

ACKNOWLEDGEMENT

The NAIOP South Florida *Awards of Excellence* recognizes and Celebrates Excellence in contributions to South Florida's commercial real estate industry. As the chapter's premier event, the *Awards of Excellence* acknowledges the outstanding achievements of commercial real estate firms and the professionals that have contributed to the region's economic growth and business environment in a given year.

QUALIFIERS

Nominations are open to all participants in a deal that are NAIOP members at no cost

Not a member? Non-Members- can submit your nomination for \$100.00 due at time of application submission.

Once an online submission is received, a link for payment will be sent. Application will not be accepted without fulfillment of payment.

GEOGRAPHY- The development(s) or transaction(s) must be located in South Florida, which for this competition is defined as **Broward, Indian River, Martin, Miami-Dade, Palm Beach, and St. Lucie counties.** **Any transactions that are outside of this area will be disqualified or removed from the entry for judging purposes.**

TIMING - To qualify, the project or transaction must have been fully executed, closed, and/or completed between Jan. 1, 2024, and Dec. 31, 2024.

* Lease Transactions must have been fully executed in 2024.

* Sale Transactions must have closed in the calendar year 2024.

* All developed projects must have Certificate of Completion in the calendar year 2024.

* **Deadline for entries is January 17, 2025, by 3:00PM**

JUDGING

The *Awards of Excellence* Committee has selected a distinguished panel of industry professionals. The composition of the panel is at the Committee's discretion. The Committee selects the finalists in each category from the entries submitted, considering the judges time is limited, please summarize the deal in the least amount of words as possible. The judges have the authority to determine the winner in each category. Also, judges may move an entry to another category at their discretion, or award an entry based on special merits, if you are uncertain, please contact the NAIOP SFL office or enter in both categories. Entries are considered based on their own merits and the impact on the community, not necessarily on just the size, dollar amount, scope, complexity, or cost of the project. The judges' decisions are final and are not subject to review. The entries are judged based on the submission materials only, so please submit pictures. There will be no scheduled site visits.

SUBMISSION GUIDELINES

- Each submission must be completed online and must include the Entry Form, Fact Sheet, Narrative, and at least one .jpg photo of the individuals, team, or project being nominated.
- **Submit entries electronically online only.** Images of the project, each person being nominated, and company logos should be 300 dpi in a .jpg format or 1200 dpi PDF. A company logo, head shots, and property pictures must be included with submissions and will be displayed as submitted.
- Submission information may be subject to appear in the media. Parts of the application may be used in marketing of NAIOP South Florida Awards of Excellence in voice over and PowerPoint presentation accuracy is key.
- If there is something that needs to be considered for Awards of Excellence -but client needs confidentiality, please withhold that information in the submission. Contact Jules Morgan via e-mail separately will presented at day of judging. Jules.morgan@naiopsfl.org
- Submissions are due **NO LATER THAN 3:00PM on January 17, 2025, no exceptions.**
- The name or company logos of the applicant and/or team members should not be included in any material other than the Entry Cover Page Form. The only exception is if the project's name is the same as the name of the applicant (i.e.: "XYZ Headquarters" submitted by XYZ)
- Submissions will only be accepted through our online system.
- **Faxed, mailed or e-mail submissions will not be accepted.**

GENERAL INFORMATION

- **Awards are given only to the Firm submitting the project.** Recognition is given to all team members contributing to the success of the project with recognition to the firm they represented at the time of the transaction. Team members may include but are not limited to: property owners, developers, brokers, bankers, architects, attorneys, and contractors.
- **One award is presented to the winning entry.** Additional awards may be purchased for other team members at an additional cost of \$100 each.
- **Multiple submissions.** If the Project is being submitted for multiple categories, each entry must be electronically submitted separately. All entries become property of NAIOP SFL and will not be returned. Limit minimum 12-point font. Be sure to list any significant obstacles that were overcome to support why the

nomination is significant and warrants consideration.

Award Categories (Please choose only one per submission):

Projects of the Year Sale of the Year – Institutional Sale of the Year – Private Office Lease Transaction of the Year Industrial Lease Transaction of the Year	Economic Impact Deal of the Year Broker of the Year – Team Broker of the Year – Individual Rookie of the Year Developer of the Year
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- **Projects of the Year**

Categories include: Office, Industrial, Retail, Hospitality, Multi-Family and Mixed-Use type

Projects of the Year are for specifically new development or substantially renovated projects only, located within the tri-county area. Substantially renovated is defined as greater than 50% of the total SF was added or renovated in an existing project. To be considered for this award, the development must have been substantially completed between **January 1, 2024, and December 31, 2024**. Please include at least one .jpg photo for the project. In your description, be sure to include the names of parties involved, such as engineer, architect, general contractor, brokers, lenders, attorneys, etc. Description of the project should include project size, construction cost, and **challenges, achievements, and creative solutions** that were derived during the time. **This application must be submitted on behalf of or by the owner/developer.**

- **Sale of the Year**

Categories include: Office, Industrial, Retail, Hospitality, Multi-Family and Mixed-Use type

Sale of the Year is for **a single** sale transaction within the NAIOP South Florida territory, which closed within the time period specified above. In your description include the name of the property, address, parties involved, i.e., buyer, seller, brokers, attorneys, etc., the value of the transaction, address, and square footage. Also, list any significant obstacles or achievement and why this deal is significant.

*Please specify if it is an **institutional investor** or **private client**.

- **Industrial Lease Transaction of the Year**

Industrial Lease of the Year is for **a single** lease transaction located within the NAIOP South Florida territory, which was signed within the time period specified above. In your description include the names of parties involved, i.e. landlord, tenant, brokers, attorneys, the total industrial gross value of the transaction and the square footage. Also, list any significant obstacles or achievements and why this deal is significant.

*Please specify if it is an **institutional investor** or **private client** this helps the judges with classification of the transaction.

- **Office Lease Transaction of the Year**

Office Lease of the Year is for **a single** lease transaction located within the NAIOP South Florida territory, which was signed within the time period specified above. In your description include the name of property, address, parties involved, i.e., landlord, tenant, brokers, attorneys, etc., the value of the transaction and square footage. Also, list any significant obstacles or achievements and why this deal is significant.

*Please specify if it is an **institutional investor** or **private client** this helps the judges with classification of the transaction.

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CATEGORIES

- **Economic Impact – Deal of the Year**

Categories include: Office, Industrial, Retail, Hospitality, Multi-Family and Mixed-Use type

This category recognizes the project or transaction that created the greatest economic impact for the South Florida region. **All types of commercial real estate transactions, developments, leases, sales, renovations, and redevelopment projects qualify.** Judging criteria will be based on the overall impact of a project which includes, but is not limited to, the creation of new jobs or retention of existing jobs, the quality of jobs, effect on immediate neighborhood, local real estate values, complexity of the collaboration required to get the deal done, and pioneering nature of the project or transaction. In your description include the name of the project/transaction, address, parties involved, i.e., buyer, seller, brokers, tenants, attorneys, etc., square footage, the capital investment made as well as the broader impact of the deal. This broader impact may include secondary impact such as indirect jobs and other relevant “trickle-down” effects of the deal. Provide a detailed summary of any significant obstacles overcome or achievements and why this deal is deserving of being recognized as delivering the greatest economic impact to the region in 2024.

- **Broker of the Year/Broker Team of the Year**

Broker(s) of the Year is the individual or specific team (**A team is defined as a group of individuals that work together on 90% or more of their transaction, please do not submit an entire office**) of individuals within a company, who participated in the South Florida transactions. Include a description of all transactions completed. Be sure to include the names of parties represented. Also, list any significant obstacles you had to overcome and why the deals are significant, and the impact if had on the community and the industry. Provide dollar values for all sales, leases, and total dollar value of all transactions to be considered. As applicable, provide number of sales and total square footage and/or total number of leases and sum of square footage leased or total value of sold. *Only include South Florida transactions defined above Geography

- **Rookie of the Year**

Categories include: Office, Industrial, Retail, Hospitality, Multi-Family and Mixed-Use type

This award is to recognize an individual new to the industry (**less than 3 years**) that has demonstrated exceptional success. Include detailed listing of all transactions submitted within the South Florida territory, as well as projects and clients. Include information on sourcing of deals generated. Also provide listing of community and professional activities, any recommendation letters and tell us why this individual stands out among his/her peers.

- **Developer of the Year**

Categories include: Office, Industrial, Retail, Hospitality, Multi-Family and Mixed-Use type

All information in this section is required to be considered for the award. Developer of the Year is the individual or development company being nominated. Please include a full description of the development project(s) launched within the South Florida territory and substantially underway in 2024, please include project completed and received certificate of occupancy in 2024. Be sure to include the names of parties involved including but not limited to lenders, partners, architects, engineers, contractors, attorneys, brokers, etc. Also, list any significant obstacles and or achievement you had to overcome and the significance of the applicable development(s). Please provide: Number/ Names of all projects underway, Total Square footage of projects, and Total Dollar Value of projects. *Please include all types of development: Office, Industrial, Retail, Hospitality & Mixed Use.

- **Lifetime Achievement Award**

This award is to be presented at the discretion of NAIOP South Florida Board of Directors. No entries required. If you would like to be considered contact Jules Morgan jules.morgan@naiopsfl.org

Each online submission should include: An Entry Form, Narrative, and at least one .jpg photo of the individuals, team, or project being nominated.

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Application for Entry

The **Entry Form** submitted online should be your coversheet including the following information:

- **NAME OF AWARD CATEGORY**
- **OFFICIAL NAME OF PROJECT/ENTRY**
- **PROJECT LOCATION (address, city, zip)**
- **PROJECT PICTURE**
- **SUBMITTING ORGANIZATION**
- **PROJECT TEAM MEMBERS (Full names and titles)**
- **COMPANY CONTACT NAME, TITLE, ADDRESS, CITY/ZIP, PHONE & EMAIL**
- **THE TRUTH IN INFORMATION RELEASE**

To the best of my knowledge, the information provided herein is true and complete. I understand that the information I provide on this nomination will be used by the judges in selecting finalists and I consent to use of such information for such purpose. If I am selected as a finalist or award winner, I hereby authorize the use (in connection with the Awards Program) of my name, my company's name, photographs, and video/audio recordings of me from whatever source. I agree that no compensation shall be due to my company or me for usage. NAIOP South Florida is hereby released from any liability in connection with the foregoing. (Located on Web-Signature and date required).

The **Narrative** should include the following information:

- **All applicants MUST include a supporting 1-page narrative submitted online**
- Narratives should begin with a one-paragraph overview of the submission this will be used in the marketing of the event and maybe reproduced in other marketing piece surrounding marketing the event.
- Narratives should not be longer than 1 page on 8 ½ X 11, double-spaced with a 12-point font.
Anything over 1 page for the Narrative will not be read.
- Margins may not be less than one inch on left and right and .5 inches' top and bottom.
- The Narrative should include:
 - How the parties to the deal originally came together.
 - What economic impact this deal will have/has had on the community.
 - Resources and tactics used to accomplish the deal.
 - **Unique challenges met or strategies used in accomplishing the deal.**
 - Why the applicant believes this deal/individual/team/company is the best in its category?
 - Please list other companies or individuals that assisted in the deal. You may attach a separate sheet of paper if necessary online application. (Engineers, Attorneys, Appraisers, etc.)
- Pictures or graphics submitted separate from the narrative as exhibits must be numbered and referenced specifically within the narrative.
- Provide a .jpg photo for each individual who is being nominated.
- Provide .jpg photos, aerials and/or maps of the real estate involved in the deal.
- Company logos must be included with all submissions. The logo should be the one you will want shown on-screen if your submission is announced as a finalist or winner.
- Images should be 300 dpi in a .JPG format or 1200 dpi PDF

For more information about NAIOP South Florida, contact:

NAIOP South Florida Chapter
Jules R. Morgan, Executive Director

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