



35th Annual Commercial Real Estate Awards Gala Deal of the Year Awards

IMPORTANT: DOY Deadline to Enter: **March 4** Finalists DOY Presentation to Judges: **April 1**

OFFICIAL ENTRY RULES

ALL SUBMISSIONS ARE DUE BY 5:00 PM ON FRIDAY, March 4, 2022

The 2022 Commercial Real Estate Awards Gala will be held June 16, 2022 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.**

FOR 2022 the judges may also select one of the finalists to receive a "Transformation Award." 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. We encourage that deals of all sizes be submitted.

- ◆ Previous winners may not submit a new application for the same project site in the same category for four (4) years.
- ◆ All DOY applicants selected as finalists must agree to have their deal/project featured at a future NAIOP NJ program, if so requested.

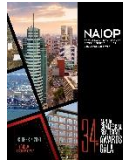
Phase 1: Written Description of the Deal (10 pages maximum plus the completed entry form) DO NOT BIND YOUR ENTRY, a single staple in the upper left corner is fine. Every deal has creative elements. Creativity will be a requirement in each of the three categories. In addition to the completed entry form information, the judges will consider **four criteria: (1) Impact on Community, Environment and Sustainability; (2) Economic Impact; (3) Complexity; and (4) Creativity/Innovation.** Each set of criteria 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. 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 nine hard copies and an electronic/mailed 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 (or virtual hybrid) presentation on April 1, 2022.**

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 with ground broken** (i.e. leases committed, financing obtained, permits obtained, etc.) by December 31, 2021. 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, may be merged (at NAIOP's discretion) into one DOY entry.**
5. **Submissions should identify the deal partners:** 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 June 16th, 2022.**
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 Completed Entry 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: Laterza@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
For more information please contact: Donna Laterza • laterza@naiopnj.org • (732) 729-9900



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

Choose Category: Industrial Office 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 reserve the right to change your submitted 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 (deal substantially completed between Dec. 1, 2020 and Dec. 31, 2021)
- 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 image/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 (e.g, new town center, etc.) of this Deal affects the neighboring community and/or host community?
 - Explain the positive Environmental Impact (e.g., LEED or comparable green design, preservation, stormwater management or creation of a natural habitat, elements to protect against climate change threats).
 - 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 other new business did the development attract, and the impact on other industries, multiplier effect, impact on neighborhoods, resultant opportunities from Deal?
 - Please detail any **incentives** both local (PILOTS, etc.) and state that have been included in this deal.
 - Other factors considered will be transportation/Infrastructure improvements and new tax revenue for the state and municipalities.
 - Explain impact on unemployment level, mentoring programs and collaboration with area schools.
3. **Complexity:**
 - What unique challenges did the deal face in Planning; Design; Financing; Construction and Deal Transaction? (e.g., 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.*

*Note: All entries must include at least one NAIOP NJ Member identified as a principal partner.
Please include Team Member Role, i.e., LANDLORD / DEVELOPER / BROKER / TENANT / FINANCIER ETC.*

Contact Person (1) _____ Role _____
Company/Firm _____
Street Address _____
Mailing Address _____
City/State/Zip Code _____
Telephone _____ Fax _____
E-mail Address _____

Contact Person (2) _____ Role _____
Company/Firm _____
Street Address _____
Mailing Address _____
City/State/Zip Code _____
Telephone _____ Fax _____
E-mail Address _____

Contact Person (3) _____ Role _____
Company/Firm _____
Street Address _____
Mailing Address _____
City/State/Zip Code _____
Telephone _____ Fax _____
E-mail Address _____

Contact Person (4) _____ Role _____
Company/Firm _____
Street Address _____
Mailing Address _____
City/State/Zip Code _____
Telephone _____ Fax _____
E-mail Address _____

Contact Person (5) _____ 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, March 4, 2022.

AWARD SELECTION PROCESS

Judges will independently evaluate and score each Deal. After the initial scoring by the Judges, finalist will be determined, and 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. Criteria for awarding points are found in table below:

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

DOY Award finalists will be announced to the public by April 1, 2022.

NOTE to the Key Contact: April 1st, 2022, finalists will make live (or hybrid virtual) 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 finalist details will follow.

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

Winners will be revealed at the Awards Gala on June 16th, 2022 at The Palace at Somerset Park.

Finalists are encouraged to purchase Gala tickets to attend and a page in the Journal to represent the deal.