



Submission for Lease of the Year Award

Lease of the Year Award: Open to lease transactions on which an unconditional, binding lease agreement was reached during January 1, 2020 to December 31, 2021. New leases and renewals are both eligible.

Submission Deadline: Thursday, February 10, 2022

Submission Eligibility (please check one):

- Office lease – minimum of 25,000 sf
- Industrial lease – minimum of 30,000 sf
- Retail lease – minimum of 10,000 sf (*Note: Special consideration will be given to marquee tenancies that do not meet the minimum square footage requirement.*)

Other Submission Considerations:

This submission is an opportunity for you/your firm to explain why this specific transaction deserves to be recognized as the lease of the year. Submissions should be tailored to highlight the most noteworthy aspects of the transaction, the context in which it was negotiated, and manner in which it distinguishes itself from other recent lease transactions. Specificity is key and point form is acceptable.

Five (5) key judging criteria include: Quality & Functionality (15%), Financial & Leasing Performance (30%), Innovation & Creativity (35%), ESG Considerations (20%), and other considerations.

Privacy Statement: *The information collected on this form will be used for the sole purpose of administering the NAIOP Awards and the applicant understands that the winner's name will be announced at the REX Gala and may be published on the NAIOP Greater Toronto Chapter website and in other media announcements. The submission information, including names and details, is how it will read in all marketing materials.*

Submission Information:

Property Name: _____ Sector: Choose an item.

Property Address: _____

Key Contact Name: _____

Phone Number: _____ Email: _____

Transaction Summary:

In 50 words or less, please describe the project in a manner that may be used in the REX Awards program or other marketing materials.

Transaction Completion Date: [Click or tap to enter a date.](#)



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Project Team Information:

It is the responsibility of the key contact named on page one to consult with all of the individuals who may be identified here and ensure that all project team members have granted permission for their names and their companies to be included in this REX Award submission.

Landlord Name: _____

Landlord Contact Name: _____ Title: _____

Phone Number: _____ Email: _____

Mailing Address: _____

Tenant Name: _____

Tenant Contact Name: _____ Title: _____

Phone Number: _____ Email: _____

Mailing Address: _____

Landlord Broker Name (if any): _____

Landlord Broker Contact Name: _____ Title: _____

Phone Number: _____ Email: _____

Mailing Address: _____

Tenant Broker Name (if any): _____

Tenant Broker Contact Name: _____ Title: _____

Phone Number: _____ Email: _____

Mailing Address: _____

Other Team Member Name: _____

Team Member's Role: _____ Title: _____

Phone Number: _____ Email: _____

Mailing Address: _____

Other Team Member Name: _____

Team Member's Role: _____ Title: _____

Phone Number: _____ Email: _____

Mailing Address: _____



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Transaction Description:

In 250 words or less, please provide an overview and description of the transaction, including location, building area, and major tenants.

Quality & Functionality (15%):

In 250 words or less, please describe how the lease transaction considers the following:

- **Operational Flexibility:** *Does the lease offer mutually beneficial flexibility to accommodate future requirements and needs?*
- **Alignment with Tenant Use:** *Does the space and location align well and support the tenant's use and requirements? Consider the suitability for the tenant's business and operations.*



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Financial & Leasing Performance (30%):

In 250 words or less, please describe how the lease transaction considers the following:

- **Lease Rates:** Does the lease set a new benchmark and have an impact on market lease rates? Consider deal size, premium to current rental rates, asset positioning in relation to its competitive set, and etc.
- **Financial Performance – Value to Lessor:** Economic value provided to the lessor relative to market rental rates.
- **Financial Performance – Value to Lessee:** Economic value provided to the lessee relative to market rental rates.
- **Difficulty of Replication:** Likelihood of the deal structure being replicated on other deals.
- **Impact on Future Leasing:** Is the lease structure expected to have an impact on future deals for similar tenant types, spaces, size/scale, and etc.?

Innovation & Creativity (35%):

In 250 words or less, please describe how the lease transaction considers the following:

- **Lease Terms:** Does the lease demonstrate a unique solution to blending of TI's and attractive base rental rates?
- **Deal Complexity:** Consider the complexity of the lease deal.
- **Additional Lease Incentives:** To what extent are additional lease benefits and incentives being offered?



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ESG Considerations (20%):

In 250 words or less, please describe how the lease transaction considers the following:

- **Space Utilization:** Space utility of an existing asset vs. pre-leasing a new building to justify its development
- **Community Impact:** The tenant's impact on the community, neighborhood and submarket.
- **Green / Sustainability Clauses :** Consider the extent to which green clauses are included in the lease.

Other Considerations:

In 250 words or less, please include any other unique lease considerations not covered in the above, for example:

- **Office:** historical/heritage considerations, building branding opportunity, etc.
- **Industrial:** customs bonded warehouse, cold storage considerations, building branding opportunity, etc.
- **Retail:** Building branding opportunity, option to expand/increase density, etc.



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Photographs/Renderings:

Please attach or include photographs/renderings of the transaction as part of the submission.

Signed Terms and Conditions

- All parties to this submission have been given the Submission Information Brochure and have agreed to abide by the rules and procedures of the REX Awards program.
- All parties to this submission have been consulted and have granted permission for their names and companies to be included as presented in this form.
- All parties and key stakeholders (e.g. tenants) have given signed authorization for their names and companies to be included in the submission.
- NAIOP Greater Toronto Chapter and its agents will not be held responsible for publishing erroneous information resulting from inaccuracies there may be in this award submission.
- After submitting this form and attachments, if an email acknowledgement of receipt does not come by the next business day it is my responsibility to follow up with the NAIOP Greater Toronto Chapter administration office to ensure this submission is received.