

2017 Retail Deal of the Year Awards



SUBMISSION DEADLINE: Thursday, April 5, 2018 at 5:00 P.M.

REBNY's Retail Committee invites you to review your New York City retail transactions completed in 2017 and submit any retail transaction that you consider a likely candidate for the Retail Deal of the Year Award. There will be two awards in total; one for the Most Ingenious Retail Deal of the Year that demonstrates exceptional broker acumen (ingenuity & creativity). The second award will be for the Most Significant Retail Deal of the Year which recognizes the most significant retail deal in its overall characteristics and importance to the New York City retail market. The award winners will be announced at the 20th Annual Retail Deal of the Year Cocktail Party hosted by the Retail Committee on **Tuesday, June 12, 2018**.

Please note, each submission becomes the sole property of the Real Estate Board of New York and the winning entries will be made available for review at the REBNY office. In addition, the property and broker/salesman of each deal submission will be distributed to REBNY Members after the deadline date; **Thursday, April 5, 2018**. Appropriate publicity concerning the presentation of the award will be made available to the media. Sales and leasing transactions, regardless of size, are eligible, and must reflect ingenuity and professional skill.

The rules and guidelines pertaining to the contest are as follows. **The affidavit below must be filled out and submitted with each entry.**

REMEMBER - A deal need not be large in order to be considered by the judges.

2017 CONTEST RULES

1. All contestants must hold a **VALID** broker's or salesperson's license at the time of submission.
2. All contestants must be primarily engaged in selling or leasing real estate in New York City
3. **All contestants must have been Real Estate Board members at the time the subject transaction was completed, on the submission due date and at the time of the awards ceremony. Please be sure to confirm that your membership was and is current; this is the responsibility of the salesperson/broker, not their firm. No exception to this rule will be made.**
4. All transactions must involve retail real estate and have been completed by December 31, 2017. Sales are completed at the time of the closing. Lease transactions are completed upon mutually executed delivery of the lease. It is not required that all contingencies be satisfied: You must describe in the application all contingencies that are in the lease so judges may take them into account as they make their decision.
5. All contestants must fill out the Official Cover Sheet.
6. The award will be presented to the submitting brokerage firm. However, submissions must give full credit to all qualified cooperating brokers and salespersons, for information purposes only, **on the official REBNY cover sheet**. Brokerage firms may submit independently or jointly with cooperating Brokerage firms; if one firm represented the Tenant and another firm represented the Landlord, either or both firms may submit independently focusing on their roles in the transaction or firms can jointly submit one entry for the deal of the year. **Submission title must clearly state which party the submitting broker(s)/salesperson(s) represented.**
7. All entries must be endorsed by the broker/management employer. If the submission lists more than 4 brokers your submission **must specifically** explain the ingenious contribution made by each broker.
8. Anyone having an ownership interest in the property is not eligible for the award.
9. A list of all submissions including the participating broker(s)/salesperson(s) from the submitting firm(s) will be distributed to REBNY Members after the deadline and prior to the judging.
10. The winning entries will be available for review at the REBNY offices.
11. Submissions **must be** prepared by the contestants **without professional assistance.**
12. Using the suggested format below, the text must be no longer than ten, 8½ x 11 pages, double spaced, including maps, diagrams and photographs. Any additional pages will be removed from the submission.
13. **IN ORDER TO ACCEPT THE AWARD**, at least one member of the submission team is required to be present at the awards ceremony on June 12, 2018.

NOTE: Judges will consist of three (3) or more of the following: a real estate lawyer, a major property owner, the present and/or a prior chairman of the Retail Committee (having no conflict), a retailer and/or a member of the press.

Suggested Format:

1. Briefly describe the scope of the transaction
2. Explain why you consider the transaction creative or significant in its conception and who was responsible for that ingenuity
3. Characterize how it benefits the New York City retail market
4. Describe the step by step process from your initial involvement to the consummation of the deal
5. Include any other facts you consider noteworthy

Filing of Entries:

Email completed submissions in one single PDF file to Julian Speakes at jspeakes@rebny.com

I affirm that I have complied with all of the contest rules. Specifically that I have not used any professional help in preparing this presentation and that I have acknowledged all cooperating brokers or salespersons on the official REBNY cover sheet.

Witnessed

Signed

Date

Signature of Employer where Necessary

THIS AFFIDAVIT MUST ACCOMPANY ALL ENTRIES

OFFICIAL COVER SHEET
Retail Committee
2017 Retail Deal of the Year Awards



Submitting Broker Member's Firm(s): _____

Title of Transaction: _____

Address of Transaction: _____

Name of all Lenders, Owners & Attorneys Associated with the Transaction:

_____	_____	_____
_____	_____	_____
_____	_____	_____

Who did you represent in the deal? _____

Closing/Lease Execution and Delivery Date: _____

Contact Person & Phone Number to Verify Delivery Date: _____

List submitting broker(s) who participated in the deal at the **submitting broker's firm**; see #6 in Contest Rules. **Only these brokers will be recognized if the submission wins.**

<u>NAME</u>	<u>MEMBER ID#</u>
_____	_____
_____	_____
_____	_____
_____	_____

List lead broker(s) at **other REBNY Member firms** who participated in the deal (for information purposes only). **These names will not be recognized if the submission wins.**

<u>NAME</u>	<u>MEMBER ID#</u>
_____	_____
_____	_____

Please review the 2017 contest rules thoroughly to ensure you have met the requirements prior to the **SUBMISSION DEADLINE: Thursday, April 5th, 2018 by 5 p.m.**