

## Sample form, not for offline completion.

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# Industrial Lease of the Year Award

The **Industrial Lease of the Year Award** is open to lease transactions on which an unconditional, binding lease agreement was reached during January 1, 2024 to December 31, 2024. New leases and renewals are both eligible.

Industrial – minimum of 30,000 sf,

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%), Sustainability Considerations (20%), and other considerations.

Project Name - Please provide a project name that NAIOP will use in event marketing - i.e. announcement of finalists.

Property Name:

Property Address:

Key Contact Name:

Phone Number: (optional)

Email:

### Project Name for Award:

If your submission is successful, please provide the project name as to how you would like to be listed on the REX Award Trophy.

For example: Project: **ICICI Tower at 366 Bay Street**

**Team Listing for Award:**

If your submission is successful, please provide the Team(s) as to how you would like to be listed on the REX Award Trophy.

For example, Team: **Dream Office REIT, Lennard Commercial Realty**

In this box, using 50 words or less, please describe the project in a manner that will be used in the event program or other marketing materials, including the award finalist video. A more detailed description of the project will be required for judging purposes. **\*\*Please refrain from using jargon, acronyms or abbreviations.**

Transaction Description:

250 words

In 250 words or less, please provide an overview and description of the transaction, outlining asset class, geography, size and scope of the deal.

Date project was completed or met leasing threshold

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## Project Contacts

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:

please provide the Landlord name and the name of their contact person.

Landlord title:

Landlord email:

Landlord phone number:

Please enter phone number using this format 416-777-1234

Landlord Mailing Address:

Tenant Name (if any): (optional)

please provide the tenant name and the name of their contact person.

Tenant Title: (optional)

Tenant Email: (optional)

Tenant Phone: (optional)

Please enter phone number using this format 416-777-1234

Tenant Mailing Address: (optional)

Landlord Broker Name (if any): (optional)

please provide the broker name and the name of their contact person.

Landlord Broker Title: (optional)

Landlord Broker Email: (optional)

Landlord Broker Phone: (optional)

Please enter phone number using this format 416-777-1234

Landlord Broker Mailing Address: (optional)

Tenant Broker Name (if any): (optional)

please provide the tenant broker name and the name of their contact person.

Tenant Broker Title: (optional)

Tenant Broker Email: (optional)

Tenant Broker Phone: (optional)

Please enter phone number using this format 416-777-1234

Tenant Broker Mailing Address: (optional)

Other team member name: (optional)

Please provide first and last name

Team Member Role in Project: (optional)

Please indicate individual's role in the project - i.e. co-owner, tenant, advisor, broker, contractor, lender, legal counsel, architect, etc.

Team Member Organization and Title: (optional)

Team Member Email: (optional)

Team Member Phone: (optional)

Please enter phone number using this format 416-777-1234

Team Member Mailing Address: (optional)

Other team member name (2): (optional)

Please provide first and last name

Team Member Role in project (2): (optional)

Please indicate individual's role in the project - i.e. co-owner, tenant, advisor, broker, contractor, lender, legal counsel, architect, etc.

Team Member Organization and Title (2): (optional)

Team Member Email (2): (optional)

Team Member Phone (2): (optional)

Please enter phone number using this format 416-777-1234

Team Member Mailing Address (2): (optional)

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## Project Description

Quality & Functionality (15%):

250 words

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.
- **Space Utilization:** Does the lease represent efficient use of the leased premises, or take advantage of unique features of the premises or property?

Financial & Leasing Performance (30%):

250 words

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 leasing deals for similar tenant types, spaces, size/scale, and etc., within the balance of the property (e.g. by attracting co-tenancies or enhancing leasing of other space) or impact leasing activity in the broader marketplace.

Innovation & Creativity (35%):

250 words

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 inducements 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?

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

- **Reuse of Space:** 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.
- **Sustainability Clauses :** Consider the extent to which green clauses are included in the lease.

Other Considerations:

250 words

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, new market entrant, etc.

### Material may be supplied as follows:

Please attach or include high resolution photographs/renderings of the project as part of the submission.

Please attach or include photographs/renderings of the project as part of the submission. (optional)

▼
High Resolution Photo
Renderings

I agree to the following *Submission 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 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.