



COMMERCIAL REAL ESTATE
DEVELOPMENT ASSOCIATION

CENTRAL FLORIDA CHAPTER

Annual Awards Gala

Overview of Award Categories and Application Process

Industrial Broker of the Year (Award Sponsor #1)

- Top 10 Industrial Brokers of the Year (Recognized in alphabetical order)
 - o Top Leasing Broker of the Year (Receives Award)
 - o Top Sales Broker of the Year (Received Award)

Office Broker of the Year (Award Sponsor #2)

- Top 10 Office Brokers of the Year (Recognized in alphabetical order)
 - o Top Leasing Broker of the Year (Receives Award)
 - o Top Sales Broker of the Year (Received Award)

Retail Broker of the Year (Award Sponsor #3)

- Top 10 Retail Brokers of the Year (Recognized in alphabetical order)
 - o Top Leasing Broker of the Year (Receives Award)
 - o Top Sales Broker of the Year (Received Award)

Multi-Family Broker of the Year (Award Sponsor #4)

- Top 5 Multi-Family Brokers of the Year (Recognized in alphabetical order)
 - o Top Sales Broker of the Year (Received Award)

Financing Broker of the Year (Award Sponsor #5)

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

Land Transactions Broker of the Year (Award Sponsor #6)

- Top 5 Land Transactions 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 10 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 (Award)

Development of the Year Awards

- **Central Florida Industrial Development of the Year**
- **Central Florida Office Development of the Year**
- **Central Florida Retail Development of the Year**
- **Central Florida Multi-Family Development of the Year**
 - o Recognition of up to 2 additional meaningful projects per category
 - o Must have received CO in 2018
 - o Ranked from Top to Bottom per voting member and the lowest score wins
 - o Voted by Judges Panel Committee of the 2018 Board of Directors
 - o Presidents vote breaks a tie

Overall Awards

- **Lifetime Achievement 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, 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 2018
- Gross Commissions includes all commissions earned – regardless of geographical location of transaction.

Auditing Firm

- NAIOP CFL has elected Withum to collect submissions for 2018 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 25, 2019 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 2018 results to Withum. Results will not be included in the tabulation of the award winners if application fee has not been paid.