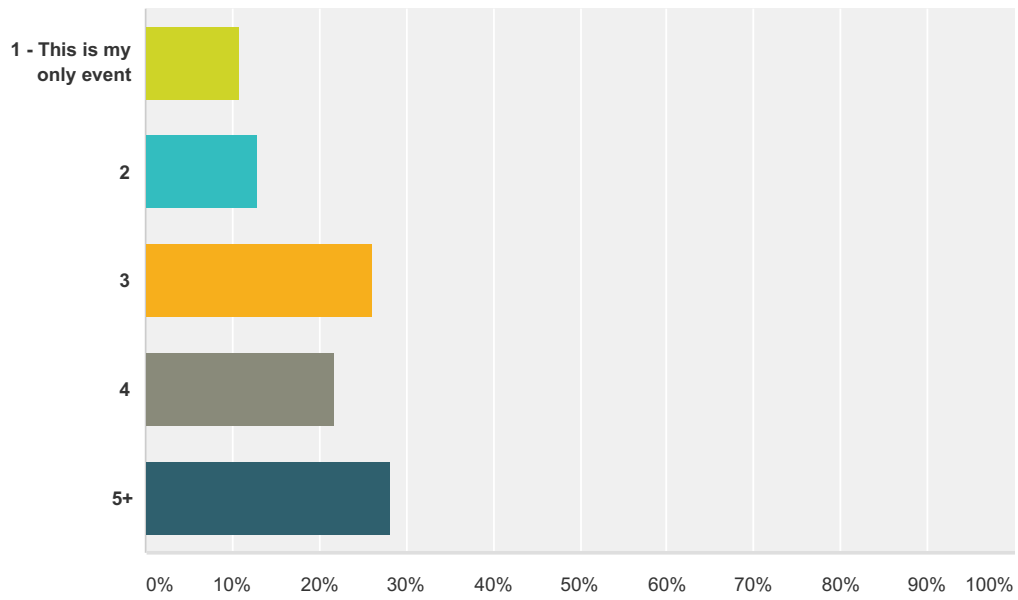
Q21 Was there a speaker or topic that we did not include that you would like to see at a future event?

Answered: 15 Skipped: 37

#	Responses	Date
1	there are non e specifically.	10/19/2015 4:23 PM
2	More about high end development and amenities	10/19/2015 11:52 AM
3	good line up with variety of topics. Keep to C level speakers and you will always do well	10/16/2015 2:03 PM
4	tour of brickell	10/16/2015 11:27 AM
5	More information on upcoming projects - pipeline of work developers have planned and the best way for companies to get an opportunity to work with them.	10/15/2015 3:05 PM
6	no	10/15/2015 3:02 PM
7	No	10/15/2015 2:05 PM
8	Insurance costs that can make or break a closing.	10/15/2015 1:56 PM
9	Resilience to natural disaster hazards/climate change impacts	10/15/2015 1:30 PM
10	no, it was good coverage.	10/15/2015 1:18 PM
11	No	10/15/2015 1:17 PM
12	I was hoping for less project advertising and more market trends, analysis, new financing strategies.	10/15/2015 1:11 PM
13	TONS!	10/15/2015 1:11 PM
14	no	10/15/2015 1:05 PM
15	I would like to hear more on deal structuring. Perhaps a legal aspect.	10/15/2015 1:04 PM

Q22 How many real estate conferences do you attend per year?

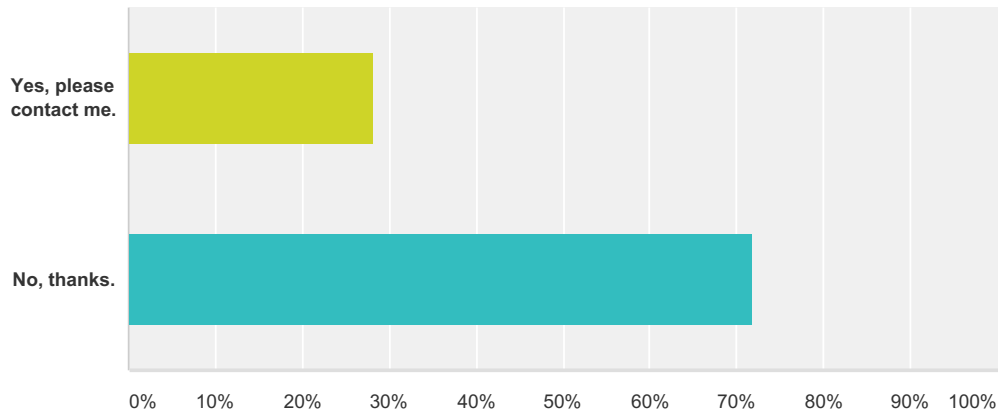
Answered: 46 Skipped: 6



Answer Choices	Responses	
1 - This is my only event	10.87%	5
2	13.04%	6
3	26.09%	12
4	21.74%	10
5+	28.26%	13
Total		46

Q23 Do you have interest in speaking, sponsoring or exhibiting at a future ReallInsight Event?

Answered: 46 Skipped: 6



Answer Choices	Responses	
Yes, please contact me.	28.26%	13
No, thanks.	71.74%	33
Total		46

#	Please include your contact info if you would like us to contact you.	Date
1	Please call me (Lisa King) regarding including Rex Kirby (our CEO) on a panel next year. 561-284-5229.	10/19/2015 2:25 PM
2	Charles ("Chuck") D. Brecker, Esq. Arnstein & Lehr LLP 200 South Biscayne Blvd., Suite 3600 Miami, FL 33131 Tele: (305) 428-4542/ Email: cbrecker@arnstein.com	10/15/2015 6:28 PM
3	Maybe, I could do a breakout session on the merits of BIM to owners and how it will be impacting the way architects and contractors deliver buildings in the future.	10/15/2015 2:56 PM
4	Javier Herrera- Pensam Funding, LLC: My program is short term hard money lending and would like to be a part of a panel so long as it covers the aforementioned.	10/15/2015 2:24 PM
5	Mitash@ccim.net	10/15/2015 1:59 PM
6	Aris Papadopoulos Resilience Action Fund	10/15/2015 1:30 PM
7	Jon Gitman Vice President BridgeInvest LLC jon@bridgeinvest.com 305-749-9887	10/15/2015 1:18 PM
8	Jason Graham, Courtelis Company, 305.261.4330, jgraham@courtelis.com	10/15/2015 1:17 PM
9	Rance King Rk@rkprop.com	10/15/2015 1:10 PM
10	Stephanie.gray@e3buildingsciences.com	10/15/2015 1:06 PM
11	Adam D. Mait 305-392-4018 amait@adlergroup.com	10/15/2015 1:04 PM

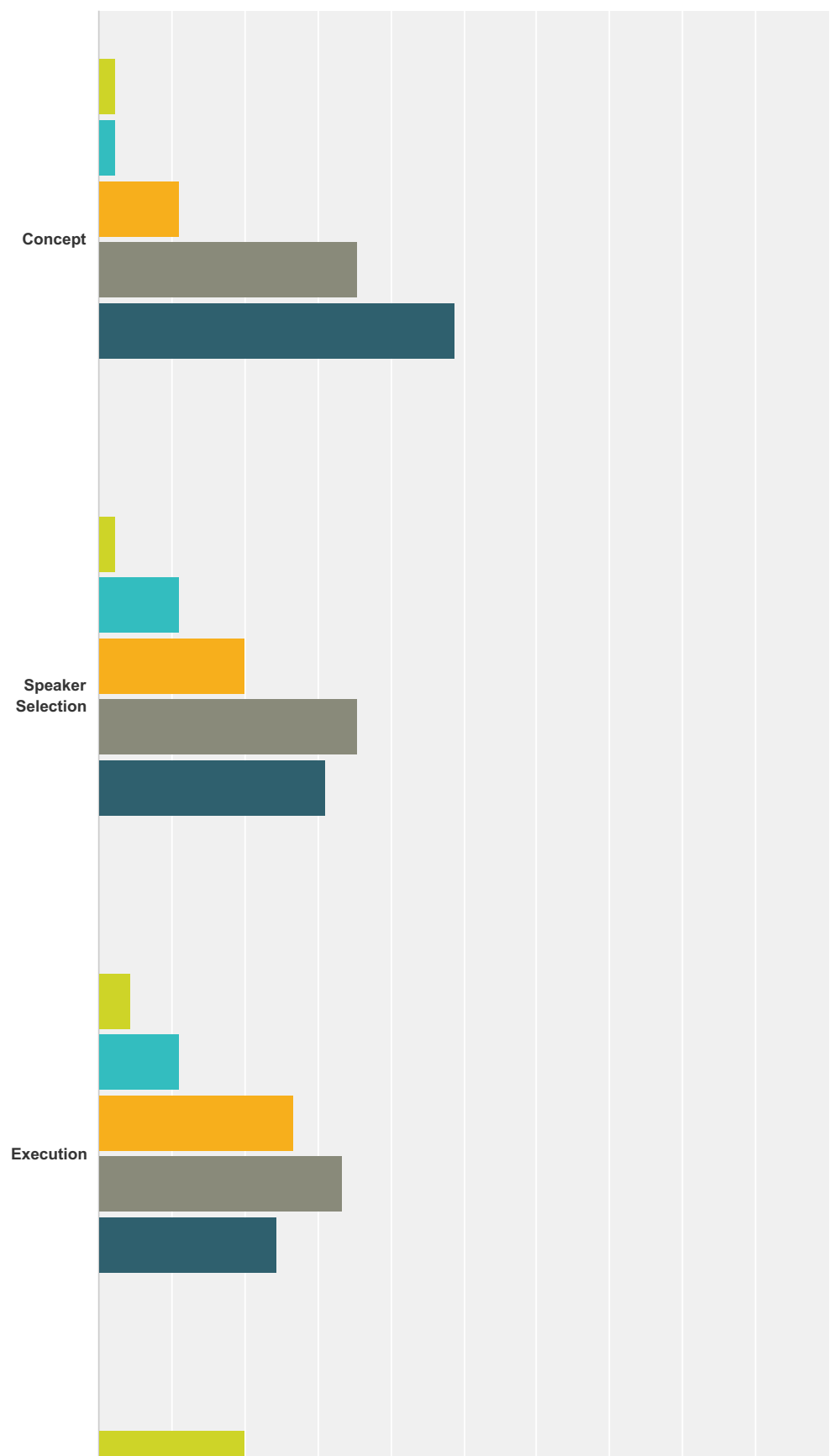
Q24 Any final comments, suggestions, or compliments?

Answered: 13 Skipped: 39

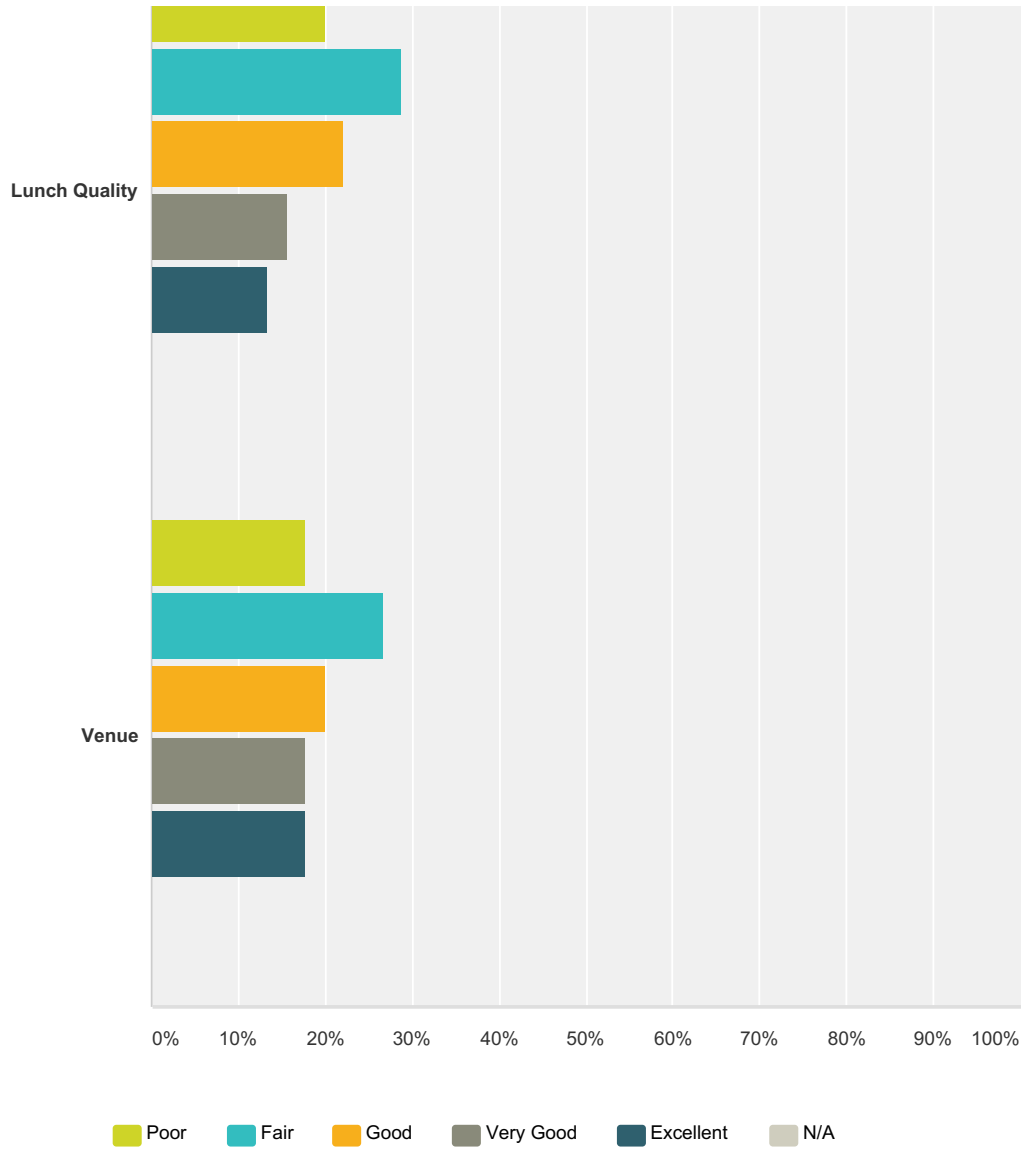
#	Responses	Date
1	The exhibitor area was not as good as last year. Most of the networking occurred out in the main lobby area and the exhibitors were off in two rooms. All of the exhibitors were not happy this year with this arrangement. My team will carefully consider if we want to exhibit again next year. Last year was great. All of the traffic had to pass by the exhibitor tables in order to use the rest room facilities and it drove traffic to the exhibit tables.	10/19/2015 11:52 AM
2	Possibly narrow the tracts down to two instead of three. The attendance in a couple of the sessions would have frustrated me if I were the speaker.	10/16/2015 2:03 PM
3	Adam, who put on the conference went out of his way to introduce himself. Thank you!	10/16/2015 11:27 AM
4	Great conference	10/15/2015 4:47 PM
5	I thought the Greenpearl Staff did an excellent job and I liked being able to text in questions.	10/15/2015 3:05 PM
6	Again, Gina was great, the venue was very good outside of the fact that service of phones was non existent which made it difficult to communicate and respond via email.	10/15/2015 2:24 PM
7	better venue - better catering	10/15/2015 2:20 PM
8	Overall it was good. A few minor things could be done better but you all did a good job.	10/15/2015 1:56 PM
9	Great conference.	10/15/2015 1:18 PM
10	None	10/15/2015 1:17 PM
11	Have the hotel prepare valet staff to be courteous, and I hope to see more content vs. conversation.	10/15/2015 1:11 PM
12	Felt like a marketing pitch!	10/15/2015 1:11 PM
13	Hearing about a mega development is interesting but most attendees can't identify....need subject matter for a more rounded audience	10/15/2015 1:10 PM

Q25 Overall, how do you rate the event?

Answered: 45 Skipped: 7



4th Annual Florida Multifamily Summit - Attendee Survey



	Poor	Fair	Good	Very Good	Excellent	N/A	Total
Concept	2.22% 1	2.22% 1	11.11% 5	35.56% 16	48.89% 22	0.00% 0	45
Speaker Selection	2.22% 1	11.11% 5	20.00% 9	35.56% 16	31.11% 14	0.00% 0	45
Execution	4.44% 2	11.11% 5	26.67% 12	33.33% 15	24.44% 11	0.00% 0	45
Lunch Quality	20.00% 9	28.89% 13	22.22% 10	15.56% 7	13.33% 6	0.00% 0	45
Venue	17.78% 8	26.67% 12	20.00% 9	17.78% 8	17.78% 8	0.00% 0	45

#	Comments:	Date
1	Speakers could not be heard in the opening session and the first round table event. Very annoying. Large crowd and I had to sit at the back of the room and it was difficult hearing.	10/19/2015 11:52 AM
2	you're doing everything right. This is the 4th conference! Constant improvement..... see you next time!	10/16/2015 11:27 AM

4th Annual Florida Multifamily Summit - Attendee Survey

3	poor wifi quality with no proactive communication regarding the issues. Little to no cell service in venue. Please vet future venues to ensure both cell and wifi service or advise guests that it is not available. The venue really hurt this event.	10/16/2015 10:33 AM
4	parking inadequate	10/15/2015 3:02 PM
5	eh, got started a bit late and it	10/15/2015 2:56 PM

4th Annual Florida Multifamily Summit - Attendee Survey

Q26 Enter your e-mail for a chance to win a GoPro or iPad.

Answered: 48 Skipped: 4

#	Responses	Date
1	emonarchik@mesacp.com	10/21/2015 10:20 AM
2	chynes@bankunited.com	10/20/2015 11:10 AM
3	ltorres@nfcamenity.com	10/20/2015 9:27 AM
4	molly.willis@willis.com	10/19/2015 4:23 PM
5	lisa.king@verdex.com	10/19/2015 2:25 PM
6	No thanks	10/19/2015 11:52 AM
7	johnc.hughes@usi.biz	10/19/2015 9:23 AM
8	cdiaz@seminolefinancialservices.com	10/18/2015 6:17 PM
9	jim@CommericalCapitalFL.com	10/17/2015 4:53 PM
10	Fernando.calvo@altusgroup.com	10/16/2015 2:03 PM
11	matt@cbaarchitects.com	10/16/2015 11:27 AM
12	kmarti@firstam.com	10/16/2015 10:33 AM
13	fjhessel@gmail.com	10/16/2015 10:13 AM
14	Richard.bedford@smrranch.com	10/16/2015 7:38 AM
15	cbrecker@arnstein.com	10/15/2015 6:28 PM
16	cgutarra@mercantilcb.com	10/15/2015 4:47 PM
17	bhogan@aeiconsultants.com	10/15/2015 4:23 PM
18	jtijerino@npvltd.com	10/15/2015 4:04 PM
19	afreedman@jkmdevelopers.com	10/15/2015 3:52 PM
20	mtillman@lefrak.com	10/15/2015 3:24 PM
21	jrutherford@primerealtyinc.com	10/15/2015 3:14 PM
22	szarowicz@bakerconcrete.com	10/15/2015 3:05 PM
23	n/n	10/15/2015 3:02 PM
24	rob@rojoarchitecture.com	10/15/2015 2:56 PM
25	jjohnson@jkmdevelopers.com	10/15/2015 2:25 PM
26	jherrera@pensamcapital.com	10/15/2015 2:24 PM
27	nvedrani@CFHGROUP.COM	10/15/2015 2:20 PM
28	Alink@bbxcapital.com	10/15/2015 2:05 PM
29	Mitash@ccim.net	10/15/2015 1:59 PM
30	aquinlan@tbmins.com	10/15/2015 1:56 PM
31	cpope@rbkennedy.com	10/15/2015 1:56 PM
32	Russell@CSG-NY.com	10/15/2015 1:53 PM
33	dwhitney@finfrock.com	10/15/2015 1:40 PM
34	tc@cid-designngroup.com	10/15/2015 1:36 PM

4th Annual Florida Multifamily Summit - Attendee Survey

35	arispapa@yahoo.com	10/15/2015 1:30 PM
36	jon@bridgeinvest.com	10/15/2015 1:18 PM
37	jgraham@courtelis.com	10/15/2015 1:17 PM
38	cring@formancap.com	10/15/2015 1:16 PM
39	na@yahoo.com	10/15/2015 1:15 PM
40	colin.carby@encorefunds.com	10/15/2015 1:11 PM
41	hpacanins@ramrealestate.com	10/15/2015 1:11 PM
42	Rk@rkprop.com	10/15/2015 1:10 PM
43	stephanie.gray@e3buildingsciences.com	10/15/2015 1:06 PM
44	James.scarpace@aecom.com	10/15/2015 1:06 PM
45	yoav@berkadia.com	10/15/2015 1:05 PM
46	mwohl@auction.com	10/15/2015 1:05 PM
47	amait@adlergroup.com	10/15/2015 1:04 PM
48	pgarner@slcapmarkets.com	10/15/2015 1:04 PM