



31st Annual Commercial Real Estate Awards Gala Deal of the Year Awards
IMPORTANT: DOY Deadline to enter: Jan 26 Finalists DOY Panel with Judges: Feb 23

OFFICIAL ENTRY RULES

ALL SUBMISSIONS ARE DUE BY 5:00 PM ON FRIDAY, JANUARY 26, 2018

The 2018 Commercial Real Estate Awards Gala will be held May 10, 2018 at The Palace at Somerset Park. **NAIOP NJ will present the following Deal of the Year Awards: Industrial DOY, Office DOY and Mixed-Use DOY.** Please provide all requested information in sufficient detail for the judges to thoroughly evaluate the merits of the Deal. Provide any additional information you believe would be helpful in judging and evaluating the Deal and its impact on the community and the real estate market. The size of the deal is not as important as its creativity, complexity and impact on the community.

Phase 1: Written Description of the Deal (10 pages maximum plus cover page -form) **DO NOT BIND YOUR ENTRY**, a single staple in the upper left corner is fine.

Every submission has creative elements. Creativity will be a requirement in each of the three categories. In addition to the cover page questions, the judges will consider **four criteria: Impact on Community; Economic Impact; Complexity; and Creativity/Innovation.** Each will be worth 25 points.

Phase 2: Oral Presentation of the Deal (Finalists only, 5 People maximum per team). Each finalist team will make an in-person presentation to the judges where the Deal will be rescored. This presentation before the judges matter, so finalists are encouraged to bring a cross-section of their deal team, up to 5 people.

A complete submission **must include the entry form as the first page**, attachments, and any additional materials and supporting documents. Your submission may include, but is not limited to: photographs, marketing materials, site plan and hard copies of PowerPoint presentations. **You must provide eight hard copies and an electronic/emailed copy of the complete submission for the entry to be eligible for consideration. You must also be prepared to meet with the judges for a face-to-face presentation on February 23, 2018.**

1. **All Deal entries must include a commercial real estate component.**
2. **All entries must include at least one NAIOP New Jersey member** identified as a principal partner of the Deal. Membership must be valid at the time of the Deal and through the date of the Awards Gala. **NO EXCEPTIONS.**
3. **Deals must have been substantially completed** (i.e. leases committed, financing obtained, permits obtained, etc.) by December 31, 2017. Sales/Financing are completed at the time of closing. Lease Transactions are completed upon mutual execution and unconditional delivery of the lease.
4. **Duplicate Deal Submissions, and segments of a larger Deal, will be merged into one DOY entry.**
5. **Submissions should identify** the lead broker(s), buyer(s), seller(s), principal(s), tenant(s), landlord/developer(s) who are responsible for the transaction. For information purposes only, the submission should identify any other broker(s), buyer(s), seller(s), principal(s) and their firms that may have participated in the transaction. **A minimum of two companies should be identified.**
6. **If the submission lists more than two brokers**, it should include an explanation of the contributions of each.
7. **All finalists are asked to be present at the Awards Gala on May 10, 2018.**
8. **REQUIRED FORMAT:** Text must be no longer than ten (10) 8.5 x 11 pages in not less than 12-point font size, double spaced, including all maps, diagrams and photographs. – **DO NOT BIND/** one staple at top left corner is fine. Additional pages may be discarded. Submission shall consist of First Page (form) and 10 additional pages to include: seven (7) sections: Section 1) Submission Identification; Section 2) Deal Summary; Section 3) Eligibility Criteria; Section 4) Description of the Deal; Section 5) Deal Images; Section 6) Award Rationale; and Section 7) List the Key Partners of the Deal.

Please email to: **Sovinee@naiopnj.org** and mail your hard-copy submissions to:

NAIOP NJ Deal of the Year Awards 317 George Street, Suite 205 New Brunswick, NJ 08901



31st Annual Commercial Real Estate Awards Gala Deal of the Year Awards

OFFICIAL ENTRY FORM *(you must include this cover page with your entry)*

Choose Category: Office Industrial Mixed Use All deals must have a commercial component.
NOTE: New builds and adaptive re-use are eligible in all categories. Size of the Deal is not a criterion.
(DOY judges may change your category)

Section 1 - SUBMISSION IDENTIFICATION

"OFFICIAL" NAME OF THE DEAL: Limited to 40 Characters including spaces, the official name will be used on award (if a winner) and in marketing of the Gala:

Official title/ to be engraved _____

Property Address: _____

Key Contact Person: _____

E-mail Address: _____

Telephone - Primary _____ Cell Ph : _____

Section 2 - DEAL SUMMARY

The deal is a: Lease Sale Both New Build Adaptive reuse Public/Private Partnership

Size of the Deal is _____ Square feet Value of Deal \$10-50M \$51-100M \$101-250M More
(Circle Closest amount)

Dates transaction was initiated ____/____/____ was completed ____/____/____

Using 50 words or less, please describe the Deal in a manner that may be used in the event program or other marketing materials. A more detailed description of the development is required further below for judging purposes.

Section 3 - ELIGIBILITY CRITERIA

Check off all boxes to ensure eligibility criteria are met:

- Cover page completed and this is the first page of the submission.
- Eligibility Period met (completed between Dec. 1, 2016 and Dec. 31, 2017)
- Deal Includes a Commercial Real Estate component
- At least one NAIOP NJ Member, who is a Principal Partner of the Deal
- Summary Description... 50 words or less
- At least one photograph is included (to be used for marketing, in the Journal and at the Gala).



Section 4 – DESCRIPTION OF THE DEAL

On separate 8.5 x 11 sheet(s) please document and explain:

1. Environmental, Sustainable and Community Goals:

- Include the impact on the environment, sustainability and community goals.
- In addition to job creation, what other benefits (i.e. new town center, etc.) of this Deal affects the neighboring community and/or host community?
- Explain the positive Environmental Impact (i.e. LEED or comparable green design, preservation or creation of a natural habitat).
- What was your involvement in working with the municipality?

2. Economic Impact:

- Explain the impact on the master plan, surrounding community and region.
- Include the number of jobs created new to NJ; number of jobs retained; number of jobs onsite at full build-out of the site, and number of temporary construction jobs created.
- If part of a larger overall development, describe what new business did the development attract, and the impact on other industries, multiplier effect, impact on neighborhoods, resultant opportunities from Deal?
- Other factors considered will be Transportation/Infrastructure improvements and new tax revenue for the state and municipalities.

3. Complexity:

- What unique challenges did the deal face in Planning; Design; Financing; Construction and Deal Transaction? (i.e. temporarily relocating existing tenants, complicated architectural elements, construction related challenges, etc.)

4. Creativity/Innovation:

- How did the deal team and Deal itself meet those challenges? Identify and discuss the innovative strategies and/or creative problem solving that distinguish this Deal.
- List the key members in the Deal and identify the role(s) they played during the transaction including, but not limited to: evaluating opportunities in the marketplace; assisting in the determination of need; assisting in the evaluation of alternatives; overcoming unexpected obstacles; and their part in actually closing and memorializing the transaction.
- Describe any human interest stories associated with this Deal.

Section 5 – DEAL IMAGES

Your entry MUST INCLUDE ONE, and no more than three, digital photographs (jpg) of the deal and/or electronic images (PDFs). For best reproduction in the judging process and at the awards presentation, the photographs should be 5x7 (approx. 1680 pixels x 2100 pixels) and 300 dpi. The maximum combined upload should not be greater than 5 MB. To the right, include the Deal's name and a two- to six-word description for each image. Submission of these images grants NAIOP NJ the right to use them for promotion.

Part 6 – AWARD RATIONALE

Explain why you believe this entry deserves the award. The write-up is your chance to concisely explain why you think your Deal deserves to be recognized as the best Deal of the year in your selected category. The judging criteria and their respective weightings may be used to guide the write-up; however, each submission should be tailored to highlight the particular strengths of the Deal, the context in which it was conceived and executed, its financial success and the manner in which it distinguishes itself from other recent Deals. Be as specific as possible.

Section 7 – DEAL TEAM CONTACT INFORMATION

Please supply list of Key Partner(s) and Companies of the Deal. *(add a sheet if needed)* At least two companies should be listed with contact information.

Please include Team Member Role LANDLORD / DEVELOPER / BROKER / TENANT / FINANCIER ETC.

Contact Person _____ Role _____
Company/Firm _____
Street Address _____
Mailing Address _____
City/State/Zip Code _____
Telephone _____ Fax _____
E-mail Address _____

Contact Person _____ Role _____
Company/Firm _____
Street Address _____
Mailing Address _____
City/State/Zip Code _____
Telephone _____ Fax _____
E-mail Address _____

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City/State/Zip Code _____
Telephone _____ Fax _____
E-mail Address _____

Contact Person _____ Role _____
Company/Firm _____
Street Address _____
Mailing Address _____
City/State/Zip Code _____
Telephone _____ Fax _____
E-mail Address _____

Nominator (key contact) _____
 Company/Firm _____
 Street Address _____
 Mailing Address _____
 City/State/Zip Code _____
 Telephone _____ Fax _____
 E-mail Address _____

AUTHORIZATION AND ACCURACY

It is the responsibility of the Key Contact named on this form to consult with all individuals who may be identified above and to ensure that all deal team members have granted permission for their names and their companies to be included in this award submission.

The Key Contact also is responsible for accurate and complete entry of all names, titles, companies and other information. NAIOP New Jersey Chapter and its agents assume no responsibility for publishing erroneous information resulting from inaccuracies in this submission form.

SUBMISSION DEADLINE / DELIVERY

To be eligible, submissions must be received by 5:00 pm on Friday, January 26, 2018.

AWARD SELECTION PROCESS

Judges will independently evaluate and score each Deal. After the initial screening by the Judges, the top contenders will make a mandatory live presentation to the Judges Panel. All deals are rescored in this part 2 of the evaluation. This will help ensure that the Deal is properly understood in its complexity and details, which may have been missed in the written submission, and help you make your case for why you deserve the award. At that point, we will need to see your PowerPoint, or video, as well as meet at least two, but no more than five members of the Deal.

Judging Criteria	Office	Industrial	Mixed Use
Impact on Community	25	25	25
Economic Impact	25	25	25
Complexity	25	25	25
Creativity/Innovative	25	25	25

Award finalists will be announced by February 20, 2018

NOTE to the Key Contact: on February 23, 2018, finalists will make live presentations before a panel of judges which will determine the award winner. Please advise the members of your team to mark their calendars/save the date now so representatives may be available to present. More details for finalists will follow.

Direct contact with a Judge(s) about the entry is grounds for immediate elimination.

The winners will be revealed at the Awards Gala on May 10, 2018 at The Palace at Somerset Park.

Award finalists are encouraged to purchase Gala tickets and a page in the Gala Journal.

