

#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

Page 1: Event Overview

Q1 What was your primary reason for attending this conference?

Participating in the Operators Roundtable discussion

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?

Site/Land review in the more suburban areas

Q4 What was the most valuable aspect of this conference?

Meeting with peers

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

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

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

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

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

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

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

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

8 (Passive)

#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

Page 1: Event Overview

Q1 What was your primary reason for attending this conference?

To hear about the market metrics currently.

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?

Stay focused pushing forward based on market data and expectations

Q4 What was the most valuable aspect of this conference?

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

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

No

Q6 Do you have any specific suggestions for improvement?

Keep going in The same direction.

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

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

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

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

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

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.:

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

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

Extremely likely - 10 (Promoter)

#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

Page 1: Event Overview

Q1 What was your primary reason for attending this conference?

I was invited to participate in a round table session

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

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.

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.

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? **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?

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

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

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

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

Ground-Up Development Roundtable	Excellent
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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? Respondent skipped this question

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

9 (Promoter)

#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

Page 1: Event Overview

Q1 What was your primary reason for attending this conference?

Explore the Tampa market

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?

ETS had an informative segment.

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?

N/A

Q6 Do you have any specific suggestions for improvement?

N/A

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

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

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

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

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

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

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

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.

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)

#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

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

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?

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.

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.

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.

Q6 Do you have any specific suggestions for improvement?

See #5

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

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

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

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

Ground-Up Development Roundtable	Very Good
Operational Excellence Roundtable	Very Good

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

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.

Please include your contact info if you would like us to contact you.:
rbreese@brossier.com

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

Extremely likely - 10 (Promoter)

#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

Page 1: Event Overview

Q1 What was your primary reason for attending this conference?

To learn about development in the west coast area

Q2 How well did the conference meet your expectations? **Not Well at All**,
All
Comments:
Panels were dull and uninformative

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

Nothing

Q4 What was the most valuable aspect of this conference?

Opening remarks

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

Lack luster panelist

Q6 Do you have any specific suggestions for improvement?

Have your panelist deliver fresh content

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

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	Poor
Attendee Quality	Fair
Speaker Quality	Fair
Networking Opportunities	Fair
Hilton Tampa Downtown	Good
Food & Beverage	Good
Audio / Visual	Good
GreenPearl Staff	Good
Execution	Good

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

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

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

Ground-Up Development Roundtable	N/A - Did not attend
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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.

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

1 (Detractor)

#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

Page 1: Event Overview

Q1 What was your primary reason for attending this conference?

I was a 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? **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)**

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

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?

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

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?

Yes, please contact me.

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

6 (Detractor)

#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

Page 1: Event Overview

Q1 What was your primary reason for attending this conference?

Vendor - Meet Management Cos, and Property Ownership

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?

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

Q4 What was the most valuable aspect of this conference?

Making good potential business relationships

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

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

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

Q8 How did you hear about the conference?

Email from Marcus & Millichap

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

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

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

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

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

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

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)

#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

Page 1: Event Overview

Q1 What was your primary reason for attending this conference?

We exhibited and attended for real estate update

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?

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

Q4 What was the most valuable aspect of this conference?

Business development

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.

Q6 Do you have any specific suggestions for improvement?

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

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? **Referral / Word of Mouth**

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

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

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

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

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

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

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
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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?

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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	Fair
Attendee Quality	Good
Speaker Quality	Fair
Networking Opportunities	Good
Hilton Tampa Downtown	Good
Food & Beverage	Fair
Audio / Visual	Good
GreenPearl Staff	Poor
Execution	Good

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

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

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**

Page 2

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

Subject Matter / Topics	Excellent
Attendee Quality	Excellent
Speaker Quality	Excellent
Networking Opportunities	Excellent
Hilton Tampa Downtown	Excellent
Food & Beverage	Excellent
Audio / Visual	Excellent
GreenPearl Staff	Excellent
Execution	Excellent
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	Excellent
The Development Outlook	Excellent
Debt & Equity Markets	N/A - Did not attend
Property Management Innovations & Technology	Excellent
Opportunity Zones, Tax Incentives & Energy Credits Workshop	Excellent
Fresh Ideas for Value-Add	Excellent
Afternoon Keynote: James Nozar, CEO, Strategic Property Partners	N/A - Did not attend

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

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

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.:

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**

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

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

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

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

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

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

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

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

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

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

Ground-Up Development Roundtable	Excellent
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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? 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	Very Good
Attendee Quality	Good
Speaker Quality	Good
Networking Opportunities	Very Good
Hilton Tampa Downtown	Very Good
Food & Beverage	Good
Audio / Visual	Very Good
GreenPearl Staff	Very Good
Execution	Very Good

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

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

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

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

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	Excellent
Attendee Quality	Excellent
Speaker Quality	Excellent
Networking Opportunities	Excellent
Food & Beverage	Excellent
Audio / Visual	Excellent
GreenPearl Staff	Excellent

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

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

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

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

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

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

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

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	Very Good
Attendee Quality	Very Good
Speaker Quality	Very Good
Networking Opportunities	Good
Hilton Tampa Downtown	Good
Food & Beverage	Very Good
Audio / Visual	Very Good
Execution	Very Good

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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	Excellent
Attendee Quality	Excellent
Speaker Quality	Excellent
Networking Opportunities	Excellent
Hilton Tampa Downtown	Excellent
Food & Beverage	Excellent
Audio / Visual	Excellent
GreenPearl Staff	Excellent
Execution	Excellent

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

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

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

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

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

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

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

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

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

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

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

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

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?

9 (Promoter)
