



Nomination Questions

Developer of the Year

The Developer of the Year award recognizes a company in the commercial real estate arena that has made a significant contribution to a successful development project or projects in 2023 in a manner that makes them stand out among their peers. This award seeks to honor a special achievement or a pattern of noteworthy achievements worthy of the respect of industry peers. Judges will evaluate aspects such as, but not limited to, project(s) volume and complexity, risk factor(s), contribution to community and/or industry, setting of new industry standards, and overall quality. Nominations for Developer of the Year can include up to three projects. Firms are eligible to win Developer of the Year twice during a five-year period.

- Creative Brief: Why is this commercial development company deserving of NAIOP SoCal's Developer of the Year award?
- Project Significance: Explain the company's most significant project(s) (up to (3) three) and the reason(s) they deserve to be recognized. Highlight any industry-leading features or elements for consideration.
- Development Volume: What is the company's total commercial real estate square footage developed in Southern California? Developed world-wide? Provide a detailed list for verification that highlights project name, client, location, size and type.
- ESG and Sustainability: Detail the company's incorporation of sustainable design, innovative technology, building wellness and resiliency, as they apply to the development and building operations.
- ROI: What are the company's strategies for return on investment, economic sustainability, and overall success of the development(s)?
- Challenges: Detail the company's process for navigating economic challenges, community demands, environmental conditions, and Diversity, Equity, Inclusion and Accessibility (DEIA) initiatives.
- Involvement: Please describe the company's involvement in NAIOP SoCal and other community organizations.

Broker of the Year

The Broker of the Year award recognizes an individual broker or brokerage team who made an impact in 2023 significant enough to make them stand out among their peers. The Broker of the Year will be awarded based on the broker's impact in the commercial real estate industry, their contributions outside of real estate, and the value they bring to their clients.

- Creative Brief: Why does this broker/brokerage team deserve to be recognized as NAIOP's Broker of the Year?
- Transaction Volume: List the broker's/brokerage team's total number of transactions and total aggregate consideration. Please provide a breakdown by transaction type (i.e. building sales, land sales, leases, etc.) that includes square footages.
- Significant Projects: Describe the broker's/brokerage's team's two (2) most impactful transactions and explain why they support the broker/brokerage team being recognized.
- Giving Back: Describe the broker's/brokerage team's Corporate Social Responsibility (CSR) activities, volunteering and mentoring of other brokers.
- Involvement: List the name(s) of the broker/brokerage team members who were NAIOP members in 2023 and describe their involvement (i.e. committee involvement, volunteering and/or attendance at events, etc.). Describe how the brokerage firm promotes NAIOP SoCal within its own organization. Additionally, please describe the broker's/brokerage team's involvement in other community or nonprofit organizations.



Nomination Questions

Deal of the Year

The Deal of the Year award recognizes a real estate transaction where the project team demonstrated innovation and creativity in addressing items important to the successful completion of a transaction or project. Judges will evaluate aspects such as, but not limited to, financial impacts, partnering and schedule complexities, and overall risk and reward.

- Creative Brief: Explain why this deal should be recognized as NAIOP SoCal's Deal of the Year. The size of the deal is not as important as its creativity, complexity, and impact on the community.
- Economic Impact: What is the economic impact of the deal?
- Complexity: What contributes to the complexity of the deal?
- Innovation: Describe the creativity and innovation of the deal that makes it unique.
- ESG: What are the deal's impacts on the environment, sustainability initiatives, and surrounding community?

Service Provide of the Year

The Service Provider of the Year award recognizes a NAIOP SoCal service provider (non-broker) who made a significant impact in 2023 in a manner that makes them stand out among their peers. The Service Provider of the Year will be awarded based on their impact in the commercial real estate industry, their contributions outside of real estate and their exceptional customer service. Eligible service providers include, but are not limited to: Architectural Firms, General Contractors, Financial Services Providers, Law Firms, Title Companies, etc. Brokers are excluded from this Category.

- Creative Brief: Explain why the firm should be recognized as NAIOP SoCal Service Provider of the Year.
- CRE Impact: Describe how the firm made a positive impact on Southern California's commercial real estate market in 2023 and why it should be recognized for doing so.
- World Impact: Describe how the firm has made a positive impact outside of the commercial real estate industry and why it should be recognized for this work.
- Involvement: Describe the contributions the firm made to NAIOP SoCal in 2023 including engagement on Committees, attending events, volunteering for events or programs and sponsorship. Also, please include how many total active members you had between 1/1/23 and 12/31/23.

Multi-Family Project of the Year

The Multi-Family Development of the Year award recognizes a new residential community that excels in service both to the residents and community. This award category recognizes a multi-family project that exhibits a development team's commitment to an outstanding quality product, success in the marketplace, and uniqueness in design of a project. Judges will evaluate aspects such as, but not limited to, project concept and design, tenant benefits, amenities, accomplishment of overall development goals, sustainability, degree of difficulty, and innovation.

- Creative Brief: Why does this project deserve to win the Multi-Family Project of the Year award?
- Project Size: What is the overall project size? List the total building square footage, number of floors, amount of parking (including a description of a parking structure if applicable), and size of the overall site. Include a brief description of the type of construction (e.g. wood, concrete, steel) and if there were any unique elements considered during the construction process.
- Challenges: Describe any major planning, architectural, construction, government or community challenges and how they were successfully addressed.
- Innovation: Describe innovative features that make the project unique. Identify any unique features of the building which were beneficial to the tenant/end user; the geographic area in which the building is located; and/or the development process which were beneficial to the tenant/end-user.
- Results: 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. Describe any government subsidies or incentives (if applicable) and details regarding the project's leasing commitments.



Nomination Questions

Community Impact Project of the Year

The Community Impact Project of the Year award recognizes a project that made a significant impact on and in the community it serves with exemplary design, construction, and development excellence while creating lasting and positive social, economic and environmental impacts. Judges will evaluate elements such as, but not limited to, the significance of the short-term and projected long-term impacts on the community including jobs, social benefits, and environmental and physical amenities.

- Creative Brief: Why does this project deserve to win the Community Impact Project of the Year award?
- Economic Impact: Describe the economic benefits of the project. Provide any details on tax revenues for the local government, jobs supported/created, etc.
- Community Benefit: Describe the attributes of the project that provide benefits to the community and/or advance quality of life (i.e. maintaining historic identity, infrastructure/road improvements, etc.).
- Project Size: What is the overall project size? List the total building square footage, number of floors, amount of parking (including a description of a parking structure if applicable), and size of the overall site. Include a brief description of the type of construction (e.g. wood, concrete, steel) and if there were any unique elements considered during the construction process.
- Challenges: Describe any major planning, architectural, construction, government or community challenges and how they were successfully addressed.
- Innovation: Describe innovative features that make the project unique. Identify any unique features of the building which were beneficial to the tenant/end user; the geographic area in which the building is located; and/or the development process which were beneficial to the tenant/end-user.
- Results: Explain why this project is financially successful. Describe any government subsidies or incentives (if applicable) and any details regarding the project's lease/user commitments.

Industrial Project of the Year

The Industrial Project of the Year award recognizes an industrial project that exhibits a development team's commitment to an outstanding quality product, success in the marketplace, and uniqueness in design of a project. Judges will evaluate aspects such as, but not limited to, project concept and design, tenant benefits, amenities, accomplishment of overall development goals, sustainability, degree of difficulty, and innovation.

- Creative Brief: Why does this project deserve to win the Industrial Project of the Year award?
- Project Size: What is the overall project size? List the total building square footage, number of floors, amount of parking (including a description of a parking structure if applicable), and size of the overall site. Include a brief description of the type of construction (e.g. wood, concrete, steel) and if there were any unique elements considered during the construction process.
- Challenges: Describe any major planning, architectural, construction, government or community challenges and how they were successfully addressed.
- Innovation: Describe innovative features that make the project unique. Identify any unique features of the building which were beneficial to the tenant/end user; the geographic area in which the building is located; and/or the development process which were beneficial to the tenant/end-user.
- Results: 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. Describe any government subsidies or incentives (if applicable) and details regarding the project's leasing commitments.



Nomination Questions

Office Project of the Year

The Office Project of the Year award recognizes an office project that exhibits a team's commitment to an outstanding quality product, success in the marketplace, and uniqueness in design. Judges will evaluate aspects such as, but not limited to, project concept and design, tenant benefits including health and wellness, amenities, accomplishment of overall development goals, sustainability, degree of difficulty, and innovation.

- Creative Brief: Why does this project deserve to win the Office Project of the Year award?
- Project Size: What is the overall project size? List the total building square footage, number of floors, amount of parking (including a description of a parking structure if applicable), and size of the overall site. Include a brief description of the type of construction (e.g. wood, concrete, steel) and if there were any unique elements considered during the construction process.
- Challenges: Describe any major planning, architectural, construction, government or community challenges and how they were successfully addressed.
- Innovation: Describe innovative features that make the project unique. Identify any unique features of the building which were beneficial to the tenant/end user; the geographic area in which the building is located; and/or the development process which were beneficial to the tenant/end-user.
- Results: 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. Describe any government subsidies or incentives (if applicable) and details regarding the project's leasing commitments.

Mixed-Use/Retail Project of the Year

The Mixed-Use/Retail Project of the Year award recognizes a retail or mixed-use project that exhibits a team's commitment to an outstanding quality product, success in the marketplace, and uniqueness in design. Judges will evaluate aspects such as, but not limited to, project concept and design, tenant benefits, amenities, accomplishment of overall development goals, sustainability, degree of difficulty, and innovation.

- Creative Brief: Why does this project deserve to win the Mixed-Use/Retail Project of the Year award?
- Project Size: What is the overall project size? List the total building square footage, number of floors, amount of parking (including a description of a parking structure if applicable), and size of the overall site. Include a brief description of the type of construction (e.g. wood, concrete, steel) and if there were any unique elements considered during the construction process.
- Challenges: Describe any major planning, architectural, construction, government or community challenges and how they were successfully addressed.
- Innovation: Describe innovative features that make the project unique. Identify any unique features of the building which were beneficial to the tenant/end user; the geographic area in which the building is located; and/or the development process which were beneficial to the tenant/end-user.
- Results: 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. Describe any government subsidies or incentives (if applicable) and details regarding the project's leasing commitments.

Interior Project of the Year

The Interior Project of the Year award recognizes an interior development project that exhibits the team's commitment to an outstanding quality product, success in the marketplace, tenant appreciation, and uniqueness in design of a project. Judges will evaluate aspects such as, but not limited to, project concept and design, tenant benefits, amenities, accomplishment of overall development goals, sustainability, degree of difficulty, and innovation.

- Describe the interior project completed 1/1/23 and 12/31/23 and explain why it was successful.
- Describe the project's square footage under construction in 2023.
- Describe why you think this project should be Interior Development of the Year? Please include project partners including architectural firms, general contractors, etc.
- Describe the projects partners' involvement in NAIOP SoCal in 2023?



Nomination Questions

Redevelopment/Renovation of the Year

The Redevelopment/Renovation of the Year award recognizes a redevelopment/renovation project that exhibits a team's commitment to an outstanding quality product, success in the marketplace, and uniqueness in design. Judges will evaluate aspects such as, but not limited to, project concept and design, tenant benefits, amenities, resources, accomplishment of overall development goals, sustainability, degree of difficulty, and innovation.

- Creative Brief: Why does this project deserve to win the Mixed-Use/Retail Project of the Year award?
- Project Size: What is the overall project size? List the total building square footage, number of floors, amount of parking (including a description of a parking structure if applicable), and size of the overall site. Include a brief description of the type of construction (e.g. wood, concrete, steel) and if there were any unique elements considered during the construction process.
- Challenges: Describe any major planning, architectural, construction, government or community challenges and how they were successfully addressed.
- Innovation: Describe innovative features that make the project unique. Identify any unique features of the building which were beneficial to the tenant/end user; the geographic area in which the building is located; and/or the development process which were beneficial to the tenant/end-user.
- Results: 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. Describe any government subsidies or incentives (if applicable) and details regarding the project's leasing commitments.

Sustainable Project of the Year

The Sustainable Project of the Year award recognizes a project that exemplifies design, construction, and development excellence while creating lasting and positive social, economic and environmental impacts. Projects will be evaluated on their: (1) conservation of ecology, energy and finite resources (environmental impact); (2) contribution to the health and wellness of community, inside and outside the building; (3) promotion of social equity at a local and regional level (social impact); (4) cost effectiveness, economic vitality and contribution to local and regional economic development (economic impact); and (5) innovation and exploration to solve a problem, initiate positive change or advance industry best practices (initiation/innovation).

- Creative Brief: Why does this project deserve to win the Sustainable Project of the Year award?
- Project Size: What is the overall project size? List the total building square footage, number of floors, amount of parking (including a description of a parking structure if applicable), and size of the overall site. Include a brief description of the type of construction (e.g. wood, concrete, steel) and if there were any unique elements considered during the construction process.
- Sustainability: List the sustainable attributes of the project (e.g. using low environmental impact materials, solar panels, zero emission charging infrastructure, acquiring zero emission vehicles, etc.). Describe the specific innovative features that make the project stand out among other sustainable buildings. Include any level of BREEAM, Fit Well, Green Globes, LBC, LEED, Passive House, WELL, or other certifications.
- Challenges: Describe any major planning, architectural, construction, government or community challenges and how they were successfully addressed.
- Innovation: Identify any unique features of the building which were beneficial to the tenant/end user; the geographic area in which the building is located; and/or the development process which were beneficial to the tenant/end-user.
- Results: 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. Describe any government subsidies or incentives (if applicable) and details regarding the project's leasing commitments.



Nomination Questions

Developing Leader of the Year

The Developing Leader of the Year award recognizes a developing leader who has made a significant contribution to the southern California commercial real estate market and the advancement of NAIOP SoCal.

Qualifying Criteria:

- 35 years of age and under
- Active Developing Leader Member of NAIOP SoCal in 2023
- Commercial Real Estate Professional

- What motivated you to join NAIOP SoCal?
- Describe your involvement in and contributions to NAIOP SoCal in 2023.
- How has being a NAIOP SoCal member helped your career?
- What are your career goals?

Commercial Real Estate Woman of the Year

The Commercial Real Estate (CRE) Woman of the Year award recognizes a woman who has made a significant contribution to Southern California commercial real estate in 2023. The CRE Woman of the Year will be awarded based on the individual's impact in the commercial real estate industry, her contributions outside of real estate and the value she brings to her clients, co-workers and company.

- Creative Brief: Why does this nominee deserve to be recognized as the Commercial Real Estate Woman of the Year?
- Significant Projects: Describe her two (2) most impactful transactions and explain why they support this nominee being recognized.
- Accomplishments: Describe her most significant accomplishments in 2023.
- Giving Back: Describe her CSR activities, volunteering and how she has played a role mentoring other women in commercial real estate including encouraging women to pursue a career in commercial real estate.
- Involvement: Describe your/her involvement in and contributions to NAIOP, CREW or other community nonprofit organizations.

Diversity, Equity, Inclusion and Accessibility Award (DEIA Award)

The award recognizes a company that has demonstrated leadership to advance diversity, equity, inclusion and accessibility (DEIA) in the commercial real estate industry.

- Mission & Strategy: Please describe how your company has taken measurable steps to promote Diversity, Equity, Inclusion and Accessibility (DEIA) (For example, do you have a publicly accessible mission statement or strategy documents, etc.) Does your company have clearly defined goals/targets, evidenced by review or reporting processes?
- Recruitment: Please describe how your company has advanced DEIA in your recruiting efforts.
- Employee Support: Please describe how your company has advanced DEIA through employee retention and efforts. Does your company have a designated DEIA task force or manager?
- Community Partnerships: Please describe any new initiatives or partnerships developed by your firm that have advanced DEIA. Include any partnerships with colleges, universities or community-based organizations that have demonstrated success in promoting more DEIA at your company or in the talent pipeline.
- Leadership & Accountability: Please describe efforts to diversify senior management or your Board of Directors and/or examples of relevant leadership actions or policies.
- Education: Please describe any initiatives, teaching, or programs you use to expand your company's understanding of inclusiveness and/or celebration of DEIA.