

BEST OF NAIOP Nomination Information and Application

Thank you for your interest in participating in the Best of NAIOP Awards program. This program serves to recognize the most successful companies, individuals and projects in Arizona. Please read the enclosed information carefully as new guidelines have been adopted for the 2020 competition. Failure to comply with the instructions will result in an entry being judged adversely. NAIOP Arizona reserves the right not to accept any application for any reason including conflict or perceived conflict with any of its membership body or other award categories. All applications not accepted will be refunded the application fee. The company submitting the nomination must have been actively involved in the project and someone from the company submitting must be an active NAIOP member. Depending on the number of entries in these categories, they could be split into large and small projects of the year.

DATES & DEADLINES:

- **Friday, February 19, 2021:** Submissions must be in a completely sealed package, envelope or box including the cover sheet, submissions, photographs, order form and fees. They must be mailed or professionally couriered to the following address ONLY:

NAIOP ARIZONA
1934 E. Camelback Road, Suite 120-459
Phoenix, AZ 85016

NAIOP Arizona will not be responsible for lost submissions. Your submission contact listed on page 2 will receive an email confirmation by Monday, March 1st. If you do not receive a confirmation by March 1st, please contact us at rspv@naiopaz.org with the cover sheet & order form attached.

- **Wednesday, May 12, 2021:** Awards will be presented at WestWorld. Seats can be purchased by completing the enclosed order form or through NAIOP at rspv@naiopaz.org. You do not need to fill the order form out for included Corporate Sponsorship seats, if applicable.

SUBMISSION REQUIREMENTS:

- Two (2) copies of each nomination must be submitted on plain white, 8½ x 11" paper in a pocket folder without extraneous packaging (no ring binders, please).
- **Completed Application Cover Sheet & Order Form**
- All questions must be answered in 150 words or less. Anything over word 150 will be blacked out.
- For Building/Project categories, one 8½ x 11" copy of the site plan and one copy of the floor plan must be submitted.
- In addition to the application form and the photographs (described below), a one-page marketing piece on the company nominated or who employs the individual nominated, may be included in the submission package.
 - ❖ **INDIVIDUAL BROKER NOMINATIONS:**
 - ✓ The Application Cover Sheet must be filled out in full.
 - ✓ Due to the sensitivity of the information being provided, we ask you to please omit the names of the broker(s) being nominated as well as their company name/logo throughout the application (except on the application cover sheet).
 - ❖ **PROJECT NOMINATIONS:**
 - ✓ The Project Information Form must be filled out in full.
 - ✓ The Application Cover Sheet must be filled out in full.

PHOTOGRAPHS:

- Must be submitted in a labeled envelope containing flash drive/CD and printed in the submission packages. Photos must be in JPEG format, and at least 300 dpi. The photos are limited to the following:
 - **Individual Categories – One Photograph**
One digital photograph of the person who will accept the award labeled with the person's name and the category in which he/she is nominated. The individual accepting the award must be a current NAIOP member.
 - **Company Categories – One Photograph**
Company logo in high resolution JPEG & EPS formats
 - **Building/Project Categories – Two Photographs**
Two photographs of the building/project: one of the exterior; one of the interior (or two of the interior if it best fits the award category), no compilation photos will be accepted. The flash drive/CD must be labeled with name of the building/project and the category in which it is nominated, as well as the person's name that will be accepting the award (labeled on envelope containing flash drive). The individual accepting the award must be a current NAIOP member or someone from the company must be a member.

FEES:

One nomination fee is \$400. Two are \$700. Three are \$1,100. Four are \$1,500. Five are \$1,900. Six are \$2,300. Seven are \$2,700. Eight are \$3,100. Nine or more are \$3,500. See page 4. Payment must be included in the submission and can be made by check or credit card. All sales final, no refunds will be given. Please complete the enclosed *Order Form*. **The individual or company submitting the nomination must be actively involved in the project and someone from the company must be a current NAIOP Arizona member. For individual awards, the nominee must be a current NAIOP Arizona member.**

JUDGING:

- Judging will be based *exclusively* on performance during the period 1/1/20 and 12/31/20 which occurred in Arizona unless otherwise noted.
- Judging will be done by a group of industry-related professionals from the Phoenix Metropolitan area.
- In the event there are insufficient entries to create competition in each category, categories may be consolidated for judging purposes.
- In the event there are duplicate submissions for the same project category, the chairmen will decide which one is accepted.
- In the event there is only 1 entry in any given category that category may be eliminated, in NAIOP's sole discretion, & a refund would be given.

MEDIA COVERAGE:

All submissions will be shared with The Phoenix Business Journal for inclusion in the supplement covering the nominees and award winners published by the Business Journal in conjunction with the Best of NAIOP awards ceremony.

BEST OF NAIOP Application Cover Sheet

Company/Individual/Project Name
 (**Exactly** as it is to appear in print): _____

Contact Name & Phone: _____

Contact Email Address: _____

Person accepting award: _____

Title & Company of Person Accepting: _____

COMPANY AWARDS

Please mark your award submission category(s).

Architect of the Year	
Brokerage Firm of the Year	
Firm of the Year	
General Contractor of the Year	
Interior Architect of the Year	
Owner/Developer of the Year	
Tenant Improvement Contractor of the Year	

INDIVIDUAL AWARDS*

Developing Leader of the Year	
Emerging Broker of the Year	
Healthcare Broker of the Year	
Industrial Broker of the Year	
Investment Broker of the Year	
Office Broker of the Year	
Retail Broker of the Year	
Rookie Broker of the Year	
Tenant Representative Broker of the Year	

PROJECT AWARDS

Economic Impact Project of the Year	
Industrial Build-to-Suit of the Year	
Industrial Tenant Improvement of the Year	
Medical Office Project of the Year	
Mixed-Use Project of the Year	
Office Build-to-Suit of the Year	
Office Tenant Improvement of the Year	
Redevelopment Project of the Year	
Retail Project of the Year	
Spec Industrial Project of the Year	
Spec Office Project of the Year	
Sustainable Project of the Year	
Transaction of the Year	

*MANAGING DIRECTORS OF THE BROKERAGE FIRM MUST SIGN OFF HERE FOR ALL BROKER SUBMISSIONS (not on the nomination itself).

PRINTED NAME & TITLE _____ SIGNATURE _____

BEST OF NAIOP

Project Information Form (Project Awards Only - Not all information may be published)

Project Name: _____
(Exactly as it is to appear in print)

Award Category: _____

Firm Entering this Project: _____

Firm's Contact Name, Email and Phone: _____

Developer

Company: _____

Contact Name: _____

Email: _____

Exterior Architect

Company: _____

Contact Name: _____

Email: _____

General Contractor

Company: _____

Contact Name: _____

Email: _____

Interior Architect

Company: _____

Contact Name: _____

Email: _____

Tenant Improvement General Contractor

Company: _____

Contact Name: _____

Email: _____

Lender/Financing

Company: _____

Contact Name: _____

Email: _____

Other

Company: _____

Contact Name: _____

Email: _____



**BEST OF NAIOP
Order Form**

**Wednesday, May 12, 2021
WestWorld North Hall**

Please submit your guest name(s) and their company name by Wednesday, April 28, 2021

Contact Name: _____

Company: _____

Phone: _____ Cell: _____

Email: _____

TABLE & TICKET PRICING

Quantity:	_____ @ \$250 Member	Attendees:	_____
	_____ @ \$325 Non-Member		_____
	_____ @ \$2,500 Member Two (2) Tables of Five (5)		_____
	_____ @ \$3,250 Non-Member Two (2) Tables of Five (5)		_____
	_____ @ \$1,250 Member Table of Five (5)		_____
	_____ @ \$1,625 Non-Member Table of Five (5)		_____

NOMINATIONS

_____ @ \$400 Nomination	_____
_____ @ \$700 Two Nominations	_____
_____ @ \$1,100 Three Nominations	_____
_____ @ \$1,500 Four Nominations	_____
_____ @ \$1,900 Five Nominations	_____
_____ @ \$2,300 Six Nominations	_____
_____ @ \$2,700 Seven Nominations	_____
_____ @ \$3,100 Eight Nominations	_____
_____ @ \$3,500 Nine or More Nominations	_____

Total due: \$_____

Please charge my credit card: Visa MC AMEX DISCOVER

Name on Card: _____

Card #: _____

Exp. Date: _____ / _____ Security Code _____

Billing Zip Code _____

Signature: _____

Email payment information to:
NAIOP Arizona
4742 N 24th St, Ste A150, Phoenix AZ 85016
Email: rsvp@naiopaz.org

Please remit payment to the address or email address above. Please note credit card transactions include a 3.5% processing fee.
ALL SALES FINAL. REFUNDS AND CREDITS WILL BE EVALUATED ON AN INDIVIDUAL BASIS.

**BEST OF NAIOP
Architect of the Year**

Purpose

To recognize the architectural firm who has made the most significant contribution to the Arizona office and/or industrial market during the period 1/1/20 and 12/31/20.

Qualifying Criteria

- Specific accomplishments during the year with respect to volume of work, innovativeness in design, and offering unique solutions to specific tenant/owner requirements.

Background

Please provide the following:

- General description of the firm;
- Number of years the firm has been in business in Arizona; and
- Number of employees the firm has in Arizona.

Questions

1. **(30 points)** Describe the firm's office/industrial projects completed between 1/1/20 and 12/31/20 and explain why they are successful. (Two photos of each project may be included, printed and on the CD or Flash Drive.)
2. **(30 points)** What was the firm's total office/industrial square footage under construction in Arizona between 1/1/20 and 12/31/20? Please provide a detailed list for verification.
3. **(20 points)** Explain why the architectural firm should be recognized as Architect of the Year.
4. **(20 points)** Describe the firm's involvement in NAIOP Arizona and local industry-related and community organizations.

**BEST OF NAIOP
Brokerage Firm of the Year**

Purpose

To recognize the brokerage firm who has made the most significant contribution to the Arizona office and/or industrial market during the period of 1/1/20 and 12/31/20.

Qualifying Criteria

- Office, Industrial, or retail related brokerage transactions in Arizona between 1/1/20 and 12/31/20. A Transaction is defined as a brokerage related activity in which broker earns a commission or fee in exchange for services provided to a client. Non-brokerage related transactions and activities do not qualify (e.g. property management contracts, appraisal services, project management services, etc)
- Transactions must have earned a commission or fee and been paid to the brokerage firm between 1/1/20 and 12/31/20 to qualify.
- Transactions shall qualify provided the brokerage firm's Arizona office received a commission or fee related to the transaction regardless of the transaction's origination or specific deal location.
- Brokerage Firm must have a physical office and notable presence in Arizona.
- Specific accomplishments during the year with respect to volume of work, involvement with NAIOP and community involvement.

Background

Please provide the following:

- General description of the firm;
- General description and size of the firm's clients it serves within the Arizona office; and
- Number of years the firm has operated in Arizona

Questions

1. **(20 points)** Indicate the firm's total number of brokers located in the Arizona office (breakdown number of brokers by product type and/or discipline).
2. **(20 points)** List the firm's total number of qualifying transactions and total aggregate consideration. Please provide general breakdown by transaction or appropriate category type (e.g. building sales, land sales, leases etc) and include square footages.
3. **(20 points)** Describe the brokerage firm's two (2) most impactful transactions and explain why they were impactful.
4. **(20 points)** List the number of brokers in the brokerage firm that were NAIOP members in 2020 and describe the brokerage firm's involvement in NAIOP Arizona (e.g. brokers involved in committees, developing leaders, volunteer and/or attend the events). Describe how the brokerage firm promotes NAIOP within its own organization.
5. **(20 points)** Describe the brokerage firm's involvement in other industry-related organizations and community charity organizations.

**BEST OF NAIOP
Firm of the Year**

Purpose

To recognize the NAIOP firm (non-brokerage) that has made the most significant contribution to NAIOP and the Arizona office and/or industrial market during the period 1/1/20 and 12/31/20.

Qualifying Criteria

- Contribution of the firm and its members to NAIOP Arizona, industry-related and community organizations.

Background

Please provide the following:

- General description of the firm;
- Number of years the firm has been in business in Arizona; and
- Number of employees the firm has in Arizona.

Questions

1. **(40 points)** What contributions has your firm made to NAIOP Arizona and how many total active members between 1/1/20 and 12/31/20?
2. **(30 points)** What was your firm's most significant contribution to NAIOP Arizona?
3. **(10 points)** Describe your firm's involvement in NAIOP Arizona.
4. **(10 points)** Explain why the firm should be recognized as NAIOP Firm of The Year.
5. **(10 points)** Describe how your firm made a positive impact on the Arizona office and/or industrial market.

BEST OF NAIOP
General Contractor of the Year

Purpose

To recognize the general contracting firm who has made the most significant contribution to the Arizona office and/or industrial market during the period 1/1/20 and 12/31/20.

Qualifying Criteria

- Specific accomplishments during the year with respect to number of projects under construction, quality of construction, size and complexity of projects, responsiveness to market/tenant requirements, community significance of such projects and service to owners.

Background

Please provide the following:

- General description of the firm;
- Number of years the firm has been in business in Arizona; and
- Number of employees the firm has in Arizona.

Questions

1. **(35 points)** What was the firm's total office/industrial square footage under construction in Arizona between 1/1/20 and 12/31/20? Please list the projects individually, and please note the name of each client for whom each project was constructed, the size of the project and the unique characteristics. Please provide a detailed list for verification.
2. **(25 points)** Describe the firm's office/industrial projects which achieved Certificate of Completion between 1/1/20 and 12/31/20 and explain why they were successful for the owner and/or tenant and significant in the community. (Two photos of each project may be included, printed and on CD or Flash Drive).
3. **(20 points)** Explain why the firm should be recognized as General Contractor of the Year.
4. **(20 points)** Describe the firm's involvement in NAIOP Arizona and local industry-related and community organizations.

BEST OF NAIOP
Interior Architect of the Year

Purpose

To recognize the tenant improvement architectural firm who has made the most significant contribution to the Arizona office and/or industrial market during the period 1/1/20 and 12/31/20.

Qualifying Criteria

- Specific accomplishments during the year with respect to quantity of work, innovativeness in design, and offering unique solutions to specific tenant/owner requirements.

Background

Please provide the following:

- General description of the firm;
- Number of years the firm has been in business in Arizona; and
- Number of employees the firm has in Arizona.

Questions

1. **(30 points)** Describe the firm's interior office/industrial projects completed between 1/1/20 and 12/31/20 and explain why they are successful. (Two photos of each project may be included, printed and on the CD or Flash Drive.)
2. **(30 points)** What was the firm's total office/industrial interior square footage designed which was constructed in Arizona between 1/1/20 and 12/31/20? Please provide a detailed list for verification.
3. **(20 points)** Explain why the architectural firm should be recognized as Interior Architect of the Year.
4. **(20 points)** Describe the firm's involvement in NAIOP Arizona and local industry-related and community organizations.

**Best of NAIOP
Owner/Developer of the Year**

Purpose

To recognize the most successful office and/or industrial real estate owner/development firm in the Arizona market during the period 1/1/20 and 12/31/20 .

Qualifying Criteria

- Office and/or industrial real estate transactions (e.g. new leases, lease renewals, acquisitions, sales, and any other office and/or industrial related transactions) completed between 1/1/20 and 12/31/20.
- Office and/or industrial real estate developments (e.g. spec developments, redevelopments, build-to-suit) completed between 1/1/20 and 12/31/20.
- Total office and/or industrial real estate owned in Arizona between 1/1/20 and 12/31/20.

Background

Please provide the following:

- General description and history of the firm;
- General description and size of the firm's office and/or industrial real estate portfolio in Arizona;
- Numbers of years the firm has been in business in Arizona; and
- Number of employees the firm has in Arizona.

Questions

1. **(25 points)** Firm's total office and/or industrial square footage developed or redeveloped in Arizona? Explain the project/s and the surrounding circumstances. Please provide a detailed list for verification.
2. **(20 points)** Firm's total square footage of new and renewed office and/or industrial leases completed in Arizona? Please provide a list for verification.
3. **(20 points)** Firm's total square footage of office and/or industrial building/s acquired in Arizona? What was the occupancy level of the office and/or industrial building/s at time of acquisition? What was the total acreage of vacant land acquired (may include long term ground lease land) for future office and/or industrial developments in Arizona? Please provide a list for verification.
4. **(15 points)** Firm's total square footage of office and/or industrial building(s) sold in Arizona? What was the occupancy level of the office and/or industrial building/s at time of disposition and explain the reason/s for selling? What was the total acreage of vacant office and/or industrial land sold (may include long term ground lease land) in Arizona? Please provide a list for verification.
5. **(10 points)** Firm's single most successful office and/or industrial project in Arizona (developed, owned, sold or purchased sometime between 1/1/20 and 12/31/20). Explain why the project is successful (which may include reasons related to financial success, design, functionality, impact on the industry, responsiveness to market demand etc.). (Two photos of the project must be included both in print and on a CD or Flash Drive).
6. **(10 points)** Describe the firm's involvement in NAIOP Arizona and local industry-related and community organizations.

**BEST OF NAIOP
Tenant Improvement Contractor of the Year**

Purpose

To recognize the tenant improvement contracting firm who has made the most significant contribution to the Arizona office and/or industrial tenant improvement market during the period 1/1/20 and 12/31/20.

Qualifying Criteria

- Specific accomplishments during the year with respect to number of tenant improvement projects under construction, size and complexity, quality of construction and service to owners/tenants, and responsiveness to the market and tenant requirements.

Background

Please provide the following:

- General description of the firm;
- Number of years the firm has been in business in Arizona; and
- Number of employees the firm has in Arizona.

Questions

1. **(35 points)** What was the firm's total office/industrial tenant improvement square footage under construction in Arizona between 1/1/20 and 12/31/20? Please list the tenant improvement projects individually, and please note the name of each client for whom each tenant improvement project was constructed, the size of the project and the unique characteristics. Please provide a detailed list for verification.
2. **(25 points)** Describe the firm's office/industrial tenant improvement projects which achieved Certificate of Occupancy between 1/1/20 and 12/31/20 and explain why they were successful for the owner and/or tenant. (Two photos of the project may be included, printed and on CD or Flash Drive).
3. **(20 points)** Explain why the firm should be recognized as Tenant Improvement Contractor of the Year.
4. **(20 points)** Describe the firm's involvement in NAIOP Arizona and local industry-related and community organizations.

**Best of NAIOP
Developing Leader of the Year**

Purpose

To recognize the developing leader who has made the most significant contribution to the Arizona real estate market between 1/1/20 and 12/31/20 .

Qualifying Criteria

- 35 years of age and under
- Commercial real estate professional (full-time students are not eligible)
- Contribution of the individual to industry-related and community organizations.
- Submitting member must be based in Arizona

Background

Please provide the following:

- Provide individual's background and description of practice;
- Period of time involved in commercial real estate in Arizona;
- Size and composition of team (if applicable); and
- General description and history of your firm.

Questions

1. **(15 points)** What motivated you to get involved in commercial real estate?
2. **(25 points)** What is your ultimate career goal?
3. **(25 points)** How has being a member of NAIOP helped your career?
4. **(35 points)** NAIOP involvement and awards won (both chapter and corporate level)?

BEST OF NAIOP
Emerging Broker of the Year

Purpose

To recognize the individual emerging broker who has made the most significant contribution to the Arizona office and/or industrial and/or investment real estate market between 1/1/20 and 12/31/20.

Qualifying Criteria

- Active broker (office, industrial, investment) between 4 years and 7 years.
- Office/Industrial/Investment related transactions (e.g. new leases, lease renewals, subleases, buildings sold/acquired, vacant land sold/acquired, build-to-suits, and any other office, industrial and/or investment related transactions). Please note that residential sales shall not be included.
- Total gross commissions earned by the submitting broker for his/her brokerage firm in Arizona between 1/1/20 and 12/31/20. Gross commissions earned shall be limited to the commission amounts actually paid to the submitting broker's firm in Arizona only (e.g. XYZ lease deal is executed and the commission is split between the firm's Phoenix office and Chicago office, only the Phoenix office split can be included in the gross commission number). **Gross commissions are defined as commissions before any splits with the submitting broker's firm.** Gross commissions paid in the calendar year 2020, but earned in 2019 or prior years, shall qualify for submission.
- Submitting broker must be based in Arizona

Background

Please provide the following:

- Provide broker's background and description of practice;
- Number of years as a broker in Arizona;
- Size and composition of team (if applicable); and
- General description and history of the brokerage firm.

Questions

1. **(45 points)** Indicate the total gross commissions earned for his/her brokerage firm in Arizona. Scenario #1: Submitting broker works without a partner - the submitting broker shall submit his/her total gross commissions earned for the broker's firm. Scenario #2: Submitting broker works with a partner, the submitting broker shall only submit his/her percentage of the total gross commissions earned by the broker partnership for the broker's firm (e.g. \$1,000,000 = gross commissions earned by the Mike & Emerging Broker partnership of which Mike is 60% and the Emerging Broker is 40%, therefore the Emerging Broker would only submit \$400,000 dollars as his/her total gross commissions earned.). Please provide general breakdown for verification. Scenario #3: Submitting broker works with multiple partners, the submitting broker shall only submit his/her percentage of the total gross commissions earned by the broker team for the broker's firm (e.g. \$1,000,000 = gross commissions earned by the broker team which Jane is 40% / Emerging Broker is 30% / Joe is 20% / Jake is 10%, therefore the Emerging Broker would only submit \$300,000 dollars as his/her individual total gross commissions earned.). Please provide general breakdown for verification.
2. **(20 points)** Indicate the broker's total number of transactions (include type of transaction, square footage and total value of each transaction). In the event the submitting broker is part of a partnership or team, the submitting broker shall only include transactions in which he/she had involvement throughout the entire transaction process. Briefly explain his/her involvement and role in each transaction. Indicate the location where the transaction was procured (e.g. the firm's Chicago office refers XYZ lease deal to the Phoenix office, the place of procurement for the transaction would be the Chicago office). Please provide a list for verification.
3. **(15 points)** Describe the broker's two most significant transactions. Explain his/her involvement and describe the dynamics of the transactions.
4. **(20 points)** Explain why the broker should be recognized as Emerging Broker of the Year and describe the broker's involvement in NAIOP Arizona.

*MANAGING DIRECTORS OF THE BROKERAGE FIRM MUST SIGN OFF ON ALL BROKER SUBMISSIONS **ON THE APPLICATION COVER SHEET ON PAGE 2 OF THE APPLICATION** NOT ON THEIR SUBMISSION.

BEST OF NAIOP
Healthcare Broker of the Year

Purpose

To recognize the broker who has made the most significant contribution to the Arizona healthcare real estate market between 1/1/20 and 12/31/20 .

Qualifying Criteria

- Healthcare related transactions (e.g. new leases, lease renewals, subleases, buildings sold/acquired, vacant land sold/acquired, build-to-suits, and any other healthcare related transactions). Please note that residential sales shall not be included.
- Healthcare shall include general practice, clinics, R&D, and/or any other related healthcare uses
- Total gross commissions earned by the submitting broker for his/her brokerage firm in Arizona between 1/1/20 and 12/31/20 . Gross commissions earned shall be limited to the commission amounts actually paid to the submitting broker's firm in Arizona only (e.g. XYZ lease deal is executed and the commission is split between the firm's Phoenix office and Chicago office, only the Phoenix office split can be included in the gross commission number). **Gross commissions are defined as commissions before any splits with the submitting broker's firm.** Gross commissions paid in the calendar year 2020, but earned in 2019 or prior years, shall qualify for submission.
- Submitting broker must be based in Arizona

Background

Please provide the following:

- Provide broker's background and description of practice;
- Number of years as a healthcare broker in Arizona;
- Size and composition of team (if applicable); and
- General description and history of the brokerage firm.

Questions

1. **(45 points)** Indicate the total gross commissions earned by the submitting broker for his/her brokerage firm in Arizona. Scenario #1: Submitting broker works without a partner - the submitting broker shall submit his/her total gross commissions earned for the broker's firm. Scenario #2: Submitting broker works with a partner, the submitting broker shall only submit his/her percentage of the total gross commissions earned by the broker partnership for the broker's firm (e.g. \$1,000,000 = gross commissions earned by the Mike/Sharon broker partnership of which Mike is 60% and Sharon is 40%, therefore Mike would only submit \$600,000 dollars as his total gross commissions earned as he is the leading earner of the partnership). Please provide general breakdown for verification. Scenario #3: Submitting broker works with multiple partners, the submitting broker shall submit for himself/herself but may also include the equal partner/s (if applicable) but would only submit the individual percentage of the equal partner/s of the total gross commissions earned by the broker team for the broker's firm (e.g. \$2,000,000 = gross commissions earned by the broker team which John is 30% / Jane is 30% / Joe is 30% / Jake is 10%, therefore John, Jane and Joe could submit together but would only submit \$600,000 dollars as their individual total gross commissions earned as they are the equal leading earners of the team). Please provide general breakdown for verification.
2. **(20 points)** Indicate the broker's total number of healthcare transactions (include type of transaction, square footage and total value of each transaction). In the event the submitting broker is part of a partnership or team, the submitting broker shall only include transactions in which he/she had active involvement throughout the entire transaction process. Indicate the location where the transaction was procured (e.g. the firm's Chicago office refers XYZ lease deal to the Phoenix office, the place of procurement for the transaction would be the Chicago office). Please provide a list for verification.
3. **(15 points)** Describe the broker's two most significant healthcare transactions. Explain his/her involvement and describe the dynamics of the transactions.
4. **(20 points)** Explain why the broker should be recognized as Healthcare Broker of the Year and describe the broker's involvement in NAIOP Arizona.

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BEST OF NAIOP
Industrial Broker of the Year

Purpose

To recognize the broker who has made the most significant contribution to the Arizona industrial real estate market between 1/1/20 and 12/31/20.

Qualifying Criteria

- Industrial related transactions (e.g. new leases, lease renewals, subleases, buildings sold/acquired, vacant land sold/acquired, build-to-suits, and any other industrial related transactions). Please note that residential sales shall not be included.
- Total gross commissions earned by the submitting broker for his/her brokerage firm in Arizona between 1/1/20 and 12/31/20 . Gross commissions earned on a transaction shall be limited to the commission amounts actually paid to the submitting broker's firm in Arizona only (e.g. XYZ lease deal is executed and the commission is split between the firm's Phoenix office and Chicago office, only the Phoenix office split can be included in the gross commission number). **Gross commissions are defined as commissions before any splits with the submitting broker's firm.** Gross commissions paid in the calendar year 2020, but earned in 2019 or prior years, shall qualify for submission.
- Submitting broker must be based in Arizona.

Background

Please provide the following:

- Provide broker's background and description of practice;
- Number of years as an industrial broker in Arizona;
- Size and composition of team (if applicable); and
- General description and history of the brokerage firm.

Questions

1. **(45 points)** Indicate the total gross commissions earned by the submitting broker for his/her brokerage firm in Arizona. Scenario #1: Submitting broker works without a partner - the submitting broker shall submit his/her total gross commissions earned for the broker's firm. Scenario #2: Submitting broker works with a partner, the submitting broker shall only submit his/her percentage of the total gross commissions earned by the broker partnership for the broker's firm (e.g. \$1,000,000 = gross commissions earned by the Mike/Sharon broker partnership of which Mike is 60% and Sharon is 40%, therefore Mike would only submit \$600,000 dollars as his total gross commissions earned as he is the leading earner of the partnership). Please provide general breakdown for verification. Scenario #3: Submitting broker works with multiple partners, the submitting broker shall submit for himself/herself but may also include the equal partner/s (if applicable) but would only submit the individual percentage of the equal partner/s of the total gross commissions earned by the broker team for the broker's firm (e.g. \$2,000,000 = gross commissions earned by the broker team which John is 30% / Jane is 30% / Joe is 30% / Jake is 10%, therefore John, Jane and Joe could submit together but would only submit \$600,000 dollars as their individual total gross commissions earned they are the equal leading earners of the team). Please provide general breakdown for verification.
2. **(20 points)** Indicate the broker's total number of industrial transactions (include type of transaction, square footage and total value of each transaction). In the event the submitting broker is part of a partnership or team, the submitting broker shall only include transactions in which he/she had active involvement throughout the entire transaction process. Indicate the location where the transaction was procured (e.g. the firm's Chicago office refers XYZ lease deal to the Phoenix office, the place of procurement for the transaction would be the Chicago office). Please provide a list for verification.
3. **(15 points)** Describe the broker's two most significant industrial transactions. Explain his/her involvement and describe the dynamics of the transactions.
4. **(20 points)** Explain why the broker should be recognized as Industrial Broker of the Year and describe the broker's involvement in NAIOP Arizona.

*MANAGING DIRECTORS OF THE BROKERAGE FIRM MUST SIGN OFF ON ALL BROKER SUBMISSIONS **ON THE APPLICATION COVER SHEET ON PAGE 2 OF THE APPLICATION** NOT ON THEIR SUBMISSION.

BEST OF NAIOP
Investment Broker of the Year

Purpose

To recognize the broker who has made the most significant contribution to the Arizona investment real estate market (office and/or industrial) between 1/1/20 and 12/31/20 .

Qualifying Criteria

- Office and/or industrial property sold/acquired.
- Investment related transactions (e.g. new leases, lease renewals, subleases, buildings sold/acquired, vacant land sold/acquired, build-to-suits, and any other industrial related transactions). Please note that residential sales shall not be included.
- Total gross commissions earned by the submitting broker for his/her brokerage firm in Arizona between 1/1/20 and 12/31/20. Gross commissions earned shall be limited to the commission amounts actually paid to the submitting broker's firm in Arizona only (e.g. XYZ investment deal is executed and the commission is split between the firm's Phoenix office and Chicago office, only the Phoenix office split can be included in the gross commission number). **Gross commissions are defined as commissions before any splits with the submitting broker's firm.** Gross commissions paid in the calendar year 2020, but earned in 2019 or prior years, shall qualify for submission.
- Submitting broker must be based in Arizona.

Background

Please provide the following:

- Provide broker's background and description of practice;
- Number of years as an investment broker in Arizona;
- Size and composition of team (if applicable); and
- General description and history of the brokerage firm.

Questions

1. **(45 points)** Indicate the total gross commissions earned by the submitting broker for his/her brokerage firm in Arizona. Scenario #1: Submitting broker works without a partner - the submitting broker shall submit his/her total gross commissions earned for the broker's firm. Scenario #2: Submitting broker works with a partner, the submitting broker shall only submit his/her percentage of the total gross commissions earned by the broker partnership for the broker's firm (e.g. \$1,000,000 = gross commissions earned by the Mike/Sharon broker partnership of which Mike is 60% and Sharon is 40%, therefore Mike would only submit \$600,000 dollars as his total gross commissions earned as he is the leader earner of the partnership). Please provide general breakdown for verification. Scenario #3: Submitting broker works with multiple partners, the submitting broker shall submit for himself/herself but may also include the equal partner/s (if applicable) but would only submit the individual percentage of the equal partner/s of the total gross commissions earned by the broker team for the broker's firm (e.g. \$2,000,000 = gross commissions earned by the broker team which John is 30% / Jane is 30% / Joe is 30% / Jake is 10%, therefore John, Jane and Joe could submit together but would only submit \$600,000 dollars as their individual total gross commissions earned as they are the equal leading earners of the team). Please provide general breakdown for verification.
2. **(20 points)** Indicate the broker's total number of investment transactions (include type of transaction, square footage and total value of each transaction). In the event the submitting broker is part of a partnership or team, the submitting broker shall only include transactions in which he/she had active involvement throughout the entire transaction process. Indicate the location where the transaction was procured (e.g. the firm's Chicago office refers XYZ investment deal to the Phoenix office, the place of procurement for the transaction would be the Chicago office). Please provide a list for verification.
3. **(15 points)** Describe the broker's two most significant investment transactions. Explain his/her involvement and describe the dynamics of the transactions.
4. **(20 points)** Explain why the broker should be recognized as Investment Broker of the Year and describe the broker's involvement in NAIOP Arizona.

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**BEST OF NAIOP
Office Broker of the Year**

Purpose

To recognize the broker who has made the most significant contribution to the Arizona office real estate market between 1/1/20 and 12/31/20.

Qualifying Criteria

- Office related transactions (e.g. new leases, lease renewals, subleases, buildings sold/acquired, vacant land sold/acquired, build-to-suits, and any other office related transactions). Please note residential sales shall not be included.
- Total gross commissions earned by the submitting broker for his/her brokerage firm in Arizona between 1/1/20 and 12/31/20 . Gross commissions earned shall be limited to the commission amounts actually paid to the submitting broker's firm in Arizona only (e.g. XYZ lease deal is executed and the commission is split between the firm's Phoenix office and Chicago office, only the Phoenix office split can be included in the gross commission number). **Gross commissions are defined as commissions before any splits with the submitting broker's firm.** Gross commissions paid in the calendar year 2020, but earned in 2019 or prior years, shall qualify for submission.
- Submitting broker must be based in Arizona.

Background

Please provide the following:

- Provide broker's background and description of practice;
- Number of years as an office broker in Arizona;
- Size and composition of team (if applicable); and
- General description and history of the brokerage firm.

Questions

1. **(45 points)** Indicate the total gross commissions earned by the submitting broker for his/her brokerage firm in Arizona. Scenario #1: Submitting broker works without a partner - the submitting broker shall submit his/her total gross commissions earned for the broker's firm. Scenario #2: Submitting broker works with a partner, the submitting broker shall only submit his/her percentage of the total gross commissions earned by the broker partnership for the broker's firm (e.g. \$1,000,000 = gross commissions earned by the Mike/Sharon broker partnership of which Mike is 60% and Sharon is 40%, therefore Mike would only submit \$600,000 dollars as his total gross commissions earned as he is the leading earner of the partnership). Please provide general breakdown for verification. Scenario #3: Submitting broker works with multiple partners, the submitting broker shall submit for himself/herself but may also include the equal partner/s (if applicable) but would only submit the individual percentage of the equal partner/s of the total gross commissions earned by the broker team for the broker's firm (e.g. \$2,000,000 = gross commissions earned by the broker team which John is 30% / Jane is 30% / Joe is 30% / Jake is 10%, therefore John, Jane and Joe could submit together but would only submit \$600,000 dollars as their individual total gross commissions earned as they are the equal leading earners of the team). Please provide general breakdown for verification.
2. **(20 points)** Indicate the broker's total number of office transactions (include type of transaction, square footage and total value of each transaction). In the event the submitting broker is part of a partnership or team, the submitting broker shall only include transactions in which he/she had active involvement throughout the entire transaction process. Indicate the location where the transaction was procured (e.g. the firm's Chicago office refers XYZ lease deal to the Phoenix office, the place of procurement for the transaction would be the Chicago office). Please provide a list for verification.
3. **(15 points)** Describe the broker's two most significant office transactions. Explain his/her involvement and describe the dynamics of the transactions.
4. **(20 points)** Explain why the broker should be recognized as Office Broker of the Year and describe the broker's involvement in NAIOP Arizona.

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BEST OF NAIOP
Retail Broker of the Year

Purpose

To recognize the broker who has made the most significant contribution to the Arizona retail real estate market between 1/1/20 and 12/31/20.

Qualifying Criteria

- Retail related transactions (e.g. new leases, lease renewals, buildings sold/acquired, vacant land sold/acquired, build-to-suits, and any other retail related transactions). Please note that residential sales shall not be included.
- Total gross commissions earned by the submitting broker for his/her brokerage firm in Arizona between 1/1/20 and 12/31/20 . Gross commissions earned on a transaction shall be limited to the commission amounts actually paid to the submitting broker's firm in Arizona only (e.g. XYZ lease deal is executed and the commission is split between the firm's Phoenix office and Chicago office, only the Phoenix office split can be included in the gross commission number). **Gross commissions are defined as commissions before any splits with the submitting broker's firm.** Gross commissions paid in the calendar year 2020, but earned in 2019 or prior years, shall qualify for submission.
- Submitting broker must be based in Arizona.

Background

Please provide the following:

- Provide broker's background and description of practice;
- Number of years as a retail broker in Arizona;
- Size and composition of team (if applicable); and
- General description and history of the brokerage firm.

Questions

1. **(45 points)** Indicate the total gross commissions earned by the submitting broker for his/her brokerage firm in Arizona. Scenario #1: Submitting broker works without a partner - the submitting broker shall submit his/her total gross commissions earned for the broker's firm. Scenario #2: Submitting broker works with a partner, the submitting broker shall only submit his/her percentage of the total gross commissions earned by the broker partnership for the broker's firm (e.g. \$1,000,000 = gross commissions earned by the Mike/Sharon broker partnership of which Mike is 60% and Sharon is 40%, therefore Mike would only submit \$600,000 dollars as his total gross commissions earned as he is the leader earner of the partnership). Please provide general breakdown for verification. Scenario #3: Submitting broker works with multiple partners, the submitting broker shall submit for himself/herself but may also include the equal partner/s (if applicable) but would only submit the individual percentage of the equal partner/s of the total gross commissions earned by the broker team for the broker's firm (e.g. \$2,000,000 = gross commissions earned by the broker team which John is 30% / Jane is 30% / Joe is 30% / Jake is 10%, therefore John, Jane and Joe could submit together but would only submit \$600,000 dollars as their individual total gross commissions earned as they are the equal leading earners of the team). Please provide general breakdown for verification.
2. **(20 points)** Indicate the broker's total number of retail transactions (include type of transaction, square footage and total value of each transaction). In the event the submitting broker is part of a partnership or team, the submitting broker shall only include transactions in which he/she had active involvement throughout the entire transaction process. Indicate the location where the transaction was procured (e.g. the firm's Chicago office refers XYZ lease deal to the Phoenix office, the place of procurement for the transaction would be the Chicago office). Please provide a list for verification.
3. **(15 points)** Describe the broker's two most significant retail transactions. Explain his/her involvement and describe the dynamics of the transactions.
4. **(20 points)** Explain why the broker should be recognized as Retail Broker of the Year and describe the broker's involvement in NAIOP Arizona.

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**BEST OF NAIOP
Rookie Broker of the Year**

Purpose

To recognize the individual rookie broker who has made the most significant contribution to the Arizona office and/or industrial and/or investment real estate market between 1/1/20 and 12/31/20.

Qualifying Criteria

- Active broker (office, industrial and/or investment) between 6 months and 3 years.
- Office/Industrial/Investment related transactions (e.g. new leases, lease renewals, subleases, buildings sold/acquired, vacant land sold/acquired, build-to-suits, and any other office, industrial and/or investment related transactions). Please note that residential sales shall not be included.
- Total gross commissions earned by the submitting broker for his/her brokerage firm in Arizona between 1/1/20 and 12/31/20 . Gross commissions earned shall be limited to the commission amounts actually paid to the submitting broker's firm in Arizona only (e.g. XYZ lease deal is executed and the commission is split between the firm's Phoenix office and Chicago office, only the Phoenix office split can be included in the gross commission number). **Gross commissions are defined as commissions before any splits with the submitting broker's firm.** Gross commissions paid in the calendar year 2020, but earned in 2019 or prior years, shall qualify for submission.
- Submitting broker must be based in Arizona

Background

Please provide the following:

- Provide broker's background and description of practice;
- Period of time as a broker in Arizona;
- Size and composition of team (if applicable); and
- General description and history of the brokerage firm.

Questions

1. **(45 points)** Indicate the total gross commissions earned for his/her brokerage firm in Arizona. Scenario #1: Submitting broker works without a partner - the submitting broker shall submit his/her total gross commissions earned for the broker's firm. Scenario #2: Submitting broker works with a partner, the submitting broker shall only submit his/her percentage of the total gross commissions earned by the broker partnership for the broker's firm (e.g. \$1,000,000 = gross commissions earned by the Mike & Rookie Broker partnership of which Mike is 80% and the Rookie Broker is 20%, therefore the Rookie Broker would only submit \$200,000 dollars as his/her total gross commissions earned). Please provide general breakdown for verification. Scenario #3: Submitting broker works with multiple partners, the submitting broker shall only submit his/her percentage of the total gross commissions earned by the broker team for the broker's firm (e.g. \$1,000,000 = gross commissions earned by the broker team which Jane is 40% / John is 30% / Rookie Broker is 20% / Jake is 10%, therefore the Rookie Broker would only submit \$200,000 dollars as his/her individual total gross commissions earned). Please provide general breakdown for verification.
2. **(20 points)** Indicate the broker's total number of transactions (include type of transaction, square footage and total value of each transaction). In the event the submitting broker is part of a partnership or team, the submitting broker shall only include transactions in which he/she had involvement throughout the entire transaction process. Briefly explain his/her involvement and role in each transaction. Indicate the location where the transaction was procured (e.g. the firm's Chicago office refers XYZ lease deal to the Phoenix office, the place of procurement would be the Chicago office). Please provide a list for verification.
3. **(15 points)** Describe the broker's two most significant transactions. Explain his/her involvement and describe the dynamics of the transactions.
4. **(20 points)** Explain why the broker should be recognized as Rookie Broker of the Year and describe the broker's involvement in NAIOP Arizona.

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**Best of NAIOP
Tenant Representative Broker of the Year**

Purpose

To recognize the individual tenant representative broker who has made the most significant contribution to the Arizona office and/or industrial real estate market between 1/1/20 and 12/31/20.

Qualifying Criteria

- A broker, whose primary business is to represent tenants/end-users in office and/or industrial real estate transactions, which may consist of (i) leasing, renewals, subleases or any other relevant tenant related transactions and/or (ii) building purchases/sales, vacant land purchases/sales or any other relevant end-user related real estate transactions. Please note that residential sales shall not be included.
- Total gross commissions earned by the submitting broker for his/her brokerage firm in Arizona between 1/1/20 and 12/31/20 . Gross commissions earned shall be limited to the commission amounts actually paid to the submitting broker's firm in Arizona only (e.g. XYZ lease deal is executed and the commission is split between the firm's Phoenix office and Chicago office, only the Phoenix office split can be included in the gross commission number). **Gross commissions are defined as commissions before any splits with the submitting broker's firm.** Gross commissions paid in the calendar year 2020, but earned in 2019 or prior years, shall qualify for submission.
- Submitting broker must be based in Arizona.

Background

Please provide the following:

- Provide broker's background and description of practice;
- Number of years as a tenant representative broker in Arizona;
- Size and composition of team (if applicable); and
- General description and history of the brokerage firm.

Questions

1. **(45 points)** Indicate the total gross commissions earned by the submitting broker for his/her brokerage firm in Arizona. **Scenario #1: Submitting broker works without a partner** - the submitting broker shall submit his/her total gross commissions earned for the broker's firm. **Scenario #2: Submitting broker works with a partner**, the submitting broker shall only submit his/her percentage of the total gross commissions earned by the broker partnership for the broker's firm (e.g. \$1,000,000 = gross commissions earned by the Mike/Sharon broker partnership of which Mike is 60% and Sharon is 40%, therefore Mike would only submit \$600,000 dollars as his total gross commissions earned as he is the leading earner of the partnership). Please provide general breakdown for verification. **Scenario #3: Submitting broker works with multiple partners**, the submitting broker shall submit for himself/herself but may also include the equal partner/s (if applicable) but would only submit the individual percentage of the equal partner/s of the total gross commissions earned by the broker team for the broker's firm (e.g. \$2,000,000 = gross commissions earned by the broker team which John is 30% / Jane is 30% / Joe is 30% / Jake is 10%, therefore John, Jane and Joe could submit together but would only submit \$600,000 dollars as their individual total gross commissions earned as they are the equal leading earners of the team). Please provide general breakdown for verification.
2. **(20 points)** Indicate the broker's total number of tenant representative transactions (include type of transaction, square footage and total value of each transaction). In the event the submitting broker is part of a partnership or team, the submitting broker shall only include transactions where he/she had active involvement throughout the entire transaction process. Indicate the location where the transaction was procured (e.g. if the firm's Chicago office refers XYZ lease deal to the Phoenix office, the place of procurement for the transaction would be the Chicago office). Please provide a list for verification.
3. **(15 points)** Describe the broker's two most significant tenant representative transactions. Explain his/her involvement and describe the dynamics of the transactions.
4. **(20 points)** Explain why the broker should be recognized as Tenant Representative Broker of the Year and describe the broker's involvement in NAIOP Arizona.

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BEST OF NAIOP
Economic Impact Project of the Year

Purpose

To recognize the outstanding project that had the most significant economic impact on Arizona's economy between 1/1/20 and 12/31/20.

Qualifying Criteria

- The project's Permitted Product Types are limited to office, industrial, medical, public, education and mixed-use (the mixed-use project must include at least 35% of any Permitted Product Type or combination of any Permitted Product Type).
- Permitted Submitters are limited to Developer, Master Developer, Land Owner, General Contractor, Architect, Municipality, Tenant or End-User, and Real-Estate Broker. **(The company submitting the nomination must have been actively involved in the project and someone from the company must be a NAIOP member).**
- Certificate of Occupancy no earlier than 1/1/18 (24-month period permitted due to potential lease-up factor).

Background

Please provide the following information:

- Total building RSF;
- Building type (e.g. garden office, high-rise, mid-rise, etc);
- Number of floors;
- Parking ratio per 1,000 RSF;
- Total site area in acreage; and
- Tenant improvement allowance per RSF and lease rate.

Questions

1. **(30 points)** Explain overall impact to Arizona's economy. Provide any details on the impact particulars (e.g. taxes, jobs created directly and indirectly, housing etc).
2. **(20 points)** Describe overall size of the project by including total project square footage under-roof, numbers of floors, parking (include description of parking structure if applicable), size of land site. Include brief description on type of construction for the project (e.g. wood, concrete, steel, etc...).
3. **(20 points)** Describe any state or municipal involvement in winning the project, if applicable, such as subsidies, incentives, assisting in marketing the project etc). Describe the criteria or qualification by which the subsidy and/or incentive was provided. Were there any private-public partnerships created as a result of this project? If so, please describe.
4. **(10 points)** Explain why this project is financially successful considering its deal structure, project costs (e.g. land, building, improvements, financing costs etc) and income/profit.
5. **(10 points)** Describe any innovative features which help this project stand out among competing buildings; identify any unique feature of the building; the particular geographic area in which the building is located; and the development process which was particularly beneficial to the tenant/end user.
6. **(10 points)** Describe any major planning, architectural, construction or governmental challenges and explain how the challenges were overcome.

NAIOP Arizona reserves the right not to accept any application for any reason including conflict or perceived conflict with any of its membership body or other award categories. All applications not accepted will be refunded the application fee.

The company submitting the nomination must have been actively involved in the project and someone from the company submitting must be an active NAIOP member.

BEST OF NAIOP
Industrial Build-to-Suit of the Year

Purpose

To recognize the outstanding industrial build-to-suit which leads its peers in economic success in the market, design quality and innovative solution to development challenges between 1/1/20 and 12/31/20.

Qualifying Criteria

- Certificate of Occupancy between 1/1/20 and 12/31/20.
- Project must have a clear height of at least 24' and/or dock loading areas and majority of build out must be industrial in nature.
- The industrial building must have been designed and built for a single tenant/end-user.

Background

Please provide the following information:

- Total building RSF;
- Building type (e.g. distribution, general industrial, etc)
- Total clear height;
- Parking ratio per 1,000 RSF;
- Total site area in acreage; and
- Tenant improvement allowance per RSF and lease rate.

Questions

1. **(40 points)** Describe overall size of the project by including total building RSF, clear height, parking and size of land site. Include brief description on type of construction for the project (e.g. wood, concrete, steel, etc).
2. **(30 points)** Explain why this project is financially successful considering its deal structure, project costs (e.g. land, building, improvements, financing costs etc) and income/profit. Describe any municipal subsidies or incentives (if applicable).
3. **(15 points)** Describe any innovative features which help this project stand out among competing buildings; Identify any unique feature of the building, particular geographic area in which the building is located or the development process which was particularly beneficial to the tenant/end user.
4. **(15 points)** Describe any major planning, architectural, construction or governmental challenges and explain how the challenges were overcome.

NAIOP Arizona reserves the right not to accept any application for any reason including conflict or perceived conflict with any of its membership body or other award categories. All applications not accepted will be refunded the application fee.

The company submitting the nomination must have been actively involved in the project and someone from the company submitting must be an active NAIOP member.

BEST OF NAIOP
Industrial Tenant Improvement of the Year

Purpose

To recognize the outstanding industrial tenant improvement which leads its peers in construction quality, good design, size, innovative solutions to design challenges, and efficient and effective use of space between 1/1/20 and 12/31/20.

Qualifying Criteria

- Certificate of Occupancy between 1/1/20 and 12/31/20.
- Project must have a clear height of at least 24' and/or dock loading areas and majority of build out must be industrial in nature.
- The Industrial Tenant improvement must have been built for a specific industrial tenant or building owner.

Background

Please provide the following information:

- Total building RSF;
- Building type (e.g. distribution, general industrial);
- Number of floors (if applicable);
- Total tenant improvement SF;
- Tenant improvement business use (e.g. manufacturing, standard warehouse/distribution, etc.); and
- Total Tenant improvement cost per RSF.

Questions

1. **(50 points)** Describe overall size of the tenant improvement in RSF.
2. **(30 points)** Explain why this project is successful for an owner or tenant/end user, considering: construction quality, construction schedule, materials, design (e.g. functionality, innovation, efficiency), marketability, and re-use. Describe any municipal incentives (if applicable)
3. **(20 points)** Describe any major planning, architectural, construction or governmental challenges and explain how the challenges were overcome.

NAIOP Arizona reserves the right not to accept any application for any reason including conflict or perceived conflict with any of its membership body or other award categories. All applications not accepted will be refunded the application fee.

The company submitting the nomination must have been actively involved in the project and someone from the company submitting must be an active NAIOP member.

**BEST OF NAIOP
Medical Office Project of the Year**

Purpose

To recognize the outstanding medical office project which leads its peers in economic success in the market, design quality and innovative solutions to development challenges between 1/1/20 and 12/31/20.

Qualifying Criteria

- Certificate of Occupancy no earlier than 1/1/18 (24-month period permitted due to potential lease-up factor).
- Project must be designed for general medical user (e.g. general practice, clinics, R & D and/or other related medical uses).

Background

Please provide the following information:

- Total building RSF;
- Building type (e.g. garden office, high-rise, mid-rise);
- Number of floors;
- Parking ratio per 1,000 RSF;
- Total site area in acreage; and
- Tenant improvement allowance per RSF and lease rate.

Questions

1. **(40 points)** Describe overall size of the project by including total building RSF, number of floors, parking (include description of parking structure if applicable), and size of land site. Include brief description on type of construction for the project (e.g. wood, concrete, steel, etc).
2. **(30 points)** Explain why this project is financially successful considering lease-up duration, project costs (e.g. land, building, improvements, financing costs etc) lease rates, lease term and tenant credit etc. Describe any municipal subsidies or incentives (if applicable). Please provide spreadsheet detailing project's lease commitments.
3. **(15 points)** Describe any innovative features which help this project stand out among competing buildings; identify any unique feature of the building; the particular geographic area in which the building is located; and the development process which was particularly beneficial to the tenant/end user.
4. **(15 points)** Describe any major planning, architectural, construction or governmental challenges and explain how the challenges were overcome.

NAIOP Arizona reserves the right not to accept any application for any reason including conflict or perceived conflict with any of its membership body or other award categories. All applications not accepted will be refunded the application fee.

The company submitting the nomination must have been actively involved in the project and someone from the company submitting must be an active NAIOP member.

**BEST OF NAIOP
Mixed-Use Project of the Year**

Purpose

To recognize the outstanding mixed-use project which leads its peers in integrating various development product types, economic success in the market, design quality and innovative solutions to mixed-use development challenges between 1/1/20 and 12/31/20.

Qualifying Criteria

- Certificate of Occupancy no earlier than 1/1/18 (24-month period permitted due to potential lease-up factor).
- Integration of office and/or industrial uses within a single building or site with at least one (1) other development product type which may include retail, hospitality, residential, medical, education or other relevant product type.
- No single product type should more than 85% of the aggregate square footage

Background

Please provide the following information:

- Total Project RSF (include breakdown for each product type);
- List of the different product types;
- Number of floors for each product type;
- Site Plan;
- Parking ratio per 1,000 RSF for each product type;
- Tenant improvement allowance per RSF for each product type and lease rate; and
- Total site area in acreage.

Questions

1. **(40 points)** Describe overall size of the project by including total building RSF, number of floors, parking (include description of parking structure if applicable), and size of land site. Include brief description on type of construction for the project (e.g. wood, concrete, steel, etc).
2. **(30 points)** Explain why this project is financially successful considering lease-up duration, project costs (e.g. land, building, improvements, financing costs etc) lease rates, lease term and tenant credit etc. Describe any municipal subsidies or incentives (if applicable). Please provide spreadsheet detailing project's lease commitments.
3. **(15 points)** Describe any innovative features which help this project stand out among competing buildings; identify any unique feature of the building; the particular geographic area in which the building is located; and the development process which was particularly beneficial to the tenant/end user.
4. **(15 points)** Describe any major planning, architectural, construction or governmental challenges and explain how the challenges were overcome.

NAIOP Arizona reserves the right not to accept any application for any reason including conflict or perceived conflict with any of its membership body or other award categories. All applications not accepted will be refunded the application fee.

The company submitting the nomination must have been actively involved in the project and someone from the company submitting must be an active NAIOP member.

BEST OF NAIOP
Office Build-to-Suit of the Year

Purpose

To recognize the outstanding office build-to-suit which leads its peers in economic success in the market, design quality and innovative solution to development challenges between 1/1/20 and 12/31/20.

Qualifying Criteria

- Certificate of Occupancy between 1/1/20 and 12/31/20.
- Project must be designed for class A, B or C office users and majority of build-out must be office in nature.
- The office building must have been designed and built for a single tenant/end-user.

Background

Please provide the following information:

- Total building RSF;
- Building type (e.g. garden office, high-rise, mid-rise);
- Number of floors;
- Parking ratio per 1,000 RSF;
- Total site area in acreage; and
- Tenant improvement allowance per RSF and lease rate.

Questions

1. **(40 points)** Describe overall size of the project by including total building RSF, number of floors, parking (include description of parking structure if applicable), and size of land site. Include brief description on type of construction for the project (e.g. wood, concrete, steel, etc).
2. **(30 points)** Explain why this project is financially successful considering its deal structure, project costs (e.g. land, building, improvements, financing costs etc) and income/profit. Describe any municipal subsidies or incentives (if applicable).
3. **(15 points)** Describe any innovative features which help this project stand out among competing buildings; Identify any unique feature of the building, particular geographic area in which the building is located or the development process which was particularly beneficial to the tenant/end user.
4. **(15 points)** Describe any major planning, architectural, construction or governmental challenges and explain how the challenges were overcome.

NAIOP Arizona reserves the right not to accept any application for any reason including conflict or perceived conflict with any of its membership body or other award categories. All applications not accepted will be refunded the application fee.

The company submitting the nomination must have been actively involved in the project and someone from the company submitting must be an active NAIOP member.

BEST OF NAIOP
Office Tenant Improvement of the Year

Purpose

To recognize the outstanding office or medical office tenant improvement which leads its peers in construction quality, good design, size, innovative solutions to design challenges, and efficient and effective use of space between 1/1/20 and 12/31/20.

Qualifying Criteria

- Certificate of Occupancy between 1/1/20 and 12/31/20.
- Project must be designed for class A, B or C office users and majority of build-out must be office in nature.
- The tenant improvement must have been built for a specific tenant or building owner.

Background

Please provide the following information:

- Total building RSF;
- Building type (e.g. garden office, high-rise, mid-rise, etc);
- Number of floors (if applicable);
- Total Tenant Improvement SF;
- Tenant improvement business use (e.g. law firm, architect); and
- Total Tenant improvement cost per RSF.

Questions

1. **(50 points)** Describe overall size of the tenant improvement in RSF.
2. **(30 points)** Explain why this project is successful for an owner or tenant/end user, considering: construction quality, construction schedule, materials, design (e.g. functionality, innovation, efficiency), marketability, and re-use. Describe any municipal incentives (if applicable)
3. **(20 points)** Describe any major planning, architectural, construction or governmental challenges and explain how the challenges were overcome.

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The company submitting the nomination must have been actively involved in the project and someone from the company submitting must be an active NAIOP member.

**BEST OF NAIOP
Redevelopment Project of the Year**

Purpose

To recognize the outstanding office, industrial, retail redevelopment adaptive/re-use and/or repositioning project which demonstrates economic success in the market, design quality and innovative solutions to development challenges between 1/1/20 and 12/31/20.

Qualifying Criteria

- Certificate of Occupancy no earlier than 1/1/18 (24-month period permitted due to potential lease-up factor).
- Project can either be a building repositioning, re-use project or land-use conversion project.
- Project must have undergone major structural, aesthetic, and/or building use changes.

Background

Please provide the following information before and after the innovation:

- Previous land/building use;
- Building type (e.g. high-rise, mid-rise, warehouse, retail facility);
- Total building RSF;
- Number of floors;
- Parking ratio per 1,000 RSF;
- Tenant improvement allowance per RSF and lease rate; and
- Total site area in acreage.

Questions

1. **(20 points)** Describe overall size of the project by including total building RSF, number of floors, parking (include description of parking structure if applicable), and size of land site. Include brief description on type of construction for the project (e.g. wood, concrete, steel, etc...).
2. **(20 points)** Explain why this project is financially successful considering lease-up duration, project costs (e.g. land, building, improvements, financing costs, etc) lease rates, lease term and tenant credit etc. Describe any municipal subsidies or incentives (if applicable). Please provide spreadsheet detailing project's lease commitments.
3. **(30 points)** Describe any innovative features which help this project stand out among competing buildings; Identify any unique feature of the building, particular geographic area in which the building is located or the development process which was particularly beneficial to the tenant/end user.
4. **(30 points)** Describe any major planning, architectural, construction or governmental challenges and explain how the challenges were overcome.

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**BEST OF NAIOP
Retail Project of the Year**

Purpose

To recognize the outstanding retail project which demonstrates economic success in the market, design quality and innovative solutions to development challenges between 1/1/20 and 12/31/20.

Qualifying Criteria

- Certificate of Occupancy no earlier than 1/1/18 (24-month period permitted due to potential lease-up factor).
- Project must be designed as a retail project (e.g. single retail tenant, grocery/neighborhood center, community center, power center, or high-end/lifestyle).

Background

Please provide the following information:

- Total building RSF;
- Building type and use (e.g. restaurant, inline shop space, big box, entertainment, lifestyle);
- Parking ratio per 1,000 RSF;
- Tenant improvement allowance per RSF and lease rate; and
- Total site area in acreage.

Questions

1. **(40 points)** Describe overall design and size of the project by including total building RSF, number of floors (if applicable), parking (include description of parking structure if applicable), and size of land site. Include brief description on type of construction for the project (e.g. wood, concrete, steel, etc...).
2. **(30 points)** Explain why this project is financially successful taking into account lease-up duration, project costs (e.g. land, building, improvements, financing costs, etc) lease rates, lease term, tenant credit and tenant type, etc. Describe any municipal subsidies or incentives (if applicable). Please provide spreadsheet detailing project's lease/user commitments.
3. **(15 points)** Describe any features which help this project stand out among competing buildings; Identify any unique features of the building which was particularly beneficial to the tenant/end user; the particular geographic area in which the building is located; and the development process which was particularly beneficial to the tenant/end user.
4. **(15 points)** Describe any major planning, architectural, construction or governmental challenges and explain how the challenges were overcome.

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BEST OF NAIOP
Spec Industrial Project of the Year

Purpose

To recognize the outstanding industrial project which leads its peers in economic success in the market, design quality and innovative solution to development challenges between 1/1/20 and 12/31/20.

Qualifying Criteria

- Certificate of Occupancy no earlier than 1/1/18 (24-month period permitted due to potential lease-up factor).
- Project must have a clear height of at least 24' and/or dock loading areas and majority of build out must be industrial in nature.
- The industrial building must be speculative, without leases in place or significantly in process prior to breaking ground.

Background

Please provide the following information:

- Total building RSF;
- Building type (e.g. warehouse, distribution facility);
- Number of floors;
- Parking ratio per 1,000 RSF;
- Total site area in acreage; and
- Tenant improvement allowance per RSF and lease rate.

Questions

1. **(40 points)** Describe overall size of the project by including total building RSF, number of floors, parking (include description of parking structure if applicable), and size of land site. Include brief description on type of construction for the project (e.g. wood, concrete, steel, etc).
2. **(30 points)** Explain why this project is financially successful considering lease-up duration, project costs (e.g. land, building, improvements, financing costs, etc) lease rates, lease term and tenant credit etc. Describe any municipal subsidies or incentives (if applicable). Please provide spreadsheet detailing project's lease commitments.
3. **(15 points)** Describe any innovative features which help this project stand out among competing buildings; Identify any unique feature of the building, particular geographic area in which the building is located or the development process which was particularly beneficial to the tenant/end user.
4. **(15 points)** Describe any major planning, architectural, construction or governmental challenges and explain how the challenges were overcome.

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**BEST OF NAIOP
Spec Office Project of the Year**

Purpose

To recognize the outstanding office project which leads its peers in economic success in the market, design quality and innovative solution to development challenges between 1/1/20 and 12/31/20.

Qualifying Criteria

- Certificate of Occupancy no earlier than 1/1/18 (24-month period permitted due to potential lease-up factor).
- Project must be designed for office users and majority of build-out must be office in nature.
- The office building must be speculative, without leases in place or significantly in process prior to breaking ground.

Background

Please provide the following information:

- Total building RSF;
- Building type (e.g. garden office, high-rise, mid-rise);
- Number of floors;
- Parking ratio per 1,000 RSF;
- Total site area in acreage; and
- Tenant improvement allowance per RSF and lease rate.

Questions

1. **(40 points)** Describe overall size of the project by including total building RSF, number of floors, parking (include description of parking structure if applicable), and size of land site. Include brief description on type of construction for the project (e.g. wood, concrete, steel, etc).
2. **(30 points)** Explain why this project is financially successful considering lease-up duration, project costs (e.g. land, building, improvements, financing costs etc) lease rates, lease term and tenant credit etc. Describe any municipal subsidies or incentives (if applicable). Please provide spreadsheet detailing project's lease commitments.
3. **(15 points)** Describe any innovative features which help this project stand out among competing buildings; Identify any unique feature of the building, particular geographic area in which the building is located or the development process which was particularly beneficial to the tenant/end user.
4. **(15 points)** Describe any major planning, architectural, construction or governmental challenges and explain how the challenges were overcome.

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**BEST OF NAIOP
Sustainable Project of the Year**

Purpose

To recognize the outstanding office and/or industrial sustainable project which leads its peers in sustainability and economic success in the market between 1/1/20 and 12/31/20.

Qualifying Criteria

- Certificate of Occupancy no earlier than 1/1/18 (24-month period permitted due to potential lease-up factor).
- Building must demonstrate it possess sustainable attributes (e.g. sustainable materials, systems, practices, operating policies etc.).
- Project may be a building or tenant improvement.

Background

Please provide the following information:

- Total building RSF;
- Building type (e.g. high-rise, mid-rise, distribution facility);
- Number of floors;
- Parking ratio per 1,000 RSF;
- Total site area in acreage; and
- Tenant improvement allowance per RSF and lease rate.

Questions

1. **(30 points)** Describe overall design and size of the project by including total building RSF, number of floors, parking (include description of parking structure if applicable), and size of land site. Include brief description on type of construction for the project (e.g. wood, concrete, steel, etc...).
2. **(30 points)** Describe the sustainable attributes of the project (e.g. utilizing low environmental impact materials, solar panels, elements of shading to reduce solar gain, high-efficiency systems etc.) and the associated advantages.
3. **(20 points)** Explain why this project is financially successful taking into account its deal structure, project costs (e.g. land, building, improvements, financing costs etc) and income/profit. Describe any municipal subsidies or incentives (if applicable). Please provide spreadsheet detailing project's lease/user commitments.
4. **(10 points)** Describe any innovative features which help this project stand out among competing sustainable buildings. State any particular level of LEED or other certifications achieved and explain the reasons for wanting to build to the certification level (if applicable).
5. **(10 points)** Describe any major planning, architectural, construction or governmental challenges and explain how the challenges were overcome.

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**BEST OF NAIOP
Transaction of the Year**

Purpose

To recognize the office or industrial transaction which leads other transactions in financial success for the Arizona market during the period of 1/1/20 and 12/31/20.

Qualifying Criteria

- Office or Industrial Transaction completed between 1/1/20 and 12/31/20.
- Lease, Lease Renewal, Sub-Lease, Building Sale, Vacant Land Sale, Portfolio Sale, Build-to-Suit, Financing and any other office or industrial real estate related transaction.

Background

Please provide the following information:

- Transaction type;
- Size in SF;
- Dollar value; and
- Number of companies involved in the transaction and what role they played.

Questions

1. **(45 points)** Describe overall size of the transaction and explain the transaction with its key components.
2. **(35 points)** Describe the circumstances surrounding the transaction and the conditions which helped it stand out among other transactions which could include particular motivations of any parties involved, market conditions, time periods, scope and complexity of circumstances (if applicable, two photos may be included, printed and on CD or Flash Drive).
3. **(20 points)** Explain any major transaction challenges and how they were overcome.

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