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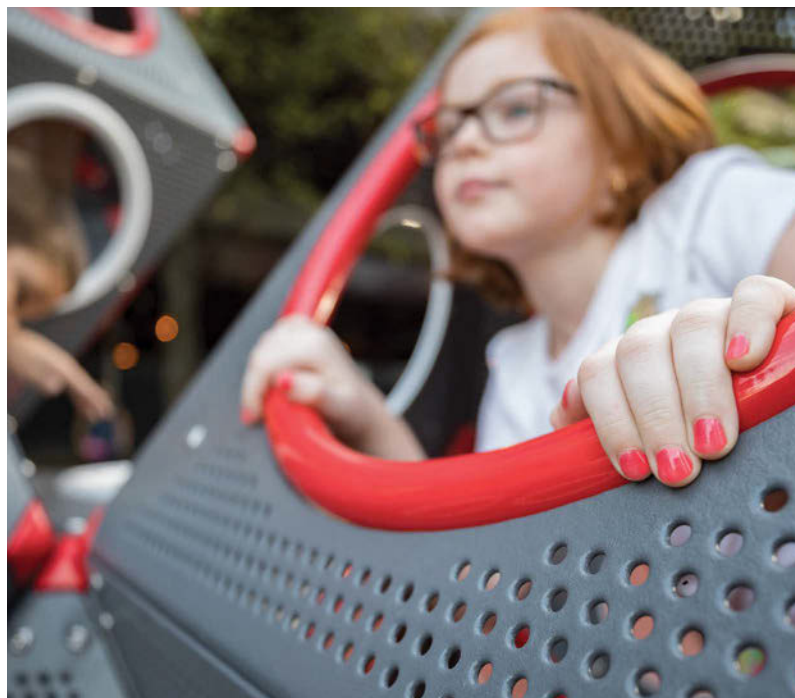
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Are you
ready for the
hurricane season?

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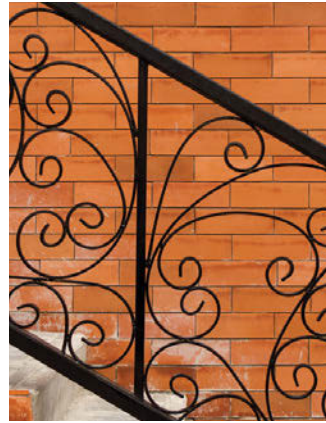
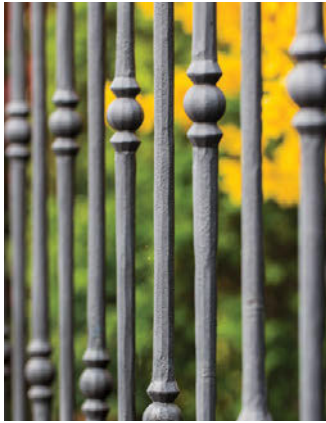
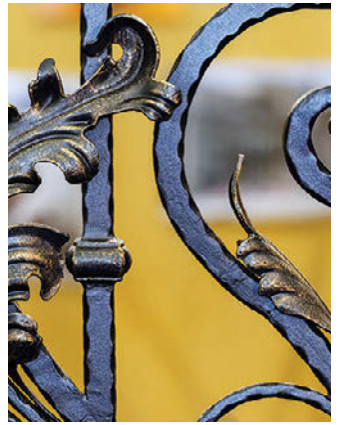
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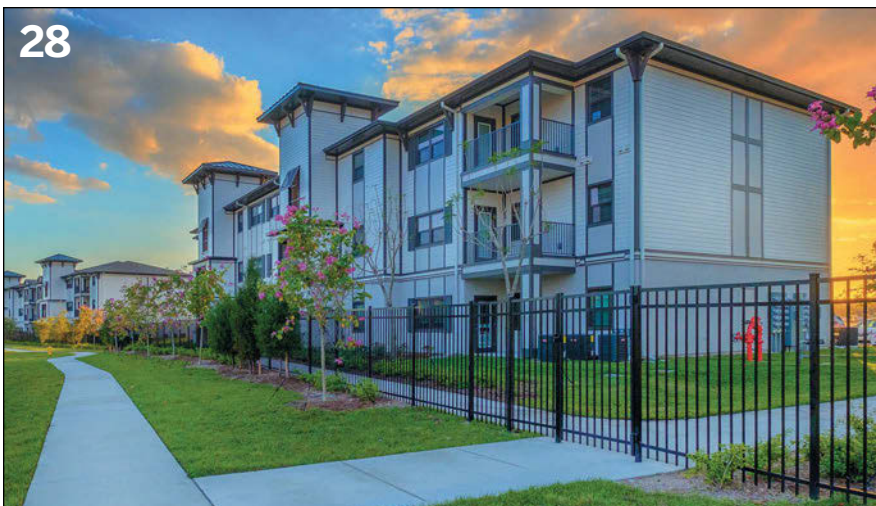
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PRESIDENT'S MESSAGE

Be Prepared to Lend a Hand

BY LORI TRAINER

PINNACLE



Disasters like the hurricanes that hit Florida and other parts of the United States last year bring to light the importance of preparation, and can help us learn what to do and what not to do in the future. Fortunately, we usually get plenty of warning when a tropical storm or hurricane is looming, even when it's difficult to predict the path or severity.

Other disasters are impossible to foresee. You can't really risk-manage your way out of a fire or a lightning strike, for example.

But along with lessons, disasters can plant seeds for good. After Alabama multifamily professional Keli Lynch-Wright lost her home and possessions to a fire, she found herself helping other families in a similar predicament. She brought along her young son, and together they decided to form Hatching Hope, a nonprofit that provides necessities to families displaced by a disaster.

You may remember that after Hurricane Irma hit Florida in September, the Florida Apartment Association donated \$5,000 to Hatching Hope's Florida Fund and provided an opportunity for FAA members to donate at the FAA Annual Conference & Trade Show in October.

The FAA Product Service Council, the Apartment Association of Greater Orlando, and the Bay Area Apartment Association have plans to host several service days throughout the year to pack Hatching Hope kits. These kits contain a pillow, an inflatable mattress, toiletries, and other items. There are specialized backpacks for children that include teddy bears and school supplies, and pet kits for your fur babies with a bowl, food, toys, and treats.

Sean Bailey of Apartment Life, an FAA supplier partner, has been a leader in the effort to bring Hatching Hope to Florida, and I commend him for that. I also commend all the industry professionals and volunteers whose efforts have already made a difference to families displaced by two fires: Verona at Valencia Park, a Bainbridge Companies community in Orlando, and The Place at Carrollwood, a Westdale Asset Management community in Tampa.

As multifamily professionals, we have a responsibility to take good care of our communities and companies, and to be good stewards of our employers' business interests. And while taking this step for our residents after a disaster may not be in our job descriptions, it's simply the human thing to do.

Many of you know I've always had a passion for giving others a hand up when they need it. Hatching Hope of Florida is another way we in the apartment industry can do that.

Does your company or community do something special to lend a hand? Share your "giving back" story with communications@faahq.org, and you just might see yourself in the pages of this magazine or the monthly *Florida APTitudes* e-newsletter.

For more information on Hatching Hope, visit Hatchinghopefl.com

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Promoting a Policy of Transparency

BY JOSH GOLD, CAE, CMP
FAA EXECUTIVE VICE PRESIDENT

Since the Enron debacle and accounting scandals near the turn of this century, it's not unusual to hear the word "transparency" bandied about as a worthwhile goal. Citizens call upon government to be transparent about spending, for example, and stockholders want transparency in their investments. If you manage an apartment community, reputation experts advise you to respond to negative comments online, rather than deleting them. That's a form of transparency, and it lets current and prospective residents know that you care about their concerns. Simply put, transparency builds trust by providing clear and open lines of communication. Transparency is just as important in a member-driven organization such as the Florida Apartment Association.

FAA's goal is to be available and responsive to our members by listening to concerns and encouraging constructive discussions.

Here are some of the ways FAA strives to be a transparent organization:

- **Establishing trust.** The staff at FAA is available to our members through email, phone, and even in person. Having a small staff makes it easy for members to reach out to us directly and helps build trusting professional relationships. Through the monthly Florida APTitudes e-newsletter, quarterly Multifamily Florida magazine, and periodic email updates, FAA strives to keep members informed about the association and about developments in the apartment industry. Board meetings are open for all members to attend, regardless of whether they are on the board or not, and attendance is highly recommended so members can see how and why decisions are made. Informational packets are distributed to board members in advance of meetings, and henceforth these board packets, along with meeting minutes, will be available on the FAA website. An article in Florida APTitudes will

Transparent: free from pretense or deceit; characterized by visibility or accessibility of information especially concerning business practices — Merriam-Webster

Transparency, as used in science, engineering, business, the humanities and in other social contexts, implies openness, communication, and accountability. Transparency is operating in such a way that it is easy for others to see what actions are performed. — Wikipedia

notify members when these documents are available.

- **Inviting participation.** There are numerous ways to get involved with FAA. A good way to start is by volunteering with your local affiliate. Becoming a familiar face at local meetings, educational events, and fundraisers makes you more likely to be nominated for Leadership Lyceum or appointed as a local delegate to the FAA board of directors. FAA's Annual Conference & Trade Show in October and Legislative Conference in January or February are fun and interactive ways to immerse yourself and learn more about the current state of the organization, and what the future looks like. Participation is encouraged for every member, at any level, so members feel connected and informed about the state of their association.
- **Encouraging collaboration.** As a large, member-driven federation, FAA relies on collaboration between members and among affiliates to spark new ideas, communicate issues, and resolve concerns. FAA's Leadership Lyceum program brings together members from all affiliates from across the state to

share learning experiences with other future FAA leaders. FAA has several committees that provide opportunities for collaboration, including the Conference Committee, Editorial Advisory Committee, Legislative Committee, and Masters Steering Committee for senior multifamily executives. (Visit faahq.org/committees to learn more.) Collaborating with members from other affiliates, management companies, or suppliers will help broaden your viewpoint, and may even help you find a solution to a challenge at your community or company. If you are experiencing a problem, you may find other members are also, and together you may be able to find a solution.

FAA strives to embody the goal of transparency to strengthen our federation and promote trust and effectiveness.

Above all, FAA is a resource for members, determined to keep lines of communication clear and accessible. We encourage members to reach out with any questions or concerns by emailing me at josh@faahq.org or President Lori Trainer at ltrainer@pinnacleliving.com. Our door is always open! ▲

Lessons

Step-by-Step Preparation for Hurricane Season

BY WENDY ANNUNZIATA

At the Mission Springs Apartments, Hurricane Irma toppled trees, damaged roofs, and opened up a car-sized sinkhole about seven feet from a resident's front door when it blew through Jacksonville last September.

Months later, there were still some tarps on the roofs at Mission Springs, which has 444 apartments, but Irma was mostly a bad memory — one that left community manager Sharon Steffen with a firm goal for this year's hurricane season: Get a generator.

After the storm, the community — like many throughout the state — lost power. From now on, Steffen said, the community will have an office generator so that staffers can run computers and phones, and perhaps provide residents with a cold bottle of water from a mini fridge or a place to charge their cellphones.

"We hadn't been hit for many years, and Irma was a wake-up call," said Tammy Tollinchi, regional manager for the Lynd Co., which manages Mission Springs. Several managers of other Florida apartment communities said they also plan to equip their front offices with generators from now on.

That was one of many tips they and others offered as Florida prepares for the start of another hurricane season — one that is expected to be busier than normal, meteorologists say.

One thing that experts agree on is that hurricane planning is best done in stages — and those stages need to begin before the season begins.



Learned

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One thing that experts agree on is that hurricane planning is best done in stages — and those stages need to begin before the season begins.

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BEFORE HURRICANE SEASON

Although the season doesn't officially begin until June 1, apartment communities should be looking now for companies that can assist them in both preparation and cleanup, experts said.

"Start researching contractors that specifically specialize in restoration-type work," said Ben Zeigler, account executive at SweetWater Restoration, based in Jacksonville. "Build relationships with them."

Jonathan Finch, director of business development at Rapid Response Team, based in Pompano Beach, agreed. "Establishing agreements with providers ahead of time is key," he said. "Property owners and managers sometimes don't set up these agreements," and that can cost valuable time after a storm.

"After Irma, we didn't do any work for people that we didn't already have relationships with," said Zeigler. "We either turned them down or we said, 'Look, we have to take care of these other clients first.'"

Many restoration companies have disaster response programs that clients can join. Here's how most programs work: Apartment managers or owners sign an agreement "sort of like a loose contract," Zeigler said, that says the restoration company will step in to help both before and after a storm, as needed. There are no upfront fees. In most cases, the companies are compensated for their cleanup and repair work through the amount settled with an owner's insurance company.

The programs vary, but generally, once an agreement is signed, the restoration company may inspect properties to point out any potential storm hazards, come up with customized disaster plans, offer staff training and provide other services, such as supplying tarps or generators. The companies usually have warehouses filled with the types of supplies — lumber, dehumidifiers, cleaning materials — that are most needed after a storm hits, too. The agreements, which usually cover other types of disasters as well, including fires and water damage, can offer peace of mind to management companies.

Tracy Williams, regional vice president at Carroll Management Group in Jacksonville, said Carroll signed on with SweetWater. She recommends that management companies who want to join a disaster response program look for "people who are involved in their



THINGS TO KNOW ABOUT HURRICANE HAZARD RISKS





1

Storm surge is water pushed onshore by the tropical system. It causes the most damage of any of the hurricane hazards.





2

Wind from a hurricane can top 200 mph and cause massive damage to buildings in its path.





3

Inland flooding caused by heavy rain damages homes and can wash out roadways well away from the coast.





4

Tornadoes are common as a hurricane moves ashore. They are not typically long-lived, but they can cause plenty of damage.





5

Rip currents and rough seas are common both before and after a hurricane, making swimming or surfing very dangerous.





For more Hurricane Safety Information, visit weather.gov/hurricanesafety

local apartment associations, someone who has a history in the area."

"Ben [Zeigler] took me to their warehouse so that I could see their equipment," Williams said. "So I had full confidence in their ability to mobilize after a disaster."


WHEN HURRICANE SEASON BEGINS

June is a good month to inspect your property to look for possible hurricane hazards — and perhaps throw a party.

Experts suggest making a checklist for both buildings and landscaping. Check buildings for any roof damage or loose or missing shingles or tiles. Check windows for any cracks or missing panes, and make sure windows and glass sliding doors close properly, since even a small gap can lead to major damage with the driving wind and rain of a hurricane. As for landscaping, the key to minimizing hurricane damage is to trim or remove trees — and not just oak trees.

How do multifamily salaries stack up?



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To account for any last-minute changes, print out a copy of the community's most up-to-date list of residents and their contact information.

"Usually, the first trees to snap in a hurricane are pine trees," said Shane Schanstra, owner of Sunset Bay Landscaping in Lutz, north of Tampa. With their tall, lean profile, and "very hard wood, they can bend, twist and break" quickly in a storm, he said.

Oak trees sometimes have a hidden danger: deadwood stuck in their canopies. These decayed or broken branches — which can weigh 75 pounds or more — can do major damage during a hurricane and even be deadly, Schanstra said.

Palm trees should also be checked so that loose fronds can be removed, said Finch of Rapid Response Team. "Palm fronds can act as sails [when caught in the wind] and go flying or cause the tree to fall over," Finch said.

The start of the season is also the best time to stock up on supplies. Several community managers said they put together a box of supplies for the front office. The box included: batteries, flashlights, walkie-talkies, a first-aid kit, duct tape, bottles of

water, garbage bags, gloves, and rain gear. They also print out a rent roll — a list of all of the residents and their contact information — and a list of their regular vendors, such as landscapers and plumbers.

If their community's hurricane plan calls for boarding up the front office, they make sure the plywood boards and the tools to install them are on-site as well. Most community managers said they also post notices — on bulletin boards, through email or on their community's

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Facebook page — alerting residents that hurricane season has begun and advising them to put together a hurricane kit of their own, including batteries, flashlights, and other supplies.

Zeigler of SweetWater Restoration said a good way for community managers to raise residents' awareness of the start of hurricane season is to throw a party to mark the occasion. "Have a food truck or other refreshments," he said, and use the opportunity to let residents know that the community is prepared.

"Let them know you have a plan and that they're part of it," he said. For instance, inform residents that if a storm starts heading their way, they can help by bringing their patio furniture indoors and making sure the front office has up-to-date contact information for them.

AS A HURRICANE APPROACHES

Once it becomes clear that an apartment community might be in the path of a hurricane, communication is key to minimizing the impact of the storm.

Because the path of a storm can shift, experts suggest keeping a close eye on weather reports. If it looks as though a community is going to be hit, experts suggest the following guidelines:

WITHIN 72 HOURS — OR THREE DAYS — OF THE STORM'S EXPECTED ARRIVAL

- Communicate with residents. Post notices around the property and send emails or texts to let them know how the community will respond to the storm. If an evacuation order has been issued for the area, include information about nearby shelters, and encourage residents to heed the order. Also let residents know whether the staff may evacuate.

"Ultimately, it's their [residents'] decision whether to evacuate," said Kristen Johnson, a district manager for Carroll Management Group and the property manager at Arium Gulfshore in Naples. Naples is about 20 miles north of Marco Island, where Irma made landfall as a Category 3 storm with maximum sustained winds of 115 mph, according to the National Hurricane Center.

Arium Gulfshore, which has 368 apartments, sustained about \$2 million in

landscaping, roofing, and other damage, Johnson said. The staff evacuated before the storm, and so did about 70 percent of the residents, she said. But some residents insisted on staying.

"We asked that they please let the office know [if they were staying] so that we knew which units to check first, upon our return," to make sure everyone was all right, Johnson said.

- Double-check the community's stock of supplies. Are there enough batteries and flashlights? If heavy rain is expected, are there sandbags? Does someone on

staff know how to work the generator? Is there fresh fuel for it?

- Start moving items indoors. Ask residents to remove all furniture and other items from their patios.
- Find a storage spot for pool furniture. Since many communities have lots of bulky pool furniture, find a storage area, usually a clubhouse or an empty apartment, and be ready to move it if needed. "People used to just throw it into the pool," said Zeigler of SweetWater Restoration, "but it can damage the pool's surface."



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- If the forecast calls for heavy rain, drain some water out of the pool and pump some water out of any retention ponds or decorative ponds on the property. "If they're expecting a foot or more [of rain], drain it [the pool] a foot or so," said William Arbogast, owner of Greater Quality Pool Service in Tampa. As for ponds, "if you can lower the water by just five feet or three feet, that helps a lot to prevent flooding into the units," said Zeigler.
- Touch base with contractors and others. Communities should contact the landscapers, plumbers, building contractors, and others who regularly work on the property to let them know their help may be needed after the storm. Apartment communities that have disaster response agreements with restoration companies should check in with them for any last-minute advice or supplies.

WITHIN 24 HOURS OF THE STORM'S ARRIVAL

- Notify residents if the community has decided to evacuate the staff and board up the front office. If it looks as if there is a good chance of flooding, move all computers and other equipment off the floor before boarding up.

Usually, the front office and perhaps the clubhouse are the only buildings boarded up during a hurricane, community managers said. Boarding up the apartments themselves would take too much time and be too costly, they said.

"But if it's going to be a direct hit, we would board up the office because there's so much information in that office," said Tollinchi of the Lynd Co.


- To account for any last-minute changes, print out a copy of the community's most up-to-date list of residents and their contact information.
- If an evacuation order is in effect for your area, tell residents — through emails, texts or the community's Facebook page — that you will notify them when it is safe to return.
- Move all pool furniture indoors.
- If heavy rain is expected, turn off your pool's pump and motor. "If that equipment goes under water [while it's on] or there's a lightning strike, it can short out or go bad," resulting in thousands of dollars in repair and replacement costs, said Arbogast of Greater Quality Pool Service.

- And last but not least, tell residents that if they are going to evacuate, they must empty out their refrigerators first. Several community managers said that on top of all of the other problems brought by Irma, they were confronted with one that was easily preventable — the stench of rotting food when they re-entered apartments that had been evacuated and without power for days.

"We gave residents a checklist [of hurricane procedures], and removing stuff from the fridge was on it," said Paula Cook, vice president of operations for Balfour Beatty

Communities, which manages NAS Key West Homes in Key West. The rental community of apartments and homes sits on Naval Air Station Key West and was evacuated before Irma made landfall about 20 miles east. After the hurricane, community managers and recovery workers found downed trees, damaged roofs, ripped-off siding — and spoiled food inside mildewy refrigerators.

"We need to make that [emptying the fridge before evacuating] a top priority," said Cook. "We definitely need to emphasize that more." ▲



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Advocacy and Education Take Center Stage at Annual Legislative Conference

BY RANDA GRIFFIN



More than 160 members of the Florida Apartment Association gathered in Tallahassee for three days of meetings, education, and advocacy during the 2018 FAA Legislative Conference, January 29-31. This year's conference focused on three legislative priorities: Full funding of the Sadowski Affordable Housing Trust Fund; clarification of the state's fire code as it pertains to doorstep trash services; and specifying requirements for residents to carry renters insurance. The conference also provided members opportunities to reconnect and network, and raised \$7,900 for FAA's Apartment Political Action Committee (APAC).

LEGISLATIVE BRIEFING



Courtney Barnard,
FAA government affairs director,
explains FAA legislative priorities.



Jeff Johnston of Corcoran and Johnston Public Relations, a lobbyist for Valet Living, talks about the need to clarify the state's fire code as it pertains to doorstep trash services.



Justin Frost of Affinity Waste Solutions describes how his family doorstep trash business could be affected if the code is not clarified, and urges members to continue to support APAC.

Day one of the conference was dedicated to the first module of the 2018 Leadership Lyceum program. Lyceum students spent the day engrossed in interactive informational sessions to learn more about how FAA operates and to prepare students for leadership roles in FAA or their local affiliates.

“Learning about the process has been a totally new experience,” said Lyceum participant Elaine Maldonado. “It’s been a big eye-opener.”

Students socialized and networked with each other throughout the day and at a Leadership Lyceum dinner with several of FAA’s leaders.

Day two provided students the opportunity to fulfill additional requirements of the lyceum program, by attending meetings of the FAA Legislative Committee and the FAA Board of Directors. Other FAA governing panels also met, including the Executive Committee, APAC Board of Directors, Association Executives’ Council, Editorial Advisory Committee, Bylaws Task Force, and Masters Steering Committee.

The day culminated in a legislative briefing session to educate and inform conference attendees about FAA’s legislative priorities: full funding for the Sadowski Affordable Housing Trust Fund and bills regarding Renters Insurance (HB 467, SB 678) and Doorstep Trash Collection (HB 529, SB 746).

Following a message from briefing sponsor Resman, awards for the 2017 FAA Legislators of the Year were presented by Lori Trainer, FAA president, and Bonnie Smetzer, FAA vice president and Legislative Committee chair. The awards recognized Sen. Tom Lee (R-20) and Rep. Colleen Burton (R-40) for sponsoring FAA priority legislation to protect the 10 percent cap on assessments of non-homestead properties, including apartment communities. Upon accepting her award, Burton thanked FAA members for their support of the issue and encouraged them to continue working to ensure voters pass a 2018 referendum on the cap. Greg Blose, director of the Florida Chamber Board of Governors, accepted on behalf of Lee.

Marian Johnson, vice president of the Florida Chamber Political Institute described Florida’s changing demographics and how they will impact future elections. She also discussed what to expect from the 2018 elections at the federal level, as well

as the state level, where all 120 House seats and 40 Senate seats will be up for election. Johnson emphasized the importance of political action committees such as APAC and its financial support of candidates who support the apartment industry.

Next, FAA government affairs director Courtney Barnard explained the importance of full funding for the Sadowski Affordable Housing Trust Fund, which supports building and renovating affordable apartments through the State Apartment Incentive Loan (SAIL) program. Barnard also explained how the proposed renters insurance legislation would benefit apartment residents as well as owners.

Jeff Johnston, a lobbyist for Valet Living, spoke about proposed legislation to clarify the state's fire code as it relates to doorstep trash collection.

Animated videos illustrated the issues and the potential impact of legislation, and helped prepare attendees for the following day's visits to the Statehouse. Heather Alzate said she felt well-informed and confident after the briefing. "The bills are very clear this year. There's not as much gray area, so it makes it easier to advocate," Alzate said.

Attendees also participated in a Q&A with FAA lobbyist Kelly Mallette, who shared insider information about the workings of the legislative session. Mallette was followed by Angi Pusateri, APAC Chair, who highlighted the importance of contributing to APAC.

At the end of the briefing, members broke into affiliate groups to practice lobbying and to caucus on the issues, then enjoyed a cocktail reception, which included a silent auction that raised \$1,550 for APAC.

On Wednesday morning, attendees armed with the previous evening's information and leave-behind brochures, headed to the state Capitol to meet with legislators and staffers representing the various affiliates' districts. This year's conference had the highest attendance to date, and members agreed there's power in numbers.

"It's a definite advantage to have as many people here as we do," said Darren Ayoub. "It shows we have a lot of involvement at home and members are involved year-round."

Ayoub works as an attorney who represents apartment owners and managers, so he knows the impact these bills can have. "In

LEGISLATIVE BRIEFING



Marian Johnson of the Florida Chamber Political Institute talks about Florida's political landscape.



Kelly Mallette, a lobbyist with Ron Book PA, answers attendees' questions about the inner workings of the legislature.



Angi Pusateri, APAC chair, spoke about how supporting APAC helps ensure that legislators continue to support the multifamily industry.

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my daily work I see how these bills and laws affect clients,” he said. “This gives me the opportunity to advocate change that will make a difference.”

Jessica Romero of CORT said if she wasn’t there, there’d be one less voice to speak up. “This is important because there are so many bills that go across these representatives’ and senators desks every day. Being able to speak to them face-to-face makes our issues important to them,” she said.

FAA members from all 10 affiliates advocated their position on key pieces of legislation and expressed to legislators the importance of these bills for individuals, the apartment industry, and Florida’s economy.

“We need to make our voice known,” said Nancy Lovell of Balfour Beatty Communities. “We’re all fighting for the same cause so when you come up here and see everyone, you realize there’s a lot to fight for.” ▲

2018 FAA LEADERSHIP LYCEUM



FAA Leadership Lyceum candidates enjoyed a networking dinner with FAA leaders following completion of their first lyceum module on January 29.

APAC SILENT AUCTION AND NETWORKING RECEPTION



Following the legislative briefing and caucusing with local affiliates, attendees networked at a cocktail reception and bid on auction items to support APAC.

STATEHOUSE VISITS



Members of the Space Coast Apartment Association (SCAA) visit the office of Rep. Larry Lee Jr. (D-84).



The Southwest Florida Apartment Association (SWFAA) pays a visit to Rep. Heather Fitzenhagen (R-73).



Sen. Tom Lee (R-20).



Rep. Burton flanked by L. Trainer and B. Smetzer.

STATEHOUSE VISITS



Members of the Apartment Association of Greater Orlando (AAGO) meet with Rep. Bobby Olszewski (R-44).



Members of the Bay County Multi-Housing Association (BCMHA) visit the office of Rep. Jay Trumbull (R-6).



The North Central Florida Apartment Association (NCFAA) prepares to head for the Statehouse.



The First Coast Apartment Association (FCAA) takes a break from talking to legislators.





Brand-New Mosaic at the Forum Creates a Buzz

BY RANDA GRIFFIN

Mosaic at the Forum was certified for occupancy just weeks ago and has already made a name for itself as one of the most up-and-coming communities on Florida's west coast for a wide range of residents. Located just outside of downtown Fort Myers, the community offers a perfect atmosphere for anyone who doesn't want to sacrifice location for luxury.

Managed by Incore Residential, Mosaic offers eight floor plan options for its 252 units, ranging from 545 to 1,350 square feet to meet the needs of any resident. The floor plan options include one-, two-, and three- bedroom apartments for luxury living. Each unit is equipped with wood flooring, stainless steel appliances, granite countertops, and a full washer and dryer.

"Layout and design really set this community apart," said Terry Wayland, president of Incore Residential. "All of the one-, two- and three-bedroom units feature large walk-in closets and





Cabana



Playground



Pool Furniture



Dog Park



Umbrella



pantries. All of the units have finishes and features found in comparable condos and townhomes, in a maintenance-free lifestyle.”

With more than 400,000 square feet of retail options nearby, there are plenty of dining, shopping and entertainment choices for residents to enjoy. Situated less than a mile from I-75, the community’s location provides convenient access to the interstate with minimal traffic. According to Wayland, location is one central feature of this property that sets it apart and appeals to the community’s wide range of residents.

“We have a really good mix of residents,” said Roxanne Amoroso, senior vice president of Incore Residential, “everything from young corporate professionals to teachers and nurses.”

Mosaic offers a wide range of amenities, whether residents are looking to stay active or simply relax. Sitting on 12 acres, the gated community has designated open areas for outdoor activities. A heated outdoor resort-style pool, group exercises, and a large-scale fitness center including a CrossFit wall offer residents plenty of opportunities to stay active right at home. An outdoor kitchen, fireplace,



lounge, and clubhouse with billiards offers plenty community spaces where residents can relax or interact with each other.

“We have a large property, so we have a lot to offer,” said Amoroso. “It’s really a luxury community in all regards.”

Mosaic goes above and beyond for its four-legged residents as well. The needs of pets and their owners are accommodated with two designated dog parks, a pet grooming station, and a free Bark Bar full of different dog treats.

“So many things set this community apart; we really love it,” said Amoroso. “We all have our hearts in our community.” ▲

PORTICO: FAST FACTS

Built: 2017
Number of units: 252
Community size: 12 acres
Monthly rent: Starting at \$1,005
Managed by: Incore Residential
Location: just outside of downtown Fort Myers



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2017



2018

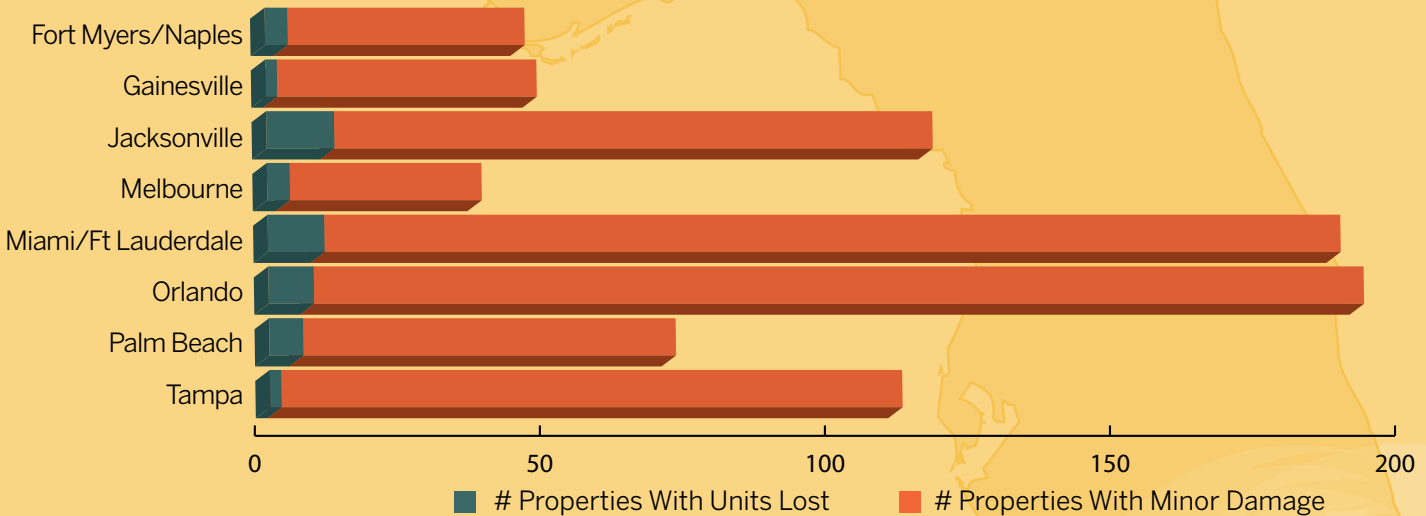


Prediction

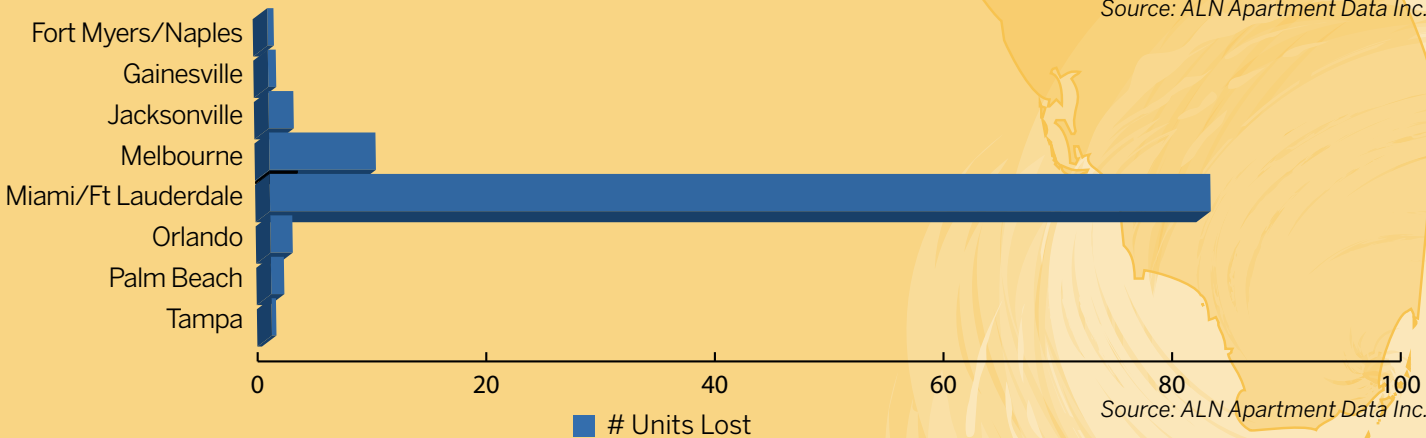
- Major Hurricanes
Category 3, 4, or 5
- Hurricanes
Category 1 or 2
- Tropical Storms

Source: Tropical Risk Report

Total Damage in Florida Apartment Communities in 2017

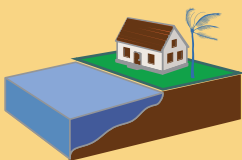


Source: ALN Apartment Data Inc.



Source: ALN Apartment Data Inc.

CATEGORY 1

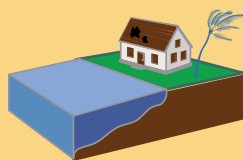


WINDS

119-153 kph • 74-95 mph

MINIMAL Damage

CATEGORY 2

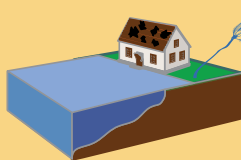


WINDS

154-177 kph • 96-110 mph

MODERATE Damage

CATEGORY 3

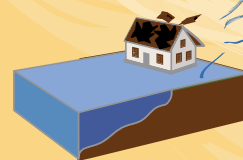


WINDS

178-208 kph • 111-129 mph

EXTENSIVE Damage

CATEGORY 4

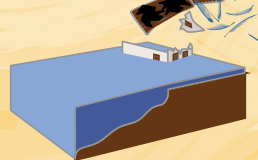


WINDS

209-251 kph • 130-156 mph

EXTREME Damage

CATEGORY 5



WINDS

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CATASTROPHIC Damage

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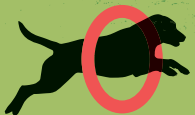
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