

2012 NAIOP CENTRAL FLORIDA CHAPTER *BEST OF THE BEST GALA – February 16, 2012*

ENTRY FORM

The entry form must be printed (or typed) and filled out completely. Please return to NAIOP Central Florida Chapter, P.O. Box 560667, Orlando, FL 32856. **DEADLINE FOR ENTRIES IS FRIDAY, JANUARY 27, 2012.**

PROJECT/BROKER INFORMATION (please complete one copy of this page for each project or broker)

Name & Location of Project: _____

Name of Developer/Broker: _____

Contact Person: _____

Address of Developer/Broker: _____

Phone: _____ Email: _____

Primary Contact for Submittal: _____

AWARD CATEGORIES (check applicable category; criteria for each award on following pages)

DEVELOPER CATEGORIES

- | | |
|--|---|
| <input type="checkbox"/> Developer of the Year | <input type="checkbox"/> Outstanding Office Development |
| <input type="checkbox"/> Outstanding Industrial Development | <input type="checkbox"/> Outstanding Flex Development |
| <input type="checkbox"/> Outstanding Mixed-Use Development | <input type="checkbox"/> Outstanding Green Development |
| <input type="checkbox"/> Outstanding Business Park Development | <input type="checkbox"/> Owner/User Development |
| <input type="checkbox"/> Medical or Education Development | <input type="checkbox"/> Retail Development |
| <input type="checkbox"/> Government/Public Development | <input type="checkbox"/> Special Use |

BROKER CATEGORIES

- | | |
|--|--|
| <input type="checkbox"/> Office Broker of the Year | <input type="checkbox"/> Industrial Broker of the Year |
| <input type="checkbox"/> Investment Broker of the Year | <input type="checkbox"/> Land Broker of the Year |
| <input type="checkbox"/> Retail Broker of the Year | <input type="checkbox"/> Rookie of the Year |
| <input type="checkbox"/> Largest Sale Transaction | <input type="checkbox"/> Largest Lease Transaction |
| <input type="checkbox"/> Smallest/Shortest Transaction | <input type="checkbox"/> Unique Deal |

AWARD CRITERIA

Eligibility: Any project and/or production (dollar volume) that is substantially completed between January 1, 2011 and December 31, 2011 is eligible for nomination for an Award.

Basis for Judging: A panel of select judges (from the NAIOP Board of Directors and membership) will base its decisions on the following criteria:

DEVELOPER CATEGORIES

Developer of the Year

- Develops projects that are sensitive to their surroundings, innovative visually, technologically advanced, and functional.
- Develops projects that are financially successful and provide outstanding value for tenants.
- Develops projects that support the economic development efforts of Central Florida.
- Exemplifies integrity, professionalism, NAIOP involvement, and commitment to the development industry.

Outstanding Industrial Development

- Exceptional overall design to meet the needs of the end user.
- Used quality materials with superior construction techniques.
- Exhibits compatibility with its natural surroundings.
- Technologically advanced.
- Exceptional results achieved by all members of the development team.

Outstanding Mixed Use Development

- Mixed-use project consisting of at least two of the following uses: office, retail, residential, hotel.
- Exceptional overall design, especially as it applies to coordination of multiple uses.
- Used quality materials with superior construction techniques.
- Exhibits compatibility with its surroundings.
- Complexity and market viability of different uses.
- Exceptional results achieved by all members of the development team.

Outstanding Business Park Development

- Exceptional overall design to meet the needs of neighboring communities.
- Used quality materials with superior construction techniques.
- Exhibits compatibility with its natural surroundings.
- Technologically advanced.
- Exceptional results achieved by all members of the development team.

Outstanding Office Development

- Exceptional overall design to meet the needs of the end user.
- Used quality materials with superior construction techniques.
- Exhibits compatibility with its natural surroundings.
- Technologically advanced.
- Exceptional results achieved by all members of the development team.

Outstanding Flex Development

- Exceptional overall design to meet the needs of the end user.
- Used quality materials with superior construction techniques.
- Exhibits compatibility with its natural surroundings.

- Technologically advanced.
- Exceptional results achieved by all members of the development team.

Outstanding Green Development

- Exceptional overall sustainable design to meet the needs of the end user.
- Used quality materials with superior construction techniques.
- Exhibits compatibility with its natural surroundings.
- Technologically advanced.
- Exceptional results achieved by all members of the development team.
- Level of certification.

Outstanding Owner/User Development

- Exceptional overall design to meet the needs of the owner/user.
- Used quality materials with superior construction techniques.
- Exhibits compatibility with its natural surroundings.
- Technologically advanced.
- Exceptional results achieved by all members of the development team.

Outstanding Medical or Education Development

- Exceptional overall design to meet the needs of the end user.
- Used quality materials with superior construction techniques.
- Exhibits compatibility with its natural surroundings.
- Technologically advanced.
- Exceptional results achieved by all members of the development team.

Outstanding Retail Development

- Exceptional overall design to meet the needs of the end user.
- Used quality materials with superior construction techniques.
- Exhibits compatibility with its natural surroundings.
- Technologically advanced.
- Exceptional results achieved by all members of the development team.

Outstanding Government/Public Development

- Exceptional overall design to meet the needs of the end user.
- Development must be owned by a government or public entity and be the primary tenant in the building
- Used quality materials with superior construction techniques.
- Exhibits compatibility with its natural surroundings.
- Technologically advanced.
- Exceptional results achieved by all members of the development team.

Outstanding Special Use Development

- Exceptional overall design to meet the needs of the end user.
- Development does not fit traditional commercial use categories
- Used quality materials with superior construction techniques.
- Exhibits compatibility with its natural surroundings.
- Technologically advanced.
- Exceptional results achieved by all members of the development team.

BROKER CATEGORIES

Office Broker of the Year

- Demonstrates top overall production (dollar volume) within the office community.
- Recognized by his/her peers for integrity of business conduct.
- Provides a high level of professionalism when dealing with clients and other brokers.
- Individual whose primary business is Landlord or Tenant lease transactions, or buyer-user based transaction brokerage. This category includes the sale of office condos.
- Transactions would include multi-tenant leasing, single building lease, single building sale to user, or office condominium sale.

Investment Broker of the Year

- Demonstrates top overall production (dollar volume) within the investment community.
- Recognized by his/her peers for integrity of business conduct.
- Provides a high level of professionalism when dealing with clients and other brokers.
- Individual whose primary business is Landlord or Tenant lease transactions, or buyer-user based transaction brokerage.
- Multi-family sales can be included

Industrial Broker of the Year

- Demonstrates top overall production (dollar volume) in industrial development community.
- Recognized by his/her peers for integrity of business conduct.
- Provides a high level of professionalism when dealing with clients and other brokers.
- Individual whose primary business is Landlord or Tenant lease transactions, or buyer-user based transaction brokerage. This category includes the sale of industrial condos.
- Transactions would include multi-tenant leasing, single building lease, single building sale to user, or industrial condominium sale.

Land Broker of the Year

- Demonstrates top overall production (dollar volume) in land sale transactions.
- Recognized by his/her peers for integrity of business conduct.
- Provides a high level of professionalism when dealing with clients and other brokers.
- Individual whose primary business is Landlord or Tenant lease transactions, or buyer-user based transaction brokerage.

Retail Broker of the Year

- Demonstrates top overall production (dollar volume) within the retail community.
- Recognized by his/her peers for integrity of business conduct.
- Provides a high level of professionalism when dealing with clients and other brokers.
- Individual whose primary business is Landlord or Tenant lease transactions, or buyer-user based transaction brokerage.

Rookie of the Year

- Active broker for no more than 3 years.
- Recognized by his/her peers for integrity of business conduct.
- Provides a high level of professionalism when dealing with clients and other brokers.
- Demonstrates top overall production for rookie broker.

Largest Lease & Sale Transaction

- Broker demonstrates the top overall production (dollar volume) for a single transaction (lease or sale)
- Recognized by his/her peers for integrity of business conduct.

- Provides a high level of professionalism when dealing with clients and other brokers.
- Individual whose primary business is Landlord or Tenant lease transactions, or buyer-user based transaction brokerage.

Unique Deal of the Year

- Broker demonstrates his/her professionalism in being able to complete a “complex” lease or sale transaction and or by using “creativity” to solve a client’s need thereby completing a lease or sale transaction.
- Transaction size, type and number of parties involved will be taken into consideration as well.
- All broker categories will be considered in determination.

Smallest/Shortest Transaction

- Smallest transaction size, term or volume (lease or sale).
- Recognized by his/her peers for integrity of business conduct.
- Provides a high level of professionalism when dealing with clients and other brokers.
- Individual whose primary business is Landlord or Tenant lease transactions, or buyer-user based transaction brokerage.

REQUIRED ENTRY MATERIALS:

1. A brief statement as to why your project should win the award in its category.
2. One high resolution digital photo of the project or applicant, along with your company's logo (jpg preferred).
3. For developer submittals, a flyer or brochure on the project is requested.

The application and entry materials can be emailed or submitted on a CD to NAIOP, PO Box 560667, Orlando, FL 32856.

ALL ENTRIES WILL BE JUDGED ON THE OVERALL FULFILLMENT OF THE CRITERIA OUTLINED ABOVE. All entries become the property of NAIOP, may be used for publication, and will not be returned.

OUTSTANDING DEVELOPMENT AWARDS

(Office, Industrial, Flex, Green Building, Business Park, Mixed-Use, Owner/User, Medical or Education, Government/Public, Special Use and Retail)

PROJECT TEAM

List all vendors/participants to be published if an award is received. Use additional sheets if necessary.

Owner: _____

Address: _____

Phone: _____ Fax: _____

* * * * *

Architect: _____

Address: _____

Phone: _____ Fax: _____

* * * * *

Engineer: _____

Address: _____

Phone: _____ Fax: _____

* * * * *

Contractor: _____

Address: _____

Phone: _____ Fax: _____

BROKER AWARDS APPLICATION

(Submit by **Friday, January 27, 2012**)

NAME *(As it would appear on an award)*

COMPANY NAME *(As it would appear on an award)*

OFFICE PHONE NUMBER

E-MAIL ADDRESS

FAX NUMBER

Please enter your Total Volume as calculated per the attached "Volume Calculation Summary".

CATEGORY

*VOLUME

Office Brokerage

\$ _____

Industrial Brokerage

\$ _____

Investment Property Sales

\$ _____

Land Sales

\$ _____

Retail Broker

\$ _____

Rookie Broker

\$ _____

VOLUME CALCULATION SUMMARY

GENERAL:

1. All transactions submitted must have a transaction date in the calendar year being reviewed (January 1 – December 31, 2011). In the case of a sale, the contract closing date must be used, and for leases it is the verifiable date the Lease is fully executed.
2. Transactions shall be based on the actual participation percent of the Applicant's role in the transaction (share of the gross commission), i.e. a co-broker transaction where you may have a two broker team (A @ 30% & B @ 70%) representing a buyer/tenant and one broker (C @ 100%) representing the seller/landlord. In this scenario, if the transaction Total Volume were \$1,000,000, the volume would apply to each respective broker as follows;
A. \$150,000 B. \$350,000 C. \$500,000
3. All applications must be accompanied by Letter of Certification and received by the deadline date.

CREDIT FOR SALES

The amount of the aggregate sales price, used to determine the commission, shall be the volume used to determine the percentage of Applicant credit that shall apply towards NAIOP Best of The Best Awards. In the case of exchanges / 1031's, the aggregate sales price shall be the price of the property being acquired.

CREDIT FOR LEASES

1. Total \$ Volume - The amount of the gross aggregate rental scheduled, to be paid in the original term of a lease (the "Gross Aggregate Rental Amount"), shall be the Total \$ Volume for said lease. If the commission was based on a lower dollar amount than the gross aggregate rental amount, then the total volume shall be based on the same amount as the commission. This volume applies for new leases, renewals and expansions.
2. If a lease provides that either the landlord or the tenant, or both, may terminate the lease prior to the stated expiration date, the \$ Volume allowed shall be limited to the dollar amount (volume) used to calculate the broker's initial commission.

SUMMARY OF QUALIFYING TRANSACTIONS

Each Applicant shall complete and submit the attached Volume Calculation Summary. The form may be completed manually or electronically in Microsoft Excel. The Excel form can be downloaded from www.naiopcfl.org.

LETTER OF CERTIFICATION

APPLICANT: _____

I hereby affirm that I have read the Volume Calculation Summary for NAIOP Best of the Best Awards and hereby make application for consideration.

Accordingly, I represent that from January 1, 2011 to December 31, 2011, I personally participated in the real estate transactions described on the attached forms (which include the Letter of Certification of my Managing Broker totaling \$_____ and that said transactions qualify for NAIOP Best of The Best Awards as described in said Volume Calculation Summary.

MANAGING BROKER: _____

As the Applicant's Managing Broker, I affirm that I have read the Volume Calculation Summary for NAIOP Best of the Best Awards and that I have read and reviewed the Application and represent that it is true and correct and that the Applicant has met all of the qualifications for admission into the NAIOP Best of The Best Awards as set forth in said Volume Calculation Summary. I also affirm that all of the information noted herein is in accordance with our company records and that there were no cooperating agents except as shown herein, either in or out of our office, and that a real estate commission or lease compensation was paid in accordance with said Rules and Regulations. I understand that should there be any misrepresentation in form and/or content of the application, other than typographical or mathematical mistakes, that the Applicant shall be automatically disqualified.

This ____ day of _____, 20____:

Signature of Applicant

Company

Signature of Managing Broker

Date

