NAIOP NORTHERN VIRGINIA
2020 AWARDS OF EXCELLENCE

CATEGORIES

BUILDING: Adaptive Re-Use; Build-to-Suit; Capital Improvement; Data Center; Hospitality; Interior Tenant Space; Master Plan; Mixed-Use Project; Multi-Family Residential; R&D/Industrial/Flex; Retail; and Speculative Office

REAL ESTATE TRANSACTIONS: Lease or Sales

ENTRY ELIGIBILITY

MEMBERSHIP REQUIREMENT – Only NAIOP Northern Virginia members can submit an entry and receive the winning trophy at the Awards Gala. Non-members may be part of the team.

LOCATION – To qualify, the project must be located in the Northern Virginia MSA. This includes the counties of Arlington, Clarke, Culpeper, Fairfax, Fauquier, Frederick, Loudoun, Prince William, Rappahannock, Spotsylvania, Stafford and Warren; the independent cities of Alexandria, Fairfax, Falls Church, Fredericksburg, Manassas, Manassas Park and Winchester.

COMPLETION DATE – Projects must have been completed between April 1, 2019 and August 31, 2020. To be considered complete, the building must be at or past shell occupancy permit level.

RESUBMISSION – If the project was submitted in 2019 and did not win, it may be resubmitted in the same or other appropriate category for 2020.

If the project won in 2019, it may be submitted in a different category for 2020. All resubmissions must fall within the project completion time frame.

OWNER/DEVELOPER PERMISSION LETTER – A corporate email or letter from the developer, owner, or tenant granting permission to enter their project for an award is required as part of the entry package.

JUDGING – NAIOP Northern Virginia reserves the right to re-assign submissions, and add, amend, or drop categories based on submissions received.
**DEADLINE** – All award entries must be submitted electronically by 5:00pm on Friday, September 18, 2020. No exceptions. Fee per entry is $375, due at submission.

**BUILDING ENTRY GUIDELINES**

**IMPORTANT:** The name/logo of the applicant and/or team members cannot be listed on any submitted material (including jogs) with the exception of the Entry Form and Owner/Developer Permission Letter/Email. The only exception is in the case of a project name being the same as the applicant (i.e. “XYZ Office Headquarters” submitted by XYZ).

**SIZE AND COST**
- **BUILDINGS** – Include number of floors, overall gross square footage (SF) of building and actual cost.
- **INTERIORS** – Include total square footage of project and hard construction costs per SF
- **MIXED USE** – Include percentage of uses, number of buildings
- **MULTI-FAMILY RESIDENTIAL** – Include number of buildings, floors, number of units
- **R&D/INDUSTRIAL/FLEX** – Include ceiling heights

**PHOTOS**
- Submit 8-10 images of the project including a site plan or floor plan.
- Provide discreet captions on each image.
- **MASTER PLAN** – If possible, include an aerial image.
- **ADAPTIVE RE-USE** or **CAPITAL IMPROVEMENTS** – Include labeled “before and after” photos, if possible, from same angle.
- Crisp clear photos are essential. Professional photos are preferred.
- Photos should relate to narrative.
- Credits are needed on all photos or renderings.
- One photo of project team (can be zoom screen shot) that can be used if the project is chosen as the winner.

**BUILDING CATEGORY JUDGING CRITERIA**

**OVERALL CONCEPT (25 pts)** – the goal, plan and implementation; the compatibility and diversity of the use groups; the overall project design concept; and the project success will be considered. Context of submission to its surroundings can be helpful to judges.
DESIGN (25 pts) – identify specific design ideas including benefits/amenities; address zoning, code, site/building constraints and client limitations.

DIFFICULTY/ACHIEVEMENT OF GOALS (25 pts) – describe any product, materials, or construction methods used to solve the design issues that aided in the success of the project.

SUSTAINABILITY (10 pts) – talk about how the project incorporated sustainable and/or innovative design elements, construction methods or practices, and LEED or similar rating.

JUDGE’S DISCRETION (15 pts)

BUILDING CATEGORY DESCRIPTIONS

ADAPTIVE RE-USE
An existing building that has been transformed from its original use and building type to a completely new and different use. Illustrate the transformation with comparison photos.

BUILD-TO-SUIT
An office building constructed for a private, public or quasi-public entity.

CAPITAL IMPROvement
An existing building that has undergone improvements or has been reconstructed. Examples include the structure, façade, common areas and/or amenities that can encompass a public lobby or public space, interior or exterior, of a building. The building improvements can include elevators, MEP systems, restrooms, common tenant corridors or outdoor spaces intended for use of the building occupants. Illustrate the transformation with comparison photos.

DATA CENTER
A building constructed primarily for housing a data center.

HOSPITALITY
Hospitality (customer service) projects include luxury hotels, resort/theme hotels, convention hotels/conference centers, limited service hotels (motels), and/or casinos.

INTERIOR TENANT SPACE
An interior design and construction project, excluding retail/restaurant space and building common area. Spec suites and co-working spaces that are intended to create revenue via a lease term or management agreement will be considered. Judges have the option of further splitting categories based on submissions.
MASTER PLAN
An illustrated and rendered plan showing pedestrian, transit, and vehicular connections as well as the proposed structures and landscaping. This category is for a mixed-use project such as town center, corporate, educational, institutional, and industrial park or multiple building projects with a campus or central theme. Exclusively residential projects will not be considered. The master plan must have been approved by the local jurisdiction, city, or county after January 1, 2015 with at least one building and/or the site infrastructure under construction by August 31, 2020.

MIXED-USE PROJECT
Project is predominantly a commercial office or residential project that has at least one additional use. Detail the percentages of each use and provide photos of all uses.

MULTI-FAMILY RESIDENTIAL
A facility designed to house residents or families in separate units (i.e., apartment, condominium, duplex, quadruplex, and/or senior living) contained within one building or several buildings within one complex.

R&D/INDUSTRIAL/FLEX
A building constructed primarily for R&D/Industrial/Flex. Specify ceiling height in submission.

RETAIL
Projects can be street front, a suite in a retail center, first floor of a commercial office building, or a stand-alone pad site.

SPECULATIVE OFFICE
A building constructed primarily for office use.

REAL ESTATE TRANSACTION PHOTO ENTRY GUIDELINES

- Submit up to 5 images or renderings that convey a sense of the transaction. Provide discreet captions on each image.
- One photo of sales or lease team (can be zoom screen shot) that can be used if the project is chosen as the winner.

REAL ESTATE TRANSACTION JUDGING CRITERIA

Transaction Value (25 pts) – includes real estate value and/or size (square footage/dollar value/lease term)
Complexity of deal (30 pts) – difficulty in achieving the deal

Economic Impact (30 pts) – significance to/or local jurisdiction, region or surrounding community, (job creation, new business, user’s prestige, infrastructure, etc.)

Judge's Discretion (15 pts)

REAL ESTATE TRANSACTION DEFINITION

SALE OR LEASE
A transaction of high significance on the local jurisdiction, region, or surrounding community.