

## 37th Annual Commercial Real Estate Awards Gala Deal of the Year Awards

Entry Deadline: **5 PM, Feb. 9, 2024** ♦ Finalists Presentation to Judges: **March 8, 2024**

### OFFICIAL ENTRY RULES

**ALL SUBMISSIONS ARE DUE BY 5:00 PM, FRI., FEB. 9, 2024**

The 2024 Commercial Real Estate Awards Gala will be held May 16, 2024, 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 2024 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 your deal. Provide any additional information you believe would be helpful in judging and evaluating your deal and its impact on the community and the real estate market. The size of your 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.

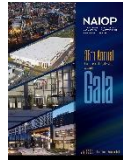
**Phase 1: Written Description of the Deal.** (Ten pages maximum plus the completed entry form) **DO NOT BIND YOUR ENTRY**; a single staple in the upper left corner is fine. Every deal has creative elements. Creativity will be a requirement in each of the three categories. In addition to information on your completed entry form, 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). 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, but no more than five 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/emailed copy of your complete submission for your 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 March 8, 2024.**

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, 2023. 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 May 16, 2024.**
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](mailto:laterza@naiopnj.org) and mail your hard-copy submissions to  
NAIOP NJ Deal of the Year Awards, 317 George St., Suite 205, New Brunswick, NJ 08901.  
For more information please contact Donna Laterza at [laterza@naiopnj.org](mailto:laterza@naiopnj.org) or (732) 729-9900



## 37<sup>th</sup> 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:     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 total characters and spaces. This official name will be engraved on the winning award and used in Gala promotion.

Official Name of the Deal: \_\_\_\_\_

Property Address: \_\_\_\_\_

**Key Contact Person:** \_\_\_\_\_

E-mail Address: \_\_\_\_\_

Telephone: \_\_\_\_\_ Cell: \_\_\_\_\_

### Section 2 - DEAL SUMMARY

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

The deal's size is \_\_\_\_\_ square feet. The deal's value is:  \$10-50M     \$51-100M     \$101-250M     More

Dates transaction was initiated \_\_\_\_/\_\_\_\_/\_\_\_\_ and was completed \_\_\_\_/\_\_\_\_/\_\_\_\_.

***In 50 words or less, please describe the deal in a manner that may be used in the event program or for promotional purposes. A more detailed description of the development is required for judging purposes further below.***

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

### Section 3 - ELIGIBILITY CRITERIA

*Check all boxes to ensure eligibility and that your submission is complete.*

- Cover page completed and is the first page of the submission.
- Eligibility period met (deal substantially completed between Dec. 1, 2022, and Dec. 31, 2023).
- Deal includes a commercial real estate component.
- Includes at least one NAIOP NJ member and is a principal partner in the deal.
- Summary description of 50 words or less.
- At least one image/photograph included (to be used for marketing, published in the Journal, and shown at the Gala).

## Section 4 – DESCRIPTION OF THE DEAL

On separate 8.5 x 11 sheet(s) please document and explain the items listed below.

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 the 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.

## Section 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.

**Special Note:** Submitted images, deal team, and description will be used throughout the Deal of the Year Process – posted on [www.naiopnj.org](http://www.naiopnj.org), used in event press releases and promotion and on-site at the Gala event. These details will not be altered without the permission of the submitter/key contact.

**Section 7 – DEAL TEAM CONTACT INFORMATION**

**Please supply list of Key Partner(s) and Companies in the Deal.** *Add a sheet if necessary. 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 on this submission form.

**SUBMISSION DEADLINE / DELIVERY**

**To be eligible, submissions must be received by 5:00 pm on Friday, February 9, 2024.**

**AWARD SELECTION PROCESS**

Judges will independently evaluate and score each deal. After initial scoring by the judges, finalists will be selected, and the top contenders will make a mandatory live presentation to the judges. In this second part of the evaluation, all deals are rescored. This helps ensure that each 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 in the 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 March 8, 2024.

**NOTE to the Key Contact:** **March 8, 2024, finalists will make live presentations** before a panel of judges who will determine the award winner. Please advise your team members to mark their calendars to ensure they are available on March 8, 2024, for the presentations. More finalist details will follow.

**Direct contact with a judge(s) about your or any entry is grounds for immediate elimination.**

Winners will be revealed at the Awards Gala on May 16, 2024, at The Palace at Somerset Park.

Finalists are encouraged to purchase Gala tickets and to sponsor a page representing your deal in the Gala Journal.