



Annual Awards Gala

Overview of Award Categories and Application Process

Industrial (Award Sponsor #1)

Leasing Broker of the Year

- Top 3 Industrial Leasing Brokers of the Year (Recognized in alphabetical order)
 - o Top Leasing Broker of the Year (Receives Award)

Sales Broker of the Year

- Top 3 Industrial Sales Brokers of the Year (Recognized in alphabetical order)
 - o Top Sales Broker of the Year (Receives Award)

Industrial Development of the Year

- o Recognition of up to 3 additional meaningful projects per category. Top Development of the Year to receive award.
 - o Must have received CO in 2019
 - o Ranked from Top to Bottom per voting member and the lowest score wins
 - o Voted by Judges Panel Committee
 - o 2019 Chapter President's vote breaks a tie

Industrial Deal of the Year

- o Recognition of Developer, Landlord, Tenant, Equity Partners, Lender, Debt Broker, Landlord Agent, Tenant Agent, Architect, Engineer, General Contractor, and/or municipality.
- o Recognition of up to 3 Deals. Top Deal of the Year to receive award.
 - o Must have transacted in 2019
 - o Criteria for Judges:
 1. Value of the transaction
 2. Size/square footage
 3. Impact/importance
 - o Voted by Judges Panel Committee
 - o 2019 Chapter President's vote breaks a tie

Office (Award Sponsor #2)

Leasing Broker of the Year

- Top 3 Office Leasing Brokers of the Year (Recognized in alphabetical order)
 - o Top Leasing Broker of the Year (Receives Award)

Sales Broker of the Year

- Top 3 Office Sales Brokers of the Year (Recognized in alphabetical order)
 - o Top Sales Broker of the Year (Receives Award)

Office Development of the Year

- o Recognition of up to 3 additional meaningful projects per category. Top Development of the Year to receive award.
 - o Must have received CO in 2019
 - o Ranked from Top to Bottom per voting member and the lowest score wins
 - o Voted by Judges Panel Committee
 - o 2019 Chapter President's vote breaks a tie

Office Deal of the Year

- o Recognition of up to 3 Deals. Top Deal of the Year to receive award.
- o Recognition of Developer, Landlord, Tenant, Equity Partners, Lender, Debt Broker, Landlord Agent, Tenant Agent, Architect, Engineer, General Contractor, and/or municipality.
 - o Must have transacted in 2019
 - o Criteria for Judges:
 1. Value of the transaction
 2. Size/square footage
 3. Impact/importance
 - o Voted by Judges Panel Committee
 - o 2019 Chapter President's vote breaks a tie

Retail (Award Sponsor #3)

Leasing Broker of the Year

- Top 3 Retail Leasing Brokers of the Year (Recognized in alphabetical order)
 - o Top Leasing Broker of the Year (Receives Award)

Sales Broker of the Year

- Top 3 Retail Sales Brokers of the Year (Recognized in alphabetical order)
 - o Top Sales Broker of the Year (Receives Award)

Retail Development of the Year

- o Recognition of up to 3 additional meaningful projects per category. Top Development of the Year to receive award.
 - o Must have received CO in 2019
 - o Ranked from Top to Bottom per voting member and the lowest score wins
 - o Voted by Judges Panel Committee
 - o 2019 Chapter President's vote breaks a tie

Retail Deal of the Year

- o Recognition of up to 3 Deals. Top Deal of the Year to receive award.
- o Recognition of Developer, Landlord, Tenant, Equity Partners, Lender, Debt Broker, Landlord Agent, Tenant Agent, Architect, Engineer, General Contractor, and/or municipality.
 - o Must have transacted in 2019
 - o Criteria for Judges:
 1. Value of the transaction
 2. Size/square footage
 3. Impact/importance
 - o Voted by Judges Panel Committee
 - o 2019 Chapter President's vote breaks a tie

Multifamily (Award Sponsor #4)

Broker of the Year

- Top 5 Multifamily Brokers of the Year (Recognized in alphabetical order)
 - o Top Sales Broker of the Year (Receives Award)

Multifamily Development of the Year

- o Recognition of up to 3 additional meaningful projects per category. Top Development of the Year to receive award.
 - o Must have received CO in 2019
 - o Ranked from Top to Bottom per voting member and the lowest score wins
 - o Voted by Judges Panel Committee
 - o 2019 Chapter President's vote breaks a tie

Multifamily Deal of the Year

- o Recognition of up to 3 Deals. Top Deal of the Year to receive award.
- o Recognition of Developer, Landlord, Tenant, Equity Partners, Lender, Debt Broker, Landlord Agent, Tenant Agent, Architect, Engineer, General Contractor, and/or municipality.
 - o Must have transacted in 2019
 - o Criteria for Judges:
 1. Value of the transaction
 2. Size/square footage
 3. Impact/importance
 - o Voted by Judges Panel Committee
 - o 2019 Chapter President's vote breaks a tie

Land (Award Sponsor #5)

Broker of the Year

Top 5 Land Brokers of the Year (Recognized in alphabetical order)

- o Top Sales Broker of the Year (Receives Award)

Land Deal of the Year

o Recognition of up to 3 Deals. Top Deal of the Year to receive award.

o Recognition of Developer, Landlord, Tenant, Equity Partners, Lender, Debt Broker, Landlord Agent, Tenant Agent, Architect, Engineer, General Contractor, and municipality.

- o Must have transacted in 2019

- o Criteria for Judges:

1. Value of the transaction
2. Size/square footage
3. Impact/importance

- o Voted by Judges Panel Committee

- o 2019 Chapter President's vote breaks a tie

Financing Broker of the Year (Award Sponsor #6)

Top 5 Financing Brokers of the Year (Recognized in alphabetical order)

- o Top Broker of the Year (Receives Award)

Developing Leader of the Year (Award Sponsor #7)

Top 5 Developing Leaders of the Year (Recognized in alphabetical order)

- o Must be a member of NAIOP CFL's DL to qualify

- o Top Developing Leader of the Year (Receives Award)

Additional Awards:

Lifetime Achievement Award

Developer of the Year Award

Detailed Outline/Overview

- Brokerage Firm to submit qualified list of Brokers that reside in the Central Florida Region.
- Brokerage Firm making submission must have an office in the Central Florida Region.
- Submission to be shared directly with Auditing Firm who will compile the results and summarize the award recognition and Top 10 per category (in alphabetical order) and highlight the winning Broker/Firm ONLY to NAIOP CFL. Auditing Firm will not share any financial information with any other party outside of Auditing Firm.
- Auditing Firm may reach out to Brokerage Firm to discuss/audit results on an as needed basis.
- Submission to list Broker Name, Broker Company, Gross Commissions and allocation of Gross Commissions into Categories (Office/Retail/Industrial/Multi-Family/Financing) and Subcategories (Leasing/Sales/Financing). Brokerage Firms may elect to provide a detailed breakdown listing all transactions or elect to submit a summary report per Broker.

Central Florida Region

- Seminole, Lake, Osceola, Orange, Brevard, Volusia, and Polk Counties.

Gross Commissions

- Gross Commissions allocated to said Broker (after split with other Brokers in the transaction)
- Gross Commissions must be paid in calendar year 2019
- Gross Commissions includes all commissions earned – regardless of geographical location of transaction.

Auditing Firm

- NAIOP CFL has elected Withum to collect submissions for 2019 awards tabulation.
- Deliverable from Withum to NAIOP CFL will not include any financial information thus retaining 100% confidentiality of sensitive financial information.
- All information submitted to Auditing Firm will remain strictly confidential and Brokerage Firm may request that Auditing Firm execute a confidential agreement separately with Brokerage Firm.

Submission Timing and Additional Requirements

- Report Submissions must be comprehensively submitted by January 31, 2020 to be considered.
- If Brokerage Firm does not submit Brokers for consideration with complete supporting documentation the Broker cannot and will not be considered for an award or recognition
- The 2019 Gala will include all Brokers in the Central Florida Region.

Application Fee

There will be a \$250.00 Application fee per Brokerage Firm to submit Brokers from their company. The payment of this application fee must be made to NAIOP CFL directly and separately from the submission of the 2019 results to Withum. Results will not be included in the tabulation of the award winners if application fee has not been paid.