



Twenty-Fifth Annual Commercial Real Estate Awards Gala Economic Impact & Creative Deals of the Year

OFFICIAL NOMINATION RULES

ALL SUBMISSIONS ARE DUE BY 5:00 PM ON FEBRUARY 17, 2012

The 2012 Commercial Real Estate Awards Gala will be held May 17 at The Palace at Somerset Park. **NAIOP NJ will present up to three Deal of the Year Awards: Economic Impact, Creative Office, and Creative Industrial.** 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.

A complete submission **must include** the nomination 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 six hard copies and an electronic copy of the complete submission in order for the nomination to be eligible for consideration. You must also be prepared to meet with the judges for a face-to-face presentation.**

1. All "Deal" nominations must include a commercial real estate component.
2. **All nominations 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 completed by December 31, 2011. Sales/Financing are completed at the time of closing. Lease Transactions are completed upon mutual execution and unconditional delivery of the lease.
4. Submissions should identify the lead broker(s), buyer(s), seller(s), principal(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.
5. If the submission lists more than two brokers, it should include an explanation of the contributions of each.
6. Using the required format below, the 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. Additional pages will be discarded.

7. All finalists are asked to be present at the Awards Gala on May 17, 2012.
8. **REQUIRED FORMAT:** Submission shall consist of **Cover Page and the following four (4) sections.**

Section 1: In no more than 50 words on the first page of the form identify the economic impact/ or creative and innovative aspects of this "Deal."

Section 2: Briefly summarize the Deal on the form (a synopsis of section 3.

Section 3: Describe the Deal. Describe criteria related to the process or deal including anything that **underscores the economic impact or creativity of the deal** (complexities and strategies) and what sets this deal apart from what one might expect to encounter in working through a typical transaction.

Section 4: Highlight the reasons why this deal deserves the award. Where appropriate, please include milestones and dates of significant events related to the Deal.

NOTE: 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. This will help ensure the project is properly understood in its complexity and details, which may have been missed in the written submission. It is to help you "sell" 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 four members of the "Deal."

The winners will be announced at the Twenty-fifth Annual Commercial Real Estate Awards Gala on May 17, 2012.

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

**NAIOP NJ Deal of the Year Awards
317 George Street, Suite 220
New Brunswick, NJ 08901**



Twenty-Fifth Annual Commercial Real Estate Awards Gala
Economic Impact & Creative Deals of the Year

OFFICIAL NOMINATION FORM *(include this cover page with your nomination)*

(must select one)

Choose Category: Economic Impact Creative Office Creative Industrial

TITLE of DOY: _____

1. Nominee Information

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

2. Nominated by

Name _____
Company/Firm _____
Mail Address _____
City/State/Zip Code _____
Telephone _____ Fax _____
E-mail Address _____

3. The deal involved is a: Lease Sale Both

4. Dates transaction was initiated ____/____/____ was completed ____/____/____

5. Building(s)

- Square footage of building(s) involved _____
- Dollar value of building(s) involved \$ _____

Section 1: In no more than 50 words on this page, identify the deal's economic impact/ or creative and innovative aspect.

Section 2: Briefly summarize the deal below (a synopsis of section 3.)

Section 3: Describe the Deal (on separate 8.5 x 11 sheet(s))

- a. Explain the Economic Impact on Community and Marketplace (e.g. effect on rents, amount of space absorbed, etc.). Explain the effect on the municipality, surrounding community; region, industry and master plan, if part of a larger overall development (e.g. job creation, new business, impact on other industries/ multiplier effect, impact on neighborhoods, resultant opportunities from Deal).
- b. Explain the degree of complexity and/or uniqueness involved
 - Describe any distinguishing qualities and aspects of the Deal that were critical to its success including, but not limited to: complexities faced; difficulties encountered; complex financial or deal structure; novel marketing strategies.
 - 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; their part in actually closing and memorializing the transaction.
 - Explain the positive Environmental Impact (e.g. "green" design, preservation or creation of a natural habitat).
 - Describe any human interest stories associated with this Deal?
- c. Identify and discuss the innovative strategies and/or creative problem solving that distinguish this Deal.

Section 4: Explain why you believe this nominee deserves the Award. (on separate 8.5 x 11 sheet(s))

Please supply any additional Partner(s) Companies of the Deal.

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

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

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