

# #1

**COMPLETE**

**Collector:** Email Invitation 1 (Email)  
**Started:** Friday, May 10, 2019 3:37:52 PM  
**Last Modified:** Friday, May 10, 2019 3:40:48 PM  
**Time Spent:** 00:02:56  
**First Name:** Dana  
**Last Name:** Caudell  
**Email:** dcaudell@bainbridgere.com  
**IP Address:** 174.47.44.30

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Page 1: Event Overview

**Q1** What was your primary reason for attending this conference?

Participating in the Operators Roundtable discussion

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**Q2** How well did the conference meet your expectations? **Very Well**

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**Q3** With regard to the content of the event, what is your #1 takeaway that you will implement in the next year?

Site/Land review in the more suburban areas

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**Q4** What was the most valuable aspect of this conference?

Meeting with peers

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

Respondent skipped this question

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**Q6** Do you have any specific suggestions for improvement?

Respondent skipped this question

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**Q7** Which of the following geographies also interest you or your firm for multifamily forums?

Central Texas (Austin) ,  
Southeast (Atlanta),  
South Florida (Miami),  
Mid-atlantic (Washington DC) ,  
Dallas-Fort Worth

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**Q8** How did you hear about the conference?

Email from GreenPearl

Page 2

**Q9** How would you rate the following aspects of this conference?

Subject Matter / Topics	<b>Excellent</b>
Attendee Quality	<b>Very Good</b>
Speaker Quality	<b>Very Good</b>
Networking Opportunities	<b>Very Good</b>
Hilton Tampa Downtown	<b>Very Good</b>
Food & Beverage	<b>Very Good</b>
Audio / Visual	<b>Very Good</b>
GreenPearl Staff	<b>Excellent</b>
Execution	<b>Excellent</b>

**Q10** How would you rate the following sessions of this conference?

Regional vs National Multifamily Market Outlook	<b>Excellent</b>
The Development Outlook	<b>N/A - Did not attend</b>
Debt & Equity Markets	<b>N/A - Did not attend</b>
Property Management Innovations & Technology	<b>Good</b>
Opportunity Zones, Tax Incentives & Energy Credits Workshop	<b>N/A - Did not attend</b>
Fresh Ideas for Value-Add	<b>N/A - Did not attend</b>
Afternoon Keynote: James Nozar, CEO, Strategic Property Partners	<b>Excellent</b>

**Q11** If you participated in a closed-door roundtable, please rate the roundtable that you attended.

Ground-Up Development Roundtable	<b>N/A - Did not attend</b>
Operational Excellence Roundtable	<b>Excellent</b>

Page 3

**Q12** Is there a speaker or topic that we did not include that you would like to see at a future event?

**Respondent skipped this question**

**Q13** How did you feel about the length of the conference?

**Just right**

**Q14** Do you or your firm have interest in speaking, sponsoring or exhibiting at a future event?

**Yes, please contact me.**

Please include your contact info if you would like us to contact you.:

Dana Caudell

dcaudell@bainbridgere.com

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**Q15** How likely is it that you would recommend this conference to a friend or colleague?

**8 (Passive)**

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## #2

**COMPLETE**

**Collector:** Email Invitation 1 (Email)  
**Started:** Friday, May 10, 2019 3:49:03 PM  
**Last Modified:** Friday, May 10, 2019 3:53:33 PM  
**Time Spent:** 00:04:30  
**Email:** cklingensmith@coastalconstruction.com  
**IP Address:** 8.46.76.31

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Page 1: Event Overview

**Q1** What was your primary reason for attending this conference?

To hear about the market metrics currently.

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**Q2** How well did the conference meet your expectations? **Very Well**

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**Q3** With regard to the content of the event, what is your #1 takeaway that you will implement in the next year?

Stay focused pushing forward based on market data and expectations

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**Q4** What was the most valuable aspect of this conference?

Hearing John S from M/M presentation. As well as James Nozars presentation.

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

No

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**Q6** Do you have any specific suggestions for improvement?

Keep going in The same direction.

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**Q7** Which of the following geographies also interest you or your firm for multifamily forums? **South Florida (Miami)**

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**Q8** How did you hear about the conference? **Email from Marcus & Millichap**

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Page 2

**Q9** How would you rate the following aspects of this conference?

Subject Matter / Topics	<b>Very Good</b>
Attendee Quality	<b>Very Good</b>
Speaker Quality	<b>Excellent</b>
Networking Opportunities	<b>Very Good</b>
Hilton Tampa Downtown	<b>Very Good</b>
Food & Beverage	<b>Good</b>
Audio / Visual	<b>Good</b>
GreenPearl Staff	<b>Very Good</b>
Execution	<b>Very Good</b>

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**Q10** How would you rate the following sessions of this conference?

Regional vs National Multifamily Market Outlook	<b>Very Good</b>
The Development Outlook	<b>Very Good</b>
Debt & Equity Markets	<b>Very Good</b>
Property Management Innovations & Technology	<b>Very Good</b>
Opportunity Zones, Tax Incentives & Energy Credits Workshop	<b>Very Good</b>
Fresh Ideas for Value-Add	<b>Good</b>
Afternoon Keynote: James Nozar, CEO, Strategic Property Partners	<b>Excellent</b>

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**Q11** If you participated in a closed-door roundtable, please rate the roundtable that you attended.

Ground-Up Development Roundtable	<b>N/A - Did not attend</b>
Operational Excellence Roundtable	<b>N/A - Did not attend</b>

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Page 3

**Q12** Is there a speaker or topic that we did not include that you would like to see at a future event? **Respondent skipped this question**

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**Q13** How did you feel about the length of the conference? **Just right**

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**Q14** Do you or your firm have interest in speaking, sponsoring or exhibiting at a future event?

**Yes, please contact me.**

Please include your contact info if you would like us to contact you.:

Craig Klingensmith, President Coastal Construction of Tampa LLC 914-522-6056

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**Q15** How likely is it that you would recommend this conference to a friend or colleague?

**Extremely likely - 10 (Promoter)**

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# #3

**COMPLETE**

**Collector:** Email Invitation 1 (Email)  
**Started:** Friday, May 10, 2019 3:46:18 PM  
**Last Modified:** Friday, May 10, 2019 3:56:35 PM  
**Time Spent:** 00:10:17  
**Email:** jayt@adgcommunities.com  
**IP Address:** 174.228.13.63

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## Page 1: Event Overview

**Q1** What was your primary reason for attending this conference?

I was invited to participate in a round table session

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**Q2** How well did the conference meet your expectations? **Very Well,**  
Comments:  
Great to be able to dialog with other developers. Doesn't happen very often

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**Q3** With regard to the content of the event, what is your #1 takeaway that you will implement in the next year?

Establish company brand standards that can be shared with the design professionals and contractors on our projects.

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**Q4** What was the most valuable aspect of this conference?

Being able to interact with fellow developers and share how business challenges are being dealt with.

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

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**Q6** Do you have any specific suggestions for improvement? **Respondent skipped this question**

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**Q7** Which of the following geographies also interest you or your firm for multifamily forums? **Respondent skipped this question**

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**Q8** How did you hear about the conference? **Email from GreenPearl**

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## Page 2

**Q9** How would you rate the following aspects of this conference?

Subject Matter / Topics	<b>Very Good</b>
Attendee Quality	<b>Excellent</b>
Speaker Quality	<b>Very Good</b>
Networking Opportunities	<b>Excellent</b>
Hilton Tampa Downtown	<b>Very Good</b>
Food & Beverage	<b>Good</b>
Audio / Visual	<b>Very Good</b>
GreenPearl Staff	<b>Excellent</b>
Execution	<b>Excellent</b>

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**Q10** How would you rate the following sessions of this conference?

Regional vs National Multifamily Market Outlook	<b>N/A - Did not attend</b>
The Development Outlook	<b>Very Good</b>
Debt & Equity Markets	<b>N/A - Did not attend</b>
Property Management Innovations & Technology	<b>N/A - Did not attend</b>
Opportunity Zones, Tax Incentives & Energy Credits Workshop	<b>N/A - Did not attend</b>
Fresh Ideas for Value-Add	<b>N/A - Did not attend</b>
Afternoon Keynote: James Nozar, CEO, Strategic Property Partners	<b>N/A - Did not attend</b>

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**Q11** If you participated in a closed-door roundtable, please rate the roundtable that you attended.

Ground-Up Development Roundtable	<b>Excellent</b>
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Page 3

**Q12** Is there a speaker or topic that we did not include that you would like to see at a future event? **Respondent skipped this question**

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**Q13** How did you feel about the length of the conference? **Just right**

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**Q14** Do you or your firm have interest in speaking, sponsoring or exhibiting at a future event? **Respondent skipped this question**

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**Q15** How likely is it that you would recommend this conference to a friend or colleague?

**9 (Promoter)**

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# #4

**COMPLETE**

**Collector:** Email Invitation 1 (Email)  
**Started:** Friday, May 10, 2019 4:02:50 PM  
**Last Modified:** Friday, May 10, 2019 4:06:55 PM  
**Time Spent:** 00:04:05  
**Email:** ayeung@markspaneth.com  
**IP Address:** 172.58.11.156

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Page 1: Event Overview

**Q1** What was your primary reason for attending this conference?

Explore the Tampa market

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**Q2** How well did the conference meet your expectations? **Extremely Well**

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**Q3** With regard to the content of the event, what is your #1 takeaway that you will implement in the next year?

ETS had an informative segment.

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**Q4** What was the most valuable aspect of this conference?

Networking.

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

N/A

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**Q6** Do you have any specific suggestions for improvement?

N/A

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**Q7** Which of the following geographies also interest you or your firm for multifamily forums?

**New York,**  
**Northeast** ,  
**(Boston)**  
**South Florida (Miami)**

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**Q8** How did you hear about the conference?

**Email from Marcus &**  
**Millichap**

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Page 2

**Q9** How would you rate the following aspects of this conference?

Subject Matter / Topics	<b>Excellent</b>
Attendee Quality	<b>Excellent</b>
Speaker Quality	<b>Very Good</b>
Networking Opportunities	<b>Excellent</b>
Hilton Tampa Downtown	<b>Good</b>
Food & Beverage	<b>Good</b>
Audio / Visual	<b>Very Good</b>
GreenPearl Staff	<b>Very Good</b>
Execution	<b>Very Good</b>

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**Q10** How would you rate the following sessions of this conference?

Regional vs National Multifamily Market Outlook	<b>Good</b>
The Development Outlook	<b>Good</b>
Debt & Equity Markets	<b>Good</b>
Property Management Innovations & Technology	<b>Good</b>
Opportunity Zones, Tax Incentives & Energy Credits Workshop	<b>Excellent</b>
Fresh Ideas for Value-Add	<b>Good</b>
Afternoon Keynote: James Nozar, CEO, Strategic Property Partners	<b>Good</b>

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**Q11** If you participated in a closed-door roundtable, please rate the roundtable that you attended.

Ground-Up Development Roundtable	<b>N/A - Did not attend</b>
Operational Excellence Roundtable	<b>N/A - Did not attend</b>

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Page 3

**Q12** Is there a speaker or topic that we did not include that you would like to see at a future event?

Affordable housing market.

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**Q13** How did you feel about the length of the conference? **Just right**

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**Q14** Do you or your firm have interest in speaking, sponsoring or exhibiting at a future event? **No, thanks.**

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**Q15** How likely is it that you would recommend this conference to a friend or colleague?

**7 (Passive)**

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## #5

COMPLETE

**Collector:** Email Invitation 1 (Email)  
**Started:** Friday, May 10, 2019 4:30:45 PM  
**Last Modified:** Friday, May 10, 2019 4:41:55 PM  
**Time Spent:** 00:11:10  
**Email:** rbreese@brossier.com  
**IP Address:** 107.144.149.226

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### Page 1: Event Overview

#### Q1 What was your primary reason for attending this conference?

speaker, however the sessions were very helpful and informative. I attended them all after my 9:45-10:30 speaking session

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#### Q2 How well did the conference meet your expectations? **Extremely Well**

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#### Q3 With regard to the content of the event, what is your #1 takeaway that you will implement in the next year?

To be honest i thought the pace of it and the content were excellent. I guess I would like to see it expanded by one more seminar/ session and extended by about 1.5-2 hours.

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#### Q4 What was the most valuable aspect of this conference?

It was all valuable, but personally the accounting working session was extremely efficient and most valuable.

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

I had no preconceived expectations therefore it was all good. There were pieces and parts of every session that met my expectations. There could have been a more detailed design seminar would have been helpful. Trending designs that hit the mark on everything we were discussing would be great for next year. Top architects in USA or local are some of the best too. On how to design to encourage community. Designs specific that implement the latest in living for rent retention and top dollar n amenities that are really used and that tenants value. Forward thinking designing for the next 10 years on trends.

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#### Q6 Do you have any specific suggestions for improvement?

See #5

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**Q7** Which of the following geographies also interest you or your firm for multifamily forums?

**Central Texas (Austin)** ,  
**Southeast (Atlanta),**  
**Dallas-Fort Worth,**  
 Other (please specify):  
 Tampa -Orlando obviously

**Q8** How did you hear about the conference?

**Email from GreenPearl**

Page 2

**Q9** How would you rate the following aspects of this conference?

Subject Matter / Topics	<b>Excellent</b>
Attendee Quality	<b>Very Good</b>
Speaker Quality	<b>Very Good</b>
Networking Opportunities	<b>Very Good</b>
Hilton Tampa Downtown	<b>Excellent</b>
Food & Beverage	<b>Very Good</b>
Audio / Visual	<b>Very Good</b>
GreenPearl Staff	<b>Excellent</b>
Execution	<b>Very Good</b>

**Q10** How would you rate the following sessions of this conference?

Regional vs National Multifamily Market Outlook	<b>Excellent</b>
The Development Outlook	<b>Very Good</b>
Debt & Equity Markets	<b>Very Good</b>
Property Management Innovations & Technology	<b>Very Good</b>
Opportunity Zones, Tax Incentives & Energy Credits Workshop	<b>Excellent</b>
Fresh Ideas for Value-Add	<b>Very Good</b>
Afternoon Keynote: James Nozar, CEO, Strategic Property Partners	<b>Very Good</b>

**Q11** If you participated in a closed-door roundtable, please rate the roundtable that you attended.

Ground-Up Development Roundtable	<b>Very Good</b>
Operational Excellence Roundtable	<b>Very Good</b>

Page 3

**Q12** Is there a speaker or topic that we did not include that you would like to see at a future event?

See #5

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**Q13** How did you feel about the length of the conference?

**Too short**

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**Q14** Do you or your firm have interest in speaking, sponsoring or exhibiting at a future event?

**Yes, please contact ,  
me.**

Please include your contact info if you would like us to contact you.:

rbreese@brossier.com

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**Q15** How likely is it that you would recommend this conference to a friend or colleague?

**Extremely likely - 10 (Promoter)**

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# #6

**COMPLETE**

**Collector:** Email Invitation 1 (Email)  
**Started:** Friday, May 10, 2019 4:40:35 PM  
**Last Modified:** Friday, May 10, 2019 4:48:11 PM  
**Time Spent:** 00:07:36  
**Email:** rjones@rdjones.com  
**IP Address:** 174.228.128.101

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## Page 1: Event Overview

**Q1** What was your primary reason for attending this conference?

To learn about development in the west coast area

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**Q2** How well did the conference meet your expectations? **Not Well at** ,

**All**

Comments:

Panels were dull and uninformativr

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**Q3** With regard to the content of the event, what is your #1 takeaway that you will implement in the next year?

Nothing

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**Q4** What was the most valuable aspect of this conference?

Opening remarks

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

Lack luster panelist

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**Q6** Do you have any specific suggestions for improvement?

Have your panelist deliver fresh content

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**Q7** Which of the following geographies also interest you or your firm for multifamily forums?

**New York,**

**South Florida (Miami),**

**Mid-atlantic (Washington , DC)**

**Dallas-Fort Worth**

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**Q8** How did you hear about the conference?

**Email from Marcus & Millichap**

Page 2

**Q9** How would you rate the following aspects of this conference?

Subject Matter / Topics	<b>Poor</b>
Attendee Quality	<b>Fair</b>
Speaker Quality	<b>Fair</b>
Networking Opportunities	<b>Fair</b>
Hilton Tampa Downtown	<b>Good</b>
Food & Beverage	<b>Good</b>
Audio / Visual	<b>Good</b>
GreenPearl Staff	<b>Good</b>
Execution	<b>Good</b>

**Q10** How would you rate the following sessions of this conference?

Regional vs National Multifamily Market Outlook	<b>Good</b>
The Development Outlook	<b>Fair</b>
Debt & Equity Markets	<b>Fair</b>
Property Management Innovations & Technology	<b>Fair</b>
Opportunity Zones, Tax Incentives & Energy Credits Workshop	<b>Fair</b>
Fresh Ideas for Value-Add	<b>Good</b>
Afternoon Keynote: James Nozar, CEO, Strategic Property Partners	<b>Excellent</b>

**Q11** If you participated in a closed-door roundtable, please rate the roundtable that you attended.

Ground-Up Development Roundtable	<b>N/A - Did not attend</b>
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Page 3

**Q12** Is there a speaker or topic that we did not include that you would like to see at a future event?

**Respondent skipped this question**

**Q13** How did you feel about the length of the conference?

**Just right**

**Q14** Do you or your firm have interest in speaking, sponsoring or exhibiting at a future event?

**No, thanks.**

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**Q15** How likely is it that you would recommend this conference to a friend or colleague?

**1 (Detractor)**

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# #7

**COMPLETE**

**Collector:** Email Invitation 1 (Email)  
**Started:** Friday, May 10, 2019 5:18:18 PM  
**Last Modified:** Friday, May 10, 2019 5:22:12 PM  
**Time Spent:** 00:03:54  
**Email:** bkeene@2ndwavedevelopment.com  
**IP Address:** 70.127.208.199

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Page 1: Event Overview

**Q1** What was your primary reason for attending this conference?

I was a speaker

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**Q2** How well did the conference meet your expectations? **Very Well**

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**Q3** With regard to the content of the event, what is your #1 takeaway that you will implement in the next year? **Respondent skipped this question**

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**Q4** What was the most valuable aspect of this conference? **Respondent skipped this question**

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

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**Q6** Do you have any specific suggestions for improvement? **Respondent skipped this question**

---

**Q7** Which of the following geographies also interest you or your firm for multifamily forums? **Central Texas (Austin)**

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**Q8** How did you hear about the conference? **Email from GreenPearl**

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Page 2

**Q9** How would you rate the following aspects of this conference? **Respondent skipped this question**

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**Q10** How would you rate the following sessions of this conference?

Regional vs National Multifamily Market Outlook	<b>Excellent</b>
The Development Outlook	<b>Excellent</b>
Debt & Equity Markets	<b>Good</b>
Property Management Innovations & Technology	<b>Fair</b>
Opportunity Zones, Tax Incentives & Energy Credits Workshop	<b>Good</b>
Fresh Ideas for Value-Add	<b>Good</b>
Afternoon Keynote: James Nozar, CEO, Strategic Property Partners	<b>Good</b>

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**Q11** If you participated in a closed-door roundtable, please rate the roundtable that you attended. **Respondent skipped this question**

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Page 3

**Q12** Is there a speaker or topic that we did not include that you would like to see at a future event? **Respondent skipped this question**

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**Q13** How did you feel about the length of the conference? **Just right**

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**Q14** Do you or your firm have interest in speaking, sponsoring or exhibiting at a future event? **Yes, please contact me.**

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**Q15** How likely is it that you would recommend this conference to a friend or colleague?

**6 (Detractor)**

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# #8

**COMPLETE**

**Collector:** Email Invitation 1 (Email)  
**Started:** Friday, May 10, 2019 6:02:08 PM  
**Last Modified:** Friday, May 10, 2019 6:09:10 PM  
**Time Spent:** 00:07:02  
**Email:** lsherman@gggco.com  
**IP Address:** 174.227.134.124

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## Page 1: Event Overview

**Q1** What was your primary reason for attending this conference?

Vendor - Meet Management Cos, and Property Ownership

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**Q2** How well did the conference meet your expectations? **Very Well**

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**Q3** With regard to the content of the event, what is your #1 takeaway that you will implement in the next year?

I thought the reception the evening before the event went very well.  
In addition the area provided for the event was much better than last year. More room to communicate

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**Q4** What was the most valuable aspect of this conference?

Making good potential business relationships

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

Hotel rooms were not very accommodating for the price. Beds are uncomfortable. Hot water was an issue as well as the cable television

---

**Q6** Do you have any specific suggestions for improvement?

Respondent skipped this question

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**Q7** Which of the following geographies also interest you or your firm for multifamily forums?

**Northeast (Boston)**,  
**South Florida (Miami),**  
**Houston**

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**Q8** How did you hear about the conference?

**Email from Marcus & Millichap**

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**Q9** How would you rate the following aspects of this conference?

Attendee Quality	<b>Excellent</b>
Networking Opportunities	<b>Excellent</b>
Hilton Tampa Downtown	<b>Good</b>
Food & Beverage	<b>Very Good</b>
GreenPearl Staff	<b>Excellent</b>
Execution	<b>Excellent</b>

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**Q10** How would you rate the following sessions of this conference?

Regional vs National Multifamily Market Outlook	<b>N/A - Did not attend</b>
The Development Outlook	<b>N/A - Did not attend</b>
Debt & Equity Markets	<b>N/A - Did not attend</b>
Property Management Innovations & Technology	<b>N/A - Did not attend</b>
Opportunity Zones, Tax Incentives & Energy Credits Workshop	<b>N/A - Did not attend</b>
Fresh Ideas for Value-Add	<b>N/A - Did not attend</b>
Afternoon Keynote: James Nozar, CEO, Strategic Property Partners	<b>N/A - Did not attend</b>

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**Q11** If you participated in a closed-door roundtable, please rate the roundtable that you attended.

Ground-Up Development Roundtable	<b>N/A - Did not attend</b>
Operational Excellence Roundtable	<b>N/A - Did not attend</b>

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Page 3

**Q12** Is there a speaker or topic that we did not include that you would like to see at a future event? **Respondent skipped this question**

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**Q13** How did you feel about the length of the conference? **Just right**

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**Q14** Do you or your firm have interest in speaking, sponsoring or exhibiting at a future event? **Yes, please contact me.**  
Please include your contact info if you would like us to contact you.:  
Larry Sherman  
Lsherman@gggco.com

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**Q15** How likely is it that you would recommend this conference to a friend or colleague?

**Extremely likely - 10 (Promoter)**

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#9

COMPLETE

**Collector:** Email Invitation 1 (Email)  
**Started:** Friday, May 10, 2019 6:20:01 PM  
**Last Modified:** Friday, May 10, 2019 6:25:12 PM  
**Time Spent:** 00:05:11  
**First Name:** Kenneth  
**Last Name:** Gee  
**Email:** kgee@kriproperties.com  
**IP Address:** 162.252.123.118

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Page 1: Event Overview

**Q1** What was your primary reason for attending this conference?

We exhibited and attended for real estate update

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**Q2** How well did the conference meet your expectations? **Very Well**

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**Q3** With regard to the content of the event, what is your #1 takeaway that you will implement in the next year?

We will likely exhibit again next year and possibly do the seat drop again.

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**Q4** What was the most valuable aspect of this conference?

Business development

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

A few of the topics need refreshed. Most of the attendees don't have 10,000+ apartment units, yet much of the discussion was targeting larger owners.

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**Q6** Do you have any specific suggestions for improvement?

I might consider an underwriting/property management breakout group next year.

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**Q7** Which of the following geographies also interest you or your firm for multifamily forums? **Respondent skipped this question**

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**Q8** How did you hear about the conference? **Referral / Word of Mouth**

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Page 2



**Q9** How would you rate the following aspects of this conference?

Subject Matter / Topics	<b>Good</b>
Attendee Quality	<b>Good</b>
Speaker Quality	<b>Very Good</b>
Networking Opportunities	<b>Good</b>
Hilton Tampa Downtown	<b>Good</b>
Food & Beverage	<b>Very Good</b>
Audio / Visual	<b>Very Good</b>
GreenPearl Staff	<b>Excellent</b>
Execution	<b>Very Good</b>

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**Q10** How would you rate the following sessions of this conference?

Regional vs National Multifamily Market Outlook	<b>Excellent</b>
The Development Outlook	<b>Good</b>
Debt & Equity Markets	<b>Very Good</b>
Property Management Innovations & Technology	<b>Fair</b>
Opportunity Zones, Tax Incentives & Energy Credits Workshop	<b>Fair</b>
Fresh Ideas for Value-Add	<b>N/A - Did not attend</b>
Afternoon Keynote: James Nozar, CEO, Strategic Property Partners	<b>N/A - Did not attend</b>

---

**Q11** If you participated in a closed-door roundtable, please rate the roundtable that you attended.

Ground-Up Development Roundtable	<b>N/A - Did not attend</b>
Operational Excellence Roundtable	<b>N/A - Did not attend</b>

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Page 3

**Q12** Is there a speaker or topic that we did not include that you would like to see at a future event?

See my earlier comments

---

**Q13** How did you feel about the length of the conference? **Just right**

---

**Q14** Do you or your firm have interest in speaking, sponsoring or exhibiting at a future event? **Yes, please contact me.**

---

**Q15** How likely is it that you would recommend this conference to a friend or colleague?

**8 (Passive)**

---

# #10

**COMPLETE**

**Collector:** Email Invitation 1 (Email)  
**Started:** Friday, May 10, 2019 6:19:05 PM  
**Last Modified:** Friday, May 10, 2019 6:25:50 PM  
**Time Spent:** 00:06:45  
**Email:** nicocalle@tgc.com.ec  
**IP Address:** 172.56.27.105

---

Page 1: Event Overview

**Q1** What was your primary reason for attending this conference?

Networking and market outlook

---

**Q2** How well did the conference meet your expectations? **Very Well**

---

**Q3** With regard to the content of the event, what is your #1 takeaway that you will implement in the next year?

Cautious optimism on outlook

---

**Q4** What was the most valuable aspect of this conference?

People meet

---

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

Not enough investors present, mostly developers

---

**Q6** Do you have any specific suggestions for improvement?

Respondent skipped this question

---

**Q7** Which of the following geographies also interest you or your firm for multifamily forums?

**Central Texas (Austin)** ,  
**Southeast (Atlanta)**,  
**South Florida (Miami)**,  
**Dallas-Fort Worth**,  
**Midwest (Chicago)**

---

**Q8** How did you hear about the conference?

**Email from Marcus &  
Millichap**

---

Page 2

**Q9** How would you rate the following aspects of this conference?

Subject Matter / Topics	<b>Very Good</b>
Attendee Quality	<b>Very Good</b>
Speaker Quality	<b>Good</b>
Networking Opportunities	<b>Very Good</b>
Hilton Tampa Downtown	<b>Excellent</b>
Food & Beverage	<b>Excellent</b>
Audio / Visual	<b>Good</b>
GreenPearl Staff	<b>Very Good</b>
Execution	<b>Very Good</b>

---

**Q10** How would you rate the following sessions of this conference?

Regional vs National Multifamily Market Outlook	<b>Excellent</b>
The Development Outlook	<b>Very Good</b>
Debt & Equity Markets	<b>Good</b>
Property Management Innovations & Technology	<b>Good</b>
Opportunity Zones, Tax Incentives & Energy Credits Workshop	<b>Good</b>
Fresh Ideas for Value-Add	<b>Fair</b>
Afternoon Keynote: James Nozar, CEO, Strategic Property Partners	<b>Very Good</b>

---

**Q11** If you participated in a closed-door roundtable, please rate the roundtable that you attended.

**Respondent skipped this question**

---

Page 3

**Q12** Is there a speaker or topic that we did not include that you would like to see at a future event?

Connecting with other investors

---

**Q13** How did you feel about the length of the conference?

**Just right**

---

**Q14** Do you or your firm have interest in speaking, sponsoring or exhibiting at a future event?

**No, thanks.**

---

**Q15** How likely is it that you would recommend this conference to a friend or colleague?

**7 (Passive)**

---

# #11

**COMPLETE**

**Collector:** Email Invitation 1 (Email)  
**Started:** Friday, May 10, 2019 7:25:14 PM  
**Last Modified:** Friday, May 10, 2019 7:29:27 PM  
**Time Spent:** 00:04:13  
**Email:** mkrause@atriummanagement.com  
**IP Address:** 174.228.128.211

---

Page 1: Event Overview

**Q1** What was your primary reason for attending this conference?

Networking and industry information

---

**Q2** How well did the conference meet your expectations? **Extremely Well**

---

**Q3** With regard to the content of the event, what is your #1 takeaway that you will implement in the next year?

More time for discussion

---

**Q4** What was the most valuable aspect of this conference?

Networking, and sharing best practices with other industry leaders.

---

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

None that I can think of.

---

**Q6** Do you have any specific suggestions for improvement?

Just figure out a way to give more time for Roundtable discussion.

---

**Q7** Which of the following geographies also interest you or your firm for multifamily forums? **South Florida (Miami)**

---

**Q8** How did you hear about the conference? **Email from Marcus & Millichap**

---

Page 2

**Q9** How would you rate the following aspects of this conference?

Subject Matter / Topics	<b>Excellent</b>
Attendee Quality	<b>Excellent</b>
Speaker Quality	<b>Excellent</b>
Networking Opportunities	<b>Excellent</b>
Hilton Tampa Downtown	<b>Excellent</b>
Food & Beverage	<b>Very Good</b>
Audio / Visual	<b>Excellent</b>
GreenPearl Staff	<b>Excellent</b>
Execution	<b>Excellent</b>

---

**Q10** How would you rate the following sessions of this conference?

Regional vs National Multifamily Market Outlook	<b>Excellent</b>
The Development Outlook	<b>Excellent</b>
Debt & Equity Markets	<b>Excellent</b>
Property Management Innovations & Technology	<b>Excellent</b>
Opportunity Zones, Tax Incentives & Energy Credits Workshop	<b>Excellent</b>
Fresh Ideas for Value-Add	<b>Excellent</b>
Afternoon Keynote: James Nozar, CEO, Strategic Property Partners	<b>Excellent</b>

---

**Q11** If you participated in a closed-door roundtable, please rate the roundtable that you attended.

Ground-Up Development Roundtable	<b>N/A - Did not attend</b>
Operational Excellence Roundtable	<b>Excellent</b>

---

Page 3

**Q12** Is there a speaker or topic that we did not include that you would like to see at a future event? **Respondent skipped this question**

---

**Q13** How did you feel about the length of the conference? **Too short**

---

**Q14** Do you or your firm have interest in speaking, sponsoring or exhibiting at a future event? **Yes, please contact me.**

---

**Q15** How likely is it that you would recommend this conference to a friend or colleague?

**Extremely likely - 10 (Promoter)**

---



# #12

**INCOMPLETE**

**Collector:** Email Invitation 1 (Email)  
**Started:** Friday, May 10, 2019 8:05:31 PM  
**Last Modified:** Friday, May 10, 2019 8:07:45 PM  
**Time Spent:** 00:02:14  
**First Name:** Allan  
**Last Name:** Holbrook  
**Email:** allan.holbrook@marcusmillichap.com  
**IP Address:** 107.77.237.91

---

## Page 1: Event Overview

**Q1** What was your primary reason for attending this conference? **Respondent skipped this question**

---

**Q2** How well did the conference meet your expectations? **Very Well**

---

**Q3** With regard to the content of the event, what is your #1 takeaway that you will implement in the next year? **Respondent skipped this question**

---

**Q4** What was the most valuable aspect of this conference? **Respondent skipped this question**

---

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

---

**Q6** Do you have any specific suggestions for improvement? **Respondent skipped this question**

---

**Q7** Which of the following geographies also interest you or your firm for multifamily forums? **Southeast (Atlanta)**

---

**Q8** How did you hear about the conference? **Email from Marcus & Millichap**

---

## Page 2

**Q9** How would you rate the following aspects of this conference?

Subject Matter / Topics	<b>Excellent</b>
Attendee Quality	<b>Excellent</b>
Speaker Quality	<b>Excellent</b>
Networking Opportunities	<b>Excellent</b>
Hilton Tampa Downtown	<b>Excellent</b>
Food & Beverage	<b>Good</b>
Audio / Visual	<b>Very Good</b>
GreenPearl Staff	<b>Very Good</b>
Execution	<b>Very Good</b>

---

**Q10** How would you rate the following sessions of this conference?

Regional vs National Multifamily Market Outlook	<b>Very Good</b>
The Development Outlook	<b>Excellent</b>
Debt & Equity Markets	<b>Very Good</b>
Property Management Innovations & Technology	<b>N/A - Did not attend</b>
Opportunity Zones, Tax Incentives & Energy Credits Workshop	<b>Good</b>
Fresh Ideas for Value-Add	<b>Excellent</b>
Afternoon Keynote: James Nozar, CEO, Strategic Property Partners	<b>Good</b>

---

**Q11** If you participated in a closed-door roundtable, please rate the roundtable that you attended.

Ground-Up Development Roundtable	<b>N/A - Did not attend</b>
Operational Excellence Roundtable	<b>N/A - Did not attend</b>

---

Page 3

**Q12** Is there a speaker or topic that we did not include that you would like to see at a future event? **Respondent skipped this question**

---

**Q13** How did you feel about the length of the conference? **Respondent skipped this question**

---

**Q14** Do you or your firm have interest in speaking, sponsoring or exhibiting at a future event? **Respondent skipped this question**

---

**Q15** How likely is it that you would recommend this conference to a friend or colleague?

**Respondent skipped this question**

---

# #13

INCOMPLETE

**Collector:** Email Invitation 1 (Email)  
**Started:** Friday, May 10, 2019 8:12:44 PM  
**Last Modified:** Friday, May 10, 2019 8:18:26 PM  
**Time Spent:** 00:05:42  
**Email:** narinejustin@gmail.com  
**IP Address:** 47.205.212.88

---

## Page 1: Event Overview

**Q1** What was your primary reason for attending this conference?

To make business connections.

---

**Q2** How well did the conference meet your expectations? **Extremely Well,**

Comments:

Great

job.

---

**Q3** With regard to the content of the event, what is your #1 takeaway that you will implement in the next year?

We all need each other's help to build great buildings and create great communities

---

**Q4** What was the most valuable aspect of this conference?

The connections I made

---

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

It was my first even so I had no expectations.

---

**Q6** Do you have any specific suggestions for improvement?

None

---

**Q7** Which of the following geographies also interest you or your firm for multifamily forums?

**Central Texas** ,  
**(Austin)**

**Houston,**

Other (please  
specify):

Nashville, Detroit, and Ft Myers

---

**Q8** How did you hear about the conference?

**Referral / Word of Mouth**

Page 2

**Q9** How would you rate the following aspects of this conference?

Subject Matter / Topics	<b>Very Good</b>
Attendee Quality	<b>Very Good</b>
Speaker Quality	<b>Very Good</b>
Networking Opportunities	<b>Excellent</b>
Hilton Tampa Downtown	<b>Very Good</b>
Food & Beverage	<b>Very Good</b>
Audio / Visual	<b>Very Good</b>
GreenPearl Staff	<b>Very Good</b>
Execution	<b>Excellent</b>

**Q10** How would you rate the following sessions of this conference?

Regional vs National Multifamily Market Outlook	<b>Very Good</b>
The Development Outlook	<b>Very Good</b>
Debt & Equity Markets	<b>Very Good</b>
Property Management Innovations & Technology	<b>Very Good</b>
Opportunity Zones, Tax Incentives & Energy Credits Workshop	<b>Very Good</b>
Fresh Ideas for Value-Add	<b>N/A - Did not attend</b>
Afternoon Keynote: James Nozar, CEO, Strategic Property Partners	<b>N/A - Did not attend</b>

**Q11** If you participated in a closed-door roundtable, please rate the roundtable that you attended.

Ground-Up Development Roundtable	<b>N/A - Did not attend</b>
Operational Excellence Roundtable	<b>N/A - Did not attend</b>

Page 3

**Q12** Is there a speaker or topic that we did not include that you would like to see at a future event?

**Respondent skipped this question**

**Q13** How did you feel about the length of the conference?

**Just right**

---

**Q14** Do you or your firm have interest in speaking, sponsoring or exhibiting at a future event?

**Yes, please contact me.**

Please include your contact info if you would like us to contact you.:

justin.narine@deangelisdiamond.com

---

**Q15** How likely is it that you would recommend this conference to a friend or colleague?

**Extremely likely - 10 (Promoter)**

---

# #14

**COMPLETE**

**Collector:** Email Invitation 1 (Email)  
**Started:** Friday, May 10, 2019 7:38:33 PM  
**Last Modified:** Friday, May 10, 2019 8:54:37 PM  
**Time Spent:** 01:16:04  
**Email:** james@cornerstonecapitalproperties.com  
**IP Address:** 75.44.98.75

---

Page 1: Event Overview

**Q1** What was your primary reason for attending this conference?

To learn more about the state of the market.

---

**Q2** How well did the conference meet your expectations? **Very Well**

---

**Q3** With regard to the content of the event, what is your #1 takeaway that you will implement in the next year?

That Tampa is supported by very strong economic factors, so I will take a closer look at this market.

---

**Q4** What was the most valuable aspect of this conference?

The data provided, which makes me feel comfortable in regards to central Florida.

---

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

None

---

**Q6** Do you have any specific suggestions for improvement?

Would have loved to met some brokers to be added to their buyers list.

---

**Q7** Which of the following geographies also interest you or your firm for multifamily forums?

**Central Texas (Austin)** ,  
**Dallas-Fort Worth,**  
**Houston**

---

**Q8** How did you hear about the conference?

**Referral / Word of Mouth**

---

**Q9** How would you rate the following aspects of this conference?

Subject Matter / Topics	<b>Excellent</b>
Attendee Quality	<b>Very Good</b>
Speaker Quality	<b>Very Good</b>
Networking Opportunities	<b>Good</b>
Hilton Tampa Downtown	<b>Very Good</b>
Food & Beverage	<b>Excellent</b>
Audio / Visual	<b>Excellent</b>
GreenPearl Staff	<b>Very Good</b>
Execution	<b>Very Good</b>

---

**Q10** How would you rate the following sessions of this conference?

Regional vs National Multifamily Market Outlook	<b>Excellent</b>
The Development Outlook	<b>Very Good</b>
Debt & Equity Markets	<b>Very Good</b>
Property Management Innovations & Technology	<b>Excellent</b>
Opportunity Zones, Tax Incentives & Energy Credits Workshop	<b>Very Good</b>
Fresh Ideas for Value-Add	<b>Excellent</b>
Afternoon Keynote: James Nozar, CEO, Strategic Property Partners	<b>Very Good</b>

---

**Q11** If you participated in a closed-door roundtable, please rate the roundtable that you attended.

Ground-Up Development Roundtable	<b>N/A - Did not attend</b>
Operational Excellence Roundtable	<b>N/A - Did not attend</b>

---

Page 3

**Q12** Is there a speaker or topic that we did not include that you would like to see at a future event?

No

---

**Q13** How did you feel about the length of the conference? **Just right**

---

**Q14** Do you or your firm have interest in speaking, sponsoring or exhibiting at a future event? **No, thanks.**

---



**Q15** How likely is it that you would recommend this conference to a friend or colleague?

**8 (Passive)**

---

# #15

**COMPLETE**

**Collector:** Email Invitation 1 (Email)  
**Started:** Friday, May 10, 2019 9:46:44 PM  
**Last Modified:** Friday, May 10, 2019 9:52:49 PM  
**Time Spent:** 00:06:05  
**First Name:** Susan  
**Last Name:** Spelios  
**Email:** smpelios@gmail.com  
**IP Address:** 174.228.148.29

---

Page 1: Event Overview

**Q1** What was your primary reason for attending this conference?

Market analysts

---

**Q2** How well did the conference meet your expectations? **Very Well**

---

**Q3** With regard to the content of the event, what is your #1 takeaway that you will implement in the next year?

Too many lite weights

---

**Q4** What was the most valuable aspect of this conference?

The market assessment

---

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

---

**Q6** Do you have any specific suggestions for improvement?

No reminders, no directions, no attendee list, poor food and beverage for a big registration fee

---

**Q7** Which of the following geographies also interest you or your firm for multifamily forums? **Northeast (Boston)**

---

**Q8** How did you hear about the conference? **Email from Marcus & Millichap**

---

Page 2

**Q9** How would you rate the following aspects of this conference?

Subject Matter / Topics	<b>Fair</b>
Attendee Quality	<b>Good</b>
Speaker Quality	<b>Fair</b>
Networking Opportunities	<b>Good</b>
Hilton Tampa Downtown	<b>Good</b>
Food & Beverage	<b>Fair</b>
Audio / Visual	<b>Good</b>
GreenPearl Staff	<b>Poor</b>
Execution	<b>Good</b>

---

**Q10** How would you rate the following sessions of this conference?

Regional vs National Multifamily Market Outlook	<b>Good</b>
The Development Outlook	<b>N/A - Did not attend</b>
Debt & Equity Markets	<b>N/A - Did not attend</b>
Property Management Innovations & Technology	<b>N/A - Did not attend</b>
Opportunity Zones, Tax Incentives & Energy Credits Workshop	<b>Fair</b>
Fresh Ideas for Value-Add	<b>Fair</b>
Afternoon Keynote: James Nozar, CEO, Strategic Property Partners	<b>Poor</b>

---

**Q11** If you participated in a closed-door roundtable, please rate the roundtable that you attended. **Respondent skipped this question**

---

Page 3

**Q12** Is there a speaker or topic that we did not include that you would like to see at a future event? **Respondent skipped this question**

---

**Q13** How did you feel about the length of the conference? **Just right,**  
Comments:  
started too early

---

**Q14** Do you or your firm have interest in speaking, sponsoring or exhibiting at a future event? **Yes, please contact me.**

---

**Q15** How likely is it that you would recommend this conference to a friend or colleague?

**6 (Detractor)**

---

# #16

**COMPLETE**

**Collector:** Email Invitation 1 (Email)  
**Started:** Friday, May 10, 2019 10:29:19 PM  
**Last Modified:** Friday, May 10, 2019 10:39:44 PM  
**Time Spent:** 00:10:25  
**First Name:** Bonnie  
**Last Name:** Smetzer  
**Email:** bsmetzer@jmgrealty.com  
**IP Address:** 45.31.50.59

---

## Page 1: Event Overview

**Q1** What was your primary reason for attending this conference?

The conference was great last year and very informative so I attended again this year.

---

**Q2** How well did the conference meet your expectations? **Extremely Well,**  
Comments:  
I love this  
conference

---

**Q3** With regard to the content of the event, what is your #1 takeaway that you will implement in the next year?

To begin looking in 3rd tier markets and B and C asset class for buying opportunities

---

**Q4** What was the most valuable aspect of this conference?

The operators Roundtable and the networking.

---

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

No everything was outstanding.

---

**Q6** Do you have any specific suggestions for improvement?

No

---

**Q7** Which of the following geographies also interest you or your firm for multifamily forums? **Southeast (Atlanta),  
South Florida (Miami)**

---

**Q8** How did you hear about the conference? **Email from GreenPearl**

---

**Q9** How would you rate the following aspects of this conference?

Subject Matter / Topics	<b>Excellent</b>
Attendee Quality	<b>Excellent</b>
Speaker Quality	<b>Excellent</b>
Networking Opportunities	<b>Excellent</b>
Hilton Tampa Downtown	<b>Excellent</b>
Food & Beverage	<b>Excellent</b>
Audio / Visual	<b>Excellent</b>
GreenPearl Staff	<b>Excellent</b>
Execution	<b>Excellent</b>
Comments: :	The panels were all men. How about trying for some diversity next year.

**Q10** How would you rate the following sessions of this conference?

Regional vs National Multifamily Market Outlook	<b>Excellent</b>
The Development Outlook	<b>Excellent</b>
Debt & Equity Markets	<b>N/A - Did not attend</b>
Property Management Innovations & Technology	<b>Excellent</b>
Opportunity Zones, Tax Incentives & Energy Credits Workshop	<b>Excellent</b>
Fresh Ideas for Value-Add	<b>Excellent</b>
Afternoon Keynote: James Nozar, CEO, Strategic Property Partners	<b>N/A - Did not attend</b>

**Q11** If you participated in a closed-door roundtable, please rate the roundtable that you attended.

Operational Excellence Roundtable	<b>Excellent</b>
Comments::	Great group and exchange of ideas. Loved it!

**Q12** Is there a speaker or topic that we did not include that you would like to see at a future event? **Respondent skipped this question**

**Q13** How did you feel about the length of the conference? **Just right**

**Q14** Do you or your firm have interest in speaking, sponsoring or exhibiting at a future event?

**Yes, please contact me.**

Please include your contact info if you would like us to contact you.:

Maybe next year at this conference

---

**Q15** How likely is it that you would recommend this conference to a friend or colleague?

**Extremely likely - 10 (Promoter)**

---

# #17

**COMPLETE**

**Collector:** Email Invitation 1 (Email)  
**Started:** Friday, May 10, 2019 11:56:59 PM  
**Last Modified:** Saturday, May 11, 2019 12:04:42 AM  
**Time Spent:** 00:07:43  
**Email:** mrutledge@wrhrealty.com  
**IP Address:** 47.201.161.17

---

Page 1: Event Overview

**Q1** What was your primary reason for attending this conference?

Networking, speaking at panel

---

**Q2** How well did the conference meet your expectations? **Extremely Well**

---

**Q3** With regard to the content of the event, what is your #1 takeaway that you will implement in the next year?

It was a professional event and overall it was well done

---

**Q4** What was the most valuable aspect of this conference?

**Respondent skipped this question**

---

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

**Respondent skipped this question**

---

**Q6** Do you have any specific suggestions for improvement?

Serve white meat chicken

---

**Q7** Which of the following geographies also interest you or your firm for multifamily forums?

**Southeast (Atlanta),  
South Florida (Miami),  
Dallas-Fort Worth,  
Houston**

---

**Q8** How did you hear about the conference?

**Email from GreenPearl,  
Email from Marcus &  
Millichap**

---

Page 2



**Q9** How would you rate the following aspects of this conference?

Subject Matter / Topics	<b>Very Good</b>
Attendee Quality	<b>Very Good</b>
Speaker Quality	<b>Excellent</b>
Networking Opportunities	<b>Good</b>
Hilton Tampa Downtown	<b>Very Good</b>
Food & Beverage	<b>Very Good</b>
Audio / Visual	<b>Very Good</b>
GreenPearl Staff	<b>Excellent</b>
Execution	<b>Excellent</b>

---

**Q10** How would you rate the following sessions of this conference?

Regional vs National Multifamily Market Outlook	<b>Excellent</b>
The Development Outlook	<b>Excellent</b>
Debt & Equity Markets	<b>Excellent</b>
Property Management Innovations & Technology	<b>Excellent</b>
Opportunity Zones, Tax Incentives & Energy Credits Workshop	<b>Excellent</b>
Fresh Ideas for Value-Add	<b>Very Good</b>
Afternoon Keynote: James Nozar, CEO, Strategic Property Partners	<b>Very Good</b>

---

**Q11** If you participated in a closed-door roundtable, please rate the roundtable that you attended.

Ground-Up Development Roundtable	<b>N/A - Did not attend</b>
Operational Excellence Roundtable	<b>N/A - Did not attend</b>

---

Page 3

**Q12** Is there a speaker or topic that we did not include that you would like to see at a future event? **Respondent skipped this question**

---

**Q13** How did you feel about the length of the conference? **Just right**

---

**Q14** Do you or your firm have interest in speaking, sponsoring or exhibiting at a future event? **No, thanks.**

---

**Q15** How likely is it that you would recommend this conference to a friend or colleague?

**8 (Passive)**

---

# #18

**COMPLETE**

**Collector:** Email Invitation 1 (Email)  
**Started:** Saturday, May 11, 2019 5:50:49 AM  
**Last Modified:** Saturday, May 11, 2019 5:55:29 AM  
**Time Spent:** 00:04:40  
**Email:** cangenendt@currentbuilders.com  
**IP Address:** 73.255.252.2

---

Page 1: Event Overview

**Q1** What was your primary reason for attending this conference?

Hear from the panel in the opening session

---

**Q2** How well did the conference meet your expectations? **Very Well**

---

**Q3** With regard to the content of the event, what is your #1 takeaway that you will implement in the next year?

Increase focus on building a sense of community on our properties

---

**Q4** What was the most valuable aspect of this conference?

Meeting people

---

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

---

**Q6** Do you have any specific suggestions for improvement? **Respondent skipped this question**

---

**Q7** Which of the following geographies also interest you or your firm for multifamily forums? **South Florida (Miami)**

---

**Q8** How did you hear about the conference? **Advertisement / Event Calendar Listing**

---

Page 2

**Q9** How would you rate the following aspects of this conference?

Subject Matter / Topics	<b>Very Good</b>
Attendee Quality	<b>Very Good</b>
Speaker Quality	<b>Excellent</b>
Networking Opportunities	<b>Very Good</b>
Hilton Tampa Downtown	<b>Very Good</b>
Food & Beverage	<b>Good</b>
Audio / Visual	<b>Excellent</b>
GreenPearl Staff	<b>Excellent</b>
Execution	<b>Very Good</b>

---

**Q10** How would you rate the following sessions of this conference?

Regional vs National Multifamily Market Outlook	<b>Very Good</b>
The Development Outlook	<b>Very Good</b>
Debt & Equity Markets	<b>N/A - Did not attend</b>
Property Management Innovations & Technology	<b>N/A - Did not attend</b>
Opportunity Zones, Tax Incentives & Energy Credits Workshop	<b>N/A - Did not attend</b>
Fresh Ideas for Value-Add	<b>Very Good</b>
Afternoon Keynote: James Nozar, CEO, Strategic Property Partners	<b>N/A - Did not attend</b>

---

**Q11** If you participated in a closed-door roundtable, please rate the roundtable that you attended.

Ground-Up Development Roundtable	<b>Excellent</b>
----------------------------------	------------------

---

Page 3

**Q12** Is there a speaker or topic that we did not include that you would like to see at a future event? **Respondent skipped this question**

---

**Q13** How did you feel about the length of the conference? **Respondent skipped this question**

---

**Q14** Do you or your firm have interest in speaking, sponsoring or exhibiting at a future event? **Respondent skipped this question**

---

**Q15** How likely is it that you would recommend this conference to a friend or colleague?

**Extremely likely - 10 (Promoter)**

---

# #19

**COMPLETE**

**Collector:** Email Invitation 1 (Email)  
**Started:** Saturday, May 11, 2019 1:55:56 PM  
**Last Modified:** Saturday, May 11, 2019 1:59:30 PM  
**Time Spent:** 00:03:34  
**Email:** jeff@trinityskyadvisors.com  
**IP Address:** 35.137.204.251

---

Page 1: Event Overview

**Q1** What was your primary reason for attending this conference?

MF Market update and network..

---

**Q2** How well did the conference meet your expectations? **Very Well**

---

**Q3** With regard to the content of the event, what is your #1 takeaway that you will implement in the next year? **Respondent skipped this question**

---

**Q4** What was the most valuable aspect of this conference?

net work and market info

---

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

Would like to get a electronic version of the market update presentation

---

**Q6** Do you have any specific suggestions for improvement? **Respondent skipped this question**

---

**Q7** Which of the following geographies also interest you or your firm for multifamily forums?  
**Southeast (Atlanta),  
South Florida (Miami),  
Dallas-Fort Worth**

---

**Q8** How did you hear about the conference? **Email from Marcus & Millichap**

---

Page 2

**Q9** How would you rate the following aspects of this conference?

Subject Matter / Topics	<b>Very Good</b>
Attendee Quality	<b>Good</b>
Speaker Quality	<b>Good</b>
Networking Opportunities	<b>Very Good</b>
Hilton Tampa Downtown	<b>Very Good</b>
Food & Beverage	<b>Good</b>
Audio / Visual	<b>Very Good</b>
GreenPearl Staff	<b>Very Good</b>
Execution	<b>Very Good</b>

---

**Q10** How would you rate the following sessions of this conference?

Regional vs National Multifamily Market Outlook	<b>Excellent</b>
The Development Outlook	<b>Good</b>
Debt & Equity Markets	<b>N/A - Did not attend</b>
Property Management Innovations & Technology	<b>N/A - Did not attend</b>
Opportunity Zones, Tax Incentives & Energy Credits Workshop	<b>N/A - Did not attend</b>
Fresh Ideas for Value-Add	<b>N/A - Did not attend</b>
Afternoon Keynote: James Nozar, CEO, Strategic Property Partners	<b>N/A - Did not attend</b>

---

**Q11** If you participated in a closed-door roundtable, please rate the roundtable that you attended.

Ground-Up Development Roundtable	<b>N/A - Did not attend</b>
Operational Excellence Roundtable	<b>N/A - Did not attend</b>

---

Page 3

**Q12** Is there a speaker or topic that we did not include that you would like to see at a future event? **Respondent skipped this question**

---

**Q13** How did you feel about the length of the conference? **Just right**

---

**Q14** Do you or your firm have interest in speaking, sponsoring or exhibiting at a future event? Please include your contact info if you would like us to contact you.:  
Possibly as we get closer to next year

---

**Q15** How likely is it that you would recommend this conference to a friend or colleague?

**8 (Passive)**

---



# #20

**COMPLETE**

**Collector:** Email Invitation 1 (Email)  
**Started:** Saturday, May 11, 2019 5:08:06 PM  
**Last Modified:** Saturday, May 11, 2019 5:26:04 PM  
**Time Spent:** 00:17:58  
**Email:** jurainbow68@gmail.com  
**IP Address:** 107.77.215.160

---

Page 1: Event Overview

**Q1** What was your primary reason for attending this conference?

To hear from the professionals the state of the market in the Tampa area and their projections for the next 2 years.

---

**Q2** How well did the conference meet your expectations? **Extremely Well**

---

**Q3** With regard to the content of the event, what is your #1 takeaway that you will implement in the next year?

What to do with upgrades in my properties at this time.

---

**Q4** What was the most valuable aspect of this conference?

Hearing from the panels that were up on the stage they shared a wealth of information.

---

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

Absolutely not, the event was Excellent

---

**Q6** Do you have any specific suggestions for improvement?

No, not really. You guys have this down pack...

---

**Q7** Which of the following geographies also interest you or your firm for multifamily forums? **South Florida (Miami)**

---

**Q8** How did you hear about the conference? **Email from Marcus & Millichap**

---

Page 2

**Q9** How would you rate the following aspects of this conference?

Subject Matter / Topics	<b>Excellent</b>
Attendee Quality	<b>Excellent</b>
Speaker Quality	<b>Excellent</b>
Networking Opportunities	<b>Excellent</b>
Food & Beverage	<b>Excellent</b>
Audio / Visual	<b>Excellent</b>
GreenPearl Staff	<b>Excellent</b>

---

**Q10** How would you rate the following sessions of this conference?

Regional vs National Multifamily Market Outlook	<b>Excellent</b>
The Development Outlook	<b>Excellent</b>
Debt & Equity Markets	<b>Excellent</b>
Property Management Innovations & Technology	<b>Good</b>
Opportunity Zones, Tax Incentives & Energy Credits Workshop	<b>Excellent</b>
Fresh Ideas for Value-Add	<b>Excellent</b>
Afternoon Keynote: James Nozar, CEO, Strategic Property Partners	<b>Excellent</b>

---

**Q11** If you participated in a closed-door roundtable, please rate the roundtable that you attended.

Ground-Up Development Roundtable	<b>N/A - Did not attend</b>
Operational Excellence Roundtable	<b>N/A - Did not attend</b>

---

Page 3

**Q12** Is there a speaker or topic that we did not include that you would like to see at a future event? **Respondent skipped this question**

---

**Q13** How did you feel about the length of the conference? **Just right**

---

**Q14** Do you or your firm have interest in speaking, sponsoring or exhibiting at a future event? **No, thanks.**

---

**Q15** How likely is it that you would recommend this conference to a friend or colleague?

**Extremely likely - 10 (Promoter)**

---

# #21

**COMPLETE**

**Collector:** Email Invitation 1 (Email)  
**Started:** Sunday, May 12, 2019 8:58:05 AM  
**Last Modified:** Sunday, May 12, 2019 9:02:45 AM  
**Time Spent:** 00:04:40  
**Email:** Mirko.bayproperties@gmail.com  
**IP Address:** 35.137.135.97

---

## Page 1: Event Overview

**Q1** What was your primary reason for attending this conference?

Invitation by Sebastian Harris, gathering informations about our market.

---

**Q2** How well did the conference meet your expectations? **Very Well**

---

**Q3** With regard to the content of the event, what is your #1 takeaway that you will implement in the next year?

Ameneties are not only "hard ware", the number of service possibilities, which are important to tenants are endless.

---

**Q4** What was the most valuable aspect of this conference?

The data from the first speach

---

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

Breaks are to short

---

**Q6** Do you have any specific suggestions for improvement?

Make a little longer breaks

---

**Q7** Which of the following geographies also interest you or your firm for multifamily forums?

**Central Texas** ,  
**(Austin)**  
**Dallas-Fort Worth,**  
**Houston**

---

**Q8** How did you hear about the conference?

**Email from Marcus &**  
**Millichap**

---

**Q9** How would you rate the following aspects of this conference?

Subject Matter / Topics	<b>Excellent</b>
Attendee Quality	<b>Very Good</b>
Speaker Quality	<b>Very Good</b>
Networking Opportunities	<b>Fair</b>
Hilton Tampa Downtown	<b>Good</b>
Food & Beverage	<b>Good</b>
Audio / Visual	<b>Fair</b>
GreenPearl Staff	<b>Good</b>
Execution	<b>Very Good</b>

---

**Q10** How would you rate the following sessions of this conference?

Regional vs National Multifamily Market Outlook	<b>Excellent</b>
The Development Outlook	<b>Very Good</b>
Debt & Equity Markets	<b>Fair</b>
Property Management Innovations & Technology	<b>Fair</b>
Fresh Ideas for Value-Add	<b>Fair</b>
Afternoon Keynote: James Nozar, CEO, Strategic Property Partners	<b>Very Good</b>

---

**Q11** If you participated in a closed-door roundtable, please rate the roundtable that you attended. **Respondent skipped this question**

---

---

Page 3

**Q12** Is there a speaker or topic that we did not include that you would like to see at a future event? **Respondent skipped this question**

---

**Q13** How did you feel about the length of the conference? **Just right**

---

**Q14** Do you or your firm have interest in speaking, sponsoring or exhibiting at a future event? **No, thanks.**

---

**Q15** How likely is it that you would recommend this conference to a friend or colleague?

**8 (Passive)**

---

# #22

COMPLETE

**Collector:** Email Invitation 1 (Email)  
**Started:** Monday, May 13, 2019 7:55:57 AM  
**Last Modified:** Monday, May 13, 2019 8:01:27 AM  
**Time Spent:** 00:05:30  
**Email:** eowings@containerstore.com  
**IP Address:** 172.125.57.255

---

## Page 1: Event Overview

**Q1** What was your primary reason for attending this conference?

Network and gauge pulse of current trends.

---

**Q2** How well did the conference meet your expectations? **Very Well**

---

**Q3** With regard to the content of the event, what is your #1 takeaway that you will implement in the next year?

spend more time in Orlando

---

**Q4** What was the most valuable aspect of this conference?

networking

---

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

I don't have a list of the speakers.

---

**Q6** Do you have any specific suggestions for improvement?

provide a list of speakers

---

**Q7** Which of the following geographies also interest you or your firm for multifamily forums?

- Central Texas (Austin) ,
- Southeast (Atlanta),
- Northeast (Boston) ,
- Northern California (San Francisco) ,
- Southern California (Los Angeles) ,
- South Florida (Miami),
- Mid-atlantic (Washington DC) ,
- Dallas-Fort Worth,
- Houston,
- Pacific Northwest (Seattle)

**Q8** How did you hear about the conference?

Other (please specify):  
Past attendance and LinkedIn

Page 2

**Q9** How would you rate the following aspects of this conference?

Subject Matter / Topics	<b>Very Good</b>
Attendee Quality	<b>Very Good</b>
Speaker Quality	<b>Very Good</b>
Networking Opportunities	<b>Good</b>
Hilton Tampa Downtown	<b>Good</b>
Food & Beverage	<b>Very Good</b>
Audio / Visual	<b>Very Good</b>
Execution	<b>Very Good</b>

**Q10** How would you rate the following sessions of this conference?

Regional vs National Multifamily Market Outlook	<b>Very Good</b>
The Development Outlook	<b>Very Good</b>
Debt & Equity Markets	<b>N/A - Did not attend</b>
Property Management Innovations & Technology	<b>N/A - Did not attend</b>
Opportunity Zones, Tax Incentives & Energy Credits Workshop	<b>Very Good</b>
Fresh Ideas for Value-Add	<b>Very Good</b>
Afternoon Keynote: James Nozar, CEO, Strategic Property Partners	<b>Very Good</b>

---

**Q11** If you participated in a closed-door roundtable, please rate the roundtable that you attended.

Ground-Up Development Roundtable	<b>N/A - Did not attend</b>
Operational Excellence Roundtable	<b>N/A - Did not attend</b>

---

---

Page 3

**Q12** Is there a speaker or topic that we did not include that you would like to see at a future event? **Respondent skipped this question**

---

**Q13** How did you feel about the length of the conference? **Just right**

---

**Q14** Do you or your firm have interest in speaking, sponsoring or exhibiting at a future event? **No, thanks.**

---

**Q15** How likely is it that you would recommend this conference to a friend or colleague?

**7 (Passive)**

---

# #23

COMPLETE

**Collector:** Email Invitation 1 (Email)  
**Started:** Monday, May 13, 2019 8:56:32 AM  
**Last Modified:** Monday, May 13, 2019 9:28:12 AM  
**Time Spent:** 00:31:40  
**First Name:** Ryan  
**Last Name:** Wilson  
**Email:** rwilson@inscap.com  
**IP Address:** 35.137.213.135

---

## Page 1: Event Overview

**Q1** What was your primary reason for attending this conference?

Networking and content.

---

**Q2** How well did the conference meet your expectations? **Very Well**

---

**Q3** With regard to the content of the event, what is your #1 takeaway that you will implement in the next year? **Respondent skipped this question**

---

**Q4** What was the most valuable aspect of this conference?

Networking opportunity and sessions with investors/principals who are active in Central/West Florida.

---

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

It was disappointing that the luncheon speaker ran 15 minutes late and cut into the value-add session which got squeezed down to 30 minutes. In general, I think most people attend these events for the sessions featuring principals/investor speakers vs. service providers (tax consultant).

---

**Q6** Do you have any specific suggestions for improvement?

On the value-add panel, I'm not sure that having a construction service provider on the panel added much impact. Especially since he was one of the main sponsors of the event, it resulted in him dominating the conversation at times. It's just not meaningful to hear someone who is not a multifamily owner/investor answer questions geared for people who are actively doing deals. Example: commenting on cap rates, acquisition metrics, investment trends - having the perspective of another owner (active in Central/West Florida) would add a lot more to the discussion.

---

**Q7** Which of the following geographies also interest you or your firm for multifamily forums? **Respondent skipped this question**

---



**Q8** How did you hear about the conference?

Email from GreenPearl

Page 2

**Q9** How would you rate the following aspects of this conference?

Attendee Quality	<b>Excellent</b>
Speaker Quality	<b>Excellent</b>
Networking Opportunities	<b>Excellent</b>
Hilton Tampa Downtown	<b>Excellent</b>
Food & Beverage	<b>Very Good</b>
Audio / Visual	<b>Excellent</b>
GreenPearl Staff	<b>Excellent</b>
Execution	<b>Very Good</b>

**Q10** How would you rate the following sessions of this conference?

Regional vs National Multifamily Market Outlook	<b>N/A - Did not attend</b>
The Development Outlook	<b>N/A - Did not attend</b>
Debt & Equity Markets	<b>Excellent</b>
Property Management Innovations & Technology	<b>Very Good</b>
Opportunity Zones, Tax Incentives & Energy Credits Workshop	<b>Fair</b>
Fresh Ideas for Value-Add	<b>Excellent</b>
Afternoon Keynote: James Nozar, CEO, Strategic Property Partners	<b>Excellent</b>

**Q11** If you participated in a closed-door roundtable, please rate the roundtable that you attended.

Ground-Up Development Roundtable	<b>N/A - Did not attend</b>
Operational Excellence Roundtable	<b>N/A - Did not attend</b>

Page 3

**Q12** Is there a speaker or topic that we did not include that you would like to see at a future event?

Respondent skipped this question

**Q13** How did you feel about the length of the conference?

**Just right**

**Q14** Do you or your firm have interest in speaking, sponsoring or exhibiting at a future event?

**Yes, please contact me.**

---

**Q15** How likely is it that you would recommend this conference to a friend or colleague?

**9 (Promoter)**

---

# #24

INCOMPLETE

**Collector:** Email Invitation 1 (Email)  
**Started:** Monday, May 13, 2019 9:30:39 AM  
**Last Modified:** Monday, May 13, 2019 9:33:42 AM  
**Time Spent:** 00:03:03  
**Email:** tlarkin@rediq.com  
**IP Address:** 38.30.48.202

---

Page 1: Event Overview

**Q1** What was your primary reason for attending this conference?

Networking, information gathering

---

**Q2** How well did the conference meet your expectations? **Very Well,**  
Comments:  
Great event!

---

**Q3** With regard to the content of the event, what is your #1 takeaway that you will implement in the next year?

Invest in Tampa.

---

**Q4** What was the most valuable aspect of this conference?

Panel discussions

---

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

---

**Q6** Do you have any specific suggestions for improvement?

More networking time.

---

**Q7** Which of the following geographies also interest you or your firm for multifamily forums? **Respondent skipped this question**

---

**Q8** How did you hear about the conference? Other (please specify):  
Boss notified me

---

Page 2

**Q9** How would you rate the following aspects of this conference?

Respondent skipped this question

---

**Q10** How would you rate the following sessions of this conference?

Respondent skipped this question

---

**Q11** If you participated in a closed-door roundtable, please rate the roundtable that you attended.

Respondent skipped this question

---

---

Page 3

**Q12** Is there a speaker or topic that we did not include that you would like to see at a future event?

Respondent skipped this question

---

**Q13** How did you feel about the length of the conference?

Respondent skipped this question

---

**Q14** Do you or your firm have interest in speaking, sponsoring or exhibiting at a future event?

Respondent skipped this question

---

**Q15** How likely is it that you would recommend this conference to a friend or colleague?

Respondent skipped this question

---

# #25

**COMPLETE**

**Collector:** Email Invitation 1 (Email)  
**Started:** Monday, May 13, 2019 10:25:08 AM  
**Last Modified:** Monday, May 13, 2019 10:27:58 AM  
**Time Spent:** 00:02:50  
**First Name:** Cadesman  
**Last Name:** Pope III  
**Email:** cpope@rbkennedy.com  
**IP Address:** 71.43.243.146

---

Page 1: Event Overview

**Q1** What was your primary reason for attending this conference?

Networking and update on current Multi-Family status.

---

**Q2** How well did the conference meet your expectations? **Extremely Well**

---

**Q3** With regard to the content of the event, what is your #1 takeaway that you will implement in the next year? **Respondent skipped this question**

---

**Q4** What was the most valuable aspect of this conference?

Networking

---

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

---

**Q6** Do you have any specific suggestions for improvement? **Respondent skipped this question**

---

**Q7** Which of the following geographies also interest you or your firm for multifamily forums? **Southeast (Atlanta)**

---

**Q8** How did you hear about the conference? **Referral / Word of Mouth**,  
**Email from Marcus & Millichap**

---

Page 2

**Q9** How would you rate the following aspects of this conference?

Subject Matter / Topics	<b>Excellent</b>
Attendee Quality	<b>Excellent</b>
Speaker Quality	<b>Excellent</b>
Networking Opportunities	<b>Excellent</b>
Hilton Tampa Downtown	<b>Excellent</b>
Food & Beverage	<b>Excellent</b>
Audio / Visual	<b>Excellent</b>
GreenPearl Staff	<b>Excellent</b>
Execution	<b>Excellent</b>

---

**Q10** How would you rate the following sessions of this conference?

Regional vs National Multifamily Market Outlook	<b>Excellent</b>
The Development Outlook	<b>Excellent</b>
Debt & Equity Markets	<b>Excellent</b>
Property Management Innovations & Technology	<b>Excellent</b>
Opportunity Zones, Tax Incentives & Energy Credits Workshop	<b>Excellent</b>
Fresh Ideas for Value-Add	<b>Excellent</b>
Afternoon Keynote: James Nozar, CEO, Strategic Property Partners	<b>Excellent</b>

---

**Q11** If you participated in a closed-door roundtable, please rate the roundtable that you attended.

Ground-Up Development Roundtable	<b>N/A - Did not attend</b>
Operational Excellence Roundtable	<b>N/A - Did not attend</b>

---

Page 3

**Q12** Is there a speaker or topic that we did not include that you would like to see at a future event? **Respondent skipped this question**

---

**Q13** How did you feel about the length of the conference? **Just right**

---

**Q14** Do you or your firm have interest in speaking, sponsoring or exhibiting at a future event? **No, thanks.**

---

**Q15** How likely is it that you would recommend this conference to a friend or colleague?

**Extremely likely - 10 (Promoter)**

---

# #26

**COMPLETE**

**Collector:** Email Invitation 1 (Email)  
**Started:** Monday, May 13, 2019 11:01:28 AM  
**Last Modified:** Monday, May 13, 2019 11:05:20 AM  
**Time Spent:** 00:03:52  
**Email:** aretyv@gmail.com  
**IP Address:** 159.153.130.10

---

## Page 1: Event Overview

**Q1** What was your primary reason for attending this conference?

networking& education

---

**Q2** How well did the conference meet your expectations? **Very Well**

---

**Q3** With regard to the content of the event, what is your #1 takeaway that you will implement in the next year? **Respondent skipped this question**

---

**Q4** What was the most valuable aspect of this conference? **Respondent skipped this question**

---

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

---

**Q6** Do you have any specific suggestions for improvement? **Respondent skipped this question**

---

**Q7** Which of the following geographies also interest you or your firm for multifamily forums? **Central Texas (Austin)** ,  
**Dallas-Fort Worth,**  
**Houston**

---

**Q8** How did you hear about the conference? **Referral / Word of Mouth** ,  
Other (please specify):  
Lenger Financials

---



**Q9** How would you rate the following aspects of this conference?

Subject Matter / Topics	<b>Excellent</b>
Attendee Quality	<b>Excellent</b>
Speaker Quality	<b>Excellent</b>
Networking Opportunities	<b>Excellent</b>
Hilton Tampa Downtown	<b>Excellent</b>
Food & Beverage	<b>Excellent</b>
Audio / Visual	<b>Excellent</b>
GreenPearl Staff	<b>Excellent</b>
Execution	<b>Excellent</b>

---

**Q10** How would you rate the following sessions of this conference?

Regional vs National Multifamily Market Outlook	<b>Excellent</b>
The Development Outlook	<b>Excellent</b>
Debt & Equity Markets	<b>Very Good</b>
Property Management Innovations & Technology	<b>Excellent</b>
Opportunity Zones, Tax Incentives & Energy Credits Workshop	<b>Very Good</b>
Fresh Ideas for Value-Add	<b>Excellent</b>
Afternoon Keynote: James Nozar, CEO, Strategic Property Partners	<b>Excellent</b>

---

**Q11** If you participated in a closed-door roundtable, please rate the roundtable that you attended.

Ground-Up Development Roundtable	<b>N/A - Did not attend</b>
Operational Excellence Roundtable	<b>N/A - Did not attend</b>

---

Page 3

**Q12** Is there a speaker or topic that we did not include that you would like to see at a future event? **Respondent skipped this question**

---

**Q13** How did you feel about the length of the conference? **Respondent skipped this question**

---

**Q14** Do you or your firm have interest in speaking, sponsoring or exhibiting at a future event? **Respondent skipped this question**

---

**Q15** How likely is it that you would recommend this conference to a friend or colleague?

**Extremely likely - 10 (Promoter)**

---

# #27

**INCOMPLETE**

**Collector:** Email Invitation 1 (Email)  
**Started:** Monday, May 13, 2019 2:19:20 PM  
**Last Modified:** Monday, May 13, 2019 2:20:05 PM  
**Time Spent:** 00:00:45  
**Email:** robin.carr@marcusmillichap.com  
**IP Address:** 208.87.237.201

---

Page 1: Event Overview

**Q1** What was your primary reason for attending this conference?

Networking

---

**Q2** How well did the conference meet your expectations? **Very Well**

---

**Q3** With regard to the content of the event, what is your #1 takeaway that you will implement in the next year?

Networking

---

**Q4** What was the most valuable aspect of this conference?

NETworking

---

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

NA

---

**Q6** Do you have any specific suggestions for improvement?

NA

---

**Q7** Which of the following geographies also interest you or your firm for multifamily forums? **Southeast (Atlanta)**

---

**Q8** How did you hear about the conference? **Email from Marcus & Millichap**

---

Page 2

**Q9** How would you rate the following aspects of this conference?

Respondent skipped this question

---

**Q10** How would you rate the following sessions of this conference?

Respondent skipped this question

---

**Q11** If you participated in a closed-door roundtable, please rate the roundtable that you attended.

Respondent skipped this question

---

---

Page 3

**Q12** Is there a speaker or topic that we did not include that you would like to see at a future event?

Respondent skipped this question

---

**Q13** How did you feel about the length of the conference?

Respondent skipped this question

---

**Q14** Do you or your firm have interest in speaking, sponsoring or exhibiting at a future event?

Respondent skipped this question

---

**Q15** How likely is it that you would recommend this conference to a friend or colleague?

Respondent skipped this question

---

# #28

**COMPLETE**

**Collector:** Email Invitation 1 (Email)  
**Started:** Monday, May 13, 2019 12:32:10 PM  
**Last Modified:** Monday, May 13, 2019 5:26:47 PM  
**Time Spent:** 04:54:37  
**First Name:** Jeff  
**Last Name:** Talbot  
**Email:** jtalbot@inscap.com  
**IP Address:** 47.206.153.9

---

Page 1: Event Overview

**Q1** What was your primary reason for attending this conference?

Speaker

---

**Q2** How well did the conference meet your expectations? **Very Well**

---

**Q3** With regard to the content of the event, what is your #1 takeaway that you will implement in the next year? **Respondent skipped this question**

---

**Q4** What was the most valuable aspect of this conference?

Quality attendees

---

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

The closed door roundtables weren't open to more people. Good quality people that we'd like to hear from, but couldn't

---

**Q6** Do you have any specific suggestions for improvement?

The paid / sponsor speakers tend to dominate the time and conversation sometimes - ie tax guy during lunch ran very long, which shortened the time for other panels

---

**Q7** Which of the following geographies also interest you or your firm for multifamily forums? **Respondent skipped this question**

---

**Q8** How did you hear about the conference?

**Email from GreenPearl,  
Email from Marcus &  
Millichap**

---

Page 2

**Q9** How would you rate the following aspects of this conference?

Subject Matter / Topics	<b>Very Good</b>
Attendee Quality	<b>Very Good</b>
Speaker Quality	<b>Very Good</b>
Networking Opportunities	<b>Very Good</b>
Hilton Tampa Downtown	<b>Excellent</b>
Food & Beverage	<b>Very Good</b>
Audio / Visual	<b>Excellent</b>
GreenPearl Staff	<b>Excellent</b>
Execution	<b>Excellent</b>

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**Q10** How would you rate the following sessions of this conference?

Regional vs National Multifamily Market Outlook	<b>N/A - Did not attend</b>
The Development Outlook	<b>N/A - Did not attend</b>
Debt & Equity Markets	<b>Very Good</b>
Property Management Innovations & Technology	<b>Very Good</b>
Opportunity Zones, Tax Incentives & Energy Credits Workshop	<b>Fair</b>
Fresh Ideas for Value-Add	<b>Very Good</b>
Afternoon Keynote: James Nozar, CEO, Strategic Property Partners	<b>N/A - Did not attend</b>

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**Q11** If you participated in a closed-door roundtable, please rate the roundtable that you attended.

Ground-Up Development Roundtable	<b>N/A - Did not attend</b>
Operational Excellence Roundtable	<b>N/A - Did not attend</b>

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Page 3

**Q12** Is there a speaker or topic that we did not include that you would like to see at a future event?

open up the roundtables somehow

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**Q13** How did you feel about the length of the conference? **Just right**

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**Q14** Do you or your firm have interest in speaking, sponsoring or exhibiting at a future event? **No, thanks.**

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**Q15** How likely is it that you would recommend this conference to a friend or colleague?

**9 (Promoter)**

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