

ECIG Quarterly

Featured Associate: Braxton Turner

My name is Braxton Turner. I'm from the small Georgia town of Senoia (known to AMC's *The Walking Dead* fans as Woodbury".) I've been happily married to the love of my life, Jamie, for four years. Together we have a dog named Sage and two cats that won't come when summoned, no matter what you call them; unless it's time to eat.

I'm an animal lover, nature enthusiast, turtle saver, and amateur autodidact. I enjoy cooking for family and friends, especially when they allow me to experiment with new techniques and ingredients. Home improvement is another hobby that absorbs a substantial

quantity of my time. I have always felt most at home in the mountains and that is what makes me love my property, Akers Mill. Situated on the side of a large hill overlooking the Chattahoochee River, the property experiences several hundred feet of elevation drop. While it is located in one of the most beautiful areas of Atlanta, the rugged terrain can be quite a challenge. I've learned over the five years I have been here that carrying the right tools for the task is made more efficient with backpacks. I now carry a custom pack that allows

me to increase productivity and maintain a level of fitness conducive to hiking. My work motto is: I believe that you can and must be smarter than the problem.

Braxton Turner, The Columns at Akers Mill



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Shop Scores

Mario Elliott—
Akers—99%

Drew Moscato—
Bear Creek—96.3%

Jessica Pittman—
Foxgate—94.8%

Yonca Erdag—
Square One—94.8%

Sandra Wijaya—
Cliftwood—92.2%

Matthew Marsh—
Cliftwood—90.5%

Featured Community: The Columns at Oakwood

The Columns at Oakwood, a luxury community in the Oakwood/Gainesville area was built in 2007 and sits right behind both Lanier Tech and University of North Georgia campuses. Due to the convenience of the schools, Oakwood has a high percentage of students, professors and other employees of the universities. It has been described as a “quiet community with a neighborhood feel.” The Columns at Oakwood offers one, two and three bedroom floor plans. The community has a pool, outdoor grill and fireplace. In 2016, the office was redecorated and the resident business center was made into a multifunctional room with fitness equipment added. Residents enjoy the green space and wooded areas surrounding the community. There are several

shopping centers close by and highway 985 is also easily accessible.

Lisa Jacobs has managed the property since 2013. **Steve Tucker** has been the service manager for the last three years and **Cristina Pagano** recently took the assistant manager role. The property has seen a lot of success over the last few years as the college and surrounding area continue to grow.



Technology Update

As the summer months wound down, ECI had a last minute gift to make your daily leasing tasks a bit easier. We successfully rolled out a new Electronic Lease with E-Signature capability. The new lease and side addendums pull all data automatically from Yardi, so no more

penciling in utility amounts or pet information, and with E-Signature functionality via DocuSign all signatures can be completed electronically without having to schedule onsite resident appointments.

Scott Simmons, CIO



Development Update

Development at ECI is moving full-speed ahead, and we continue to make some exciting advances with our projects on the pipeline. In addition to ongoing construction in Sandy Springs, GA and Tampa, FL, we continue to progress with pre-development in Greenville, SC and Spring Hill, TN. Construction of The Cliftwood, our mid-rise development in the revitalized Downtown Sandy Springs in partnership with Arris Realty Partners, is close to completion! The first units were delivered in early May, and the beautiful clubhouse, leasing office and pool are now open. Leasing is going strong as we are now 29% leased and 17% occupied.

You can take a peek at the property website: <http://www.thecliftwood.com/> Vertical construction continues to progress at The Channel Club, our high-rise development in Tampa, FL in partnership with Mercury Advisors and Canyon Partners. The project will include 324 apartment units and an adjacent Publix grocery store in the Channel District of downtown, Tampa. We are currently on track to deliver the first units in the fall of 2018. Pre-development planning is in progress for NorthPointe in Greenville, SC in partnership with Central Realty Holdings. The mixed-use, mid-rise project will

include 284 apartments, a Harris Teeter grocery store, and restaurants and shops located on the edge of Downtown. We look forward to closing construction financing and breaking ground in the next month. We have begun pre-development planning for a new 306-unit garden-style project in Spring Hill, TN. Currently in the design and plan approval stages, we envision starting construction in the 1st quarter of 2018. Stay tuned for more on these developments in the coming months!

- Jenny Franks



Welcome to ECI!

Luis Damas Perlacia —ShoreCrest— Grounds	Shannon Williams —Bradford— Assistant Community Manager	Joseph Smith —Cypress—Service Technician
Matthew Marsh —Cliftwood—Leasing	Larry Joseph —Shadow Creek—Service Manager	Nicholas Leonard —Corners—Service Technician
Ben Engel —ECIM—Chief Financial Officer	Tanihhija Hughes —Bradford—Leasing	Jamario Arnold —Bentley—Service Technician
Alexander Garcia Rodriguez — Cypress—Grounds	Karl Campbell —Lake Ridge—Service Technician	Robert Bautista Chales —Club Drive— Punch Technician
Donald Faust —Orange Beach—Service Technician	Claudia Herrera —Shadow Creek— Housekeeping	Ray Keyes —Foxgate—Service Technician
Cara Gunter —Club Drive—Leasing	Jack Rogers —Corners—Grounds	Dustin Outlaw —Bear Creek—Grounds
Christopher Nelson —Houma— Grounds	Chris Theriot —Houma—Service Technician	Calvin Missouri —Cypress—Service Manager
Joshua Myers —ECIM—Accounting Admin	Jessica Pitts —Paxton—Leasing	Summer Holder —Gulfport—Leasing
Yanet Rodriguez —Bentley Manor— Community Manager	Kimberly Mitchener —Cambridge— Leasing	Emina Kovacevic —Corners—Leasing
Alejandro Alvarez —ShoreCrest— Leasing	Michael Gates —Akers—Service Technician	Letisha Jules —ECIM—Accounts Payable Clerk
Jennifer Lofton —Foxgate—Community Manager	Douglas Jester —Bentley—Leasing	
Amanda Smith —Northtown—Leasing	Tonya Richey —Houma—Assistant Community Manager	
Tamara Lumpkin —Fairways—Leasing	Hanna Cole —Paxton—Leasing	
George Yarbrough —Akers—Service Manager	Anthony Brinkley —Square One— Punch Technician	

Sandra Wijaya transferred
from Lake Ridge to
Cliftwood!

Shout Out to Foxgate!

Foxgate Apartments 410 unit property located in Hattiesburg, MS home of Southern Mississippi University. The property was without a manager for approximately 8 weeks, as well as without a service manager for approximately 6 weeks, occupancy was low, service team shorthanded, etc. Jennifer Lofton was hired as the Community Manager on 6/19/17 and Anthony Moreno was promoted to Service Manager on 6/29/17. While focusing on learning their own positions with ECI, property, systems, etc. they were faced with a low occupancy, short a service tech, assistant manager out over 2 weeks due to illness, etc. On August 4th, the manager was given the same notice that all managers received regarding their team

members Grace Hill courses being past due. Jennifer called and asked if she could have till the end of August, I explained that I would agree to that as long as all course coming due during the month would be done as well. ***Jennifer and her team overcame all obstacles and on August 18, her entire team were 100% in compliance with Grace Hill*** and the property is rocking it with steady progress in all areas Since July 1st they have had 44 move outs and 54 move ins, increasing occupancy 7%!! ***Thank you FOXGATE TEAM!***

Liz Dunham, Operations Learning Specialist

A Special THANK YOU to Our Training Team!

Nancy Wright—Pilgrim Mill—
Community Manager

Joan Perez—Cliftwood—Service
Manager

Joel Smith—Cliftwood—
Community Manager

Rick Pazol—Pilgrim Mill—Service
Manager

Amanda Gordon—Paxton—
Community Manager

Steve Tucker—Oakwood—Service
Manager

Alita Smith—Northtown—
Community Manager

Kelly Jacques—Paxton—Service
Manager

Tonya Radford—Gulfport—
Community Manager

Wil Odom—Gulfport—Service
Manager

Karen Georges—Pilgrim Mill—
Assistant Manager

Leodis Jones—Cambridge—Service
Manager

Brittany Kellum—Fairways—
Assistant Manager

Eugene Miner—Southwind—
Service Manager

Miriam Zavala—Corners—
Assistant Manager

Michael Huntzinger—Bear
Creek—Service Manager

Angelle Carver—Gulfport—
Assistant Manager

Tom Ostermeyer—Bear Creek—
Service Manager

Michael McDonald—Orange
Beach—Assistant Manager

Jessica Harris—Northtown—
Assistant Manager

Brandon LeBlanc—Hiram—
Leasing

Amanda Bentz—Gulfport—Leasing

Thank you for unselfishly giving
your time, attention and devotion to
our new and recently promoted
team members!

Dr. Debbie's DOE (Dose of Enthusiasm)

We all could use a daily dose of enthusiasm as we frame our thoughts for the day! Recently I met with Emily and Liz as we were reviewing the list of those individuals that had 100% completion for the current compliance training. It was exciting to see 94 of our team members making time to invest in themselves and their intentional commitment to professional development.

I often hear people say, "I'm just so busy" and while I agree we live in a time when our schedules are often overloaded with competing priorities, I have to remind myself of Stephen Covey's discussion of urgent vs. important. In my thirty years of experience in this industry, I have realized that the "busiest" people are generally the ones that get the most accomplished. I've heard Phil say, "*If you want something done, give it to a busy person!*"

For most of us, we place priorities based on our core values. Personally, I'm a lifelong learner and I can honestly say that my personal and professional fulfillment aligns with a

love for learning, for investing in others and helping them grow in their chosen field.

Think about areas of your life that you want to grow. Invest the time that it takes to achieve those goals and you will see the fruits of your labor in many aspects of your life. I call it the "spill-over" effect that results when you intentionally move in the direction of your goals. People that are focused on their goals have less time to complain, condemn, and criticize others because they are totally absorbed in doing whatever it takes to achieve their goals. Decide what's important to you and run after your goals with a vengeance!

Enthusiastically,

Dr. Debbie

**Congratulations to Our
Compliance Completers!**



We Enjoy Serving!

During June, the Accounting Department visited 3 properties as our interpretation of serving--training refresher(s) to our customers, You! The entire Accounting team dropped in to Akers to visit Wade and his team, Mary and Christina paid a visit to Luis at Shorecrest and Mary and Jo Lynn visited James at Sweetwater. We intend to begin this practice on a go forward basis so if you have a specific need/want for a training refresher from your accounting team, please let us know and we will plan a trip. These visits have been a huge success in forming new partnerships between accounting and the property management team and we look forward to visiting other properties in the near future.

Melanie Ward, Controller



We Are A Family!

We know there are times when you would like to bring your child, family member, spouse, or furry friend to work with you, So we thought it would be a great idea to celebrate our "We're a Family" core value with a Family and Furry Friends Day!



Community Happenings!

Tammy Norwood,
Community Manager at
Shadow Creek, welcomed
a beautiful baby boy,
Elijah, on August 22nd.
Congratulations Tammy!

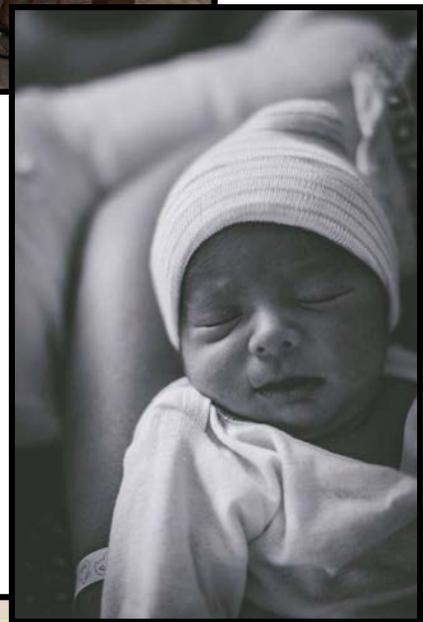


Allen's Creek
Fourth of July Pool
Party!



Of course the
Corporate
Office had to
go outside and
view the
Eclipse on
August 21st!
What a sight
to see!

JeanCarlo
Gomez,
Community
Manager at Club
Drive, welcomed
his new baby girl
Genesis, on
August 27th.
Congratulations,
JeanCarlo!



Karen Georges and
Will Strickland at this
year's Can Can Ball!



Gulfport volunteered
at Brookdale Senior
Living Community to
celebrate "We Give
Back"! Way to go,
Gulfport Team!

