

# NAIOP

COMMERCIAL REAL ESTATE  
DEVELOPMENT ASSOCIATION  
NORTHERN VIRGINIA CHAPTER

Serving the Development  
Industry for over 30 years



## WELCOME



# BREAKFAST SEMINAR

## *How To Submit A Winning Entry*

**NAIOP**

COMMERCIAL REAL ESTATE  
DEVELOPMENT ASSOCIATION  
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## PROGRAM SPONSOR

**Special appreciation to**

**Balfour Beatty**  
Construction

***Thank you for hosting us!***

## SPEAKERS

**Kathryn B. Ciliberti**



Director of Business Development  
Vice-Chair of Special Events

**Thomas J. Aylward III**  
***Jackson Shaw***

Vice President - Development  
Former NAIOP Judge


# NAIOP

COMMERCIAL REAL ESTATE  
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NORTHERN VIRGINIA CHAPTER


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## CALL FOR ENTRIES

You've received the Call for  
Entries...now what?



**FOCUS ON EXCELLENCE**  
Best of NAIOP Northern Virginia Awards  
November 14, 2012



**Save the Date • Wednesday, November 14**  
**The Ritz-Carlton, Tysons Corner**

Submissions are now being accepted for the Best of NAIOP Northern Virginia Awards which honors recipients exemplifying superior quality in commercial, industrial, and mixed-use real estate.

Intent to Enter forms due by August 31.  
Entry forms/submittals due September 28.

**CLICK HERE** to download Intent to Enter and Entry forms. They are also available at [www.naiopva.org](http://www.naiopva.org).

**Questions?** Please contact Kathleen D'Amato at (703) 845-7080 or [kdamato@naiopva.org](mailto:kdamato@naiopva.org).

# NAIOP

COMMERCIAL REAL ESTATE  
DEVELOPMENT ASSOCIATION  
NORTHERN VIRGINIA CHAPTER

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## CALL FOR ENTRIES

### FOCUS ON EXCELLENCE

Best of NAIOP Northern Virginia Awards • November 14, 2012

#### CALL FOR ENTRIES

##### PURPOSE

The Best of NAIOP Northern Virginia Awards recognize and celebrate significant new contributions to Northern Virginia by the commercial, industrial and mixed-use real estate community. As the Chapter's premier event, the awards program demonstrates the dedication of outstanding individuals who provide contributions to the built environment.

##### PROJECT ELIGIBILITY

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

**COMPLETION DATE** - Projects must have been completed between April 1, 2011 and September 28, 2012. To be considered complete, the building must be at the shell occupancy permit level.

**RESUBMISSION** - If the project was submitted in 2011 and did not win in the category, it may be resubmitted in the same category for 2012. If the project won in 2011, it may be resubmitted in a *different* category for 2012. All resubmissions must meet the completion time frame of April 1, 2011 to September 28, 2012.

**OWNER/DEVELOPER PERMISSION LETTER** - The developer or owner must give permission for the entry submission. A letter from the developer or owner granting permission for you to enter their project for an award is required as part of your entry package. NAIOP Northern Virginia encourages entrants to notify all project team members prior to submission so as to avoid duplicate entries.

**NON-MEMBER ENTRIES** - Any team member may initiate an entry. However, a *NAIOP Northern Virginia Member* must sponsor the entry.

##### CRITERIA

Entries will be judged based on how well the entrant addresses the "5-Point" criteria summary and how effectively the project is portrayed through the use of quality and professional photographs. Marketing Entries use a criteria form specific to that category.

##### JUDGING

Each year the Awards Committee selects a distinguished panel of industry professionals from outside the membership of NAIOP Northern Virginia. The composition of the panel is at the Committee's discretion and not subject to review. The judges have the sole authority to determine whether and how many awards are justified in each category. They also have the sole authority to move an entry to another category if warranted. No minimum or maximum number of awards has been established. Entries are considered based on their own merits regardless of size, scope, or cost. The judges' decisions are final and not subject to review. **The entries are judged based on the submission materials only. There are no site visits.**

##### ENTRY FEE

**The submission fee for each entry is \$350.** Entry fees may be paid via check or with credit card online at [www.naiopva.org](http://www.naiopva.org). **Payment must be received with entry. No entries are judged without payment.**

All the information  
you need is in the  
Call for Entries

# IMPORTANT ELEMENTS

There are 15 award categories for 2012!

❖ **NEW**

Master Plan

❖ **REVISED**

Interiors – Building Common Area was added


## IMPORTANT ELEMENTS

- ✓ Your project must be located in the Northern Virginia MSA.
- ✓ Your entry must have been completed between April 1, 2011 and September 28, 2012 and be at shell occupancy permit level.
- ✓ If the project **did not win** last year, you may resubmit it this year *in the same category*.
- ✓ If the project **did win** last year, you may resubmit it this year *in a different category*.
- ✓ The developer or owner must give their permission for the entry submission. A letter granting permission must be included as part of your final entry package.
- ✓ You must be a NAIOP Northern Virginia member to enter or have a member sponsor your entry.




# IMPORTANT ELEMENTS

## 6 ENTRY FORMS Choose Your Category

 **Best of NAIOP Northern Virginia Awards  
Speculative Office Building, R&D/Industrial/Flex;  
Building Renovation; Build-to-Suit  
Institutional or Non-Institutional  
ENTRY FORM**

INSTRUCTIONS: Fill out this form in its entirety and include one (1) printed copy with your submission package.

**AWARD CATEGORY:**  
OFFICIAL NAME OF PROJECT/ENTRY (this will go on the trophy):  
NAME OF COMPANY SUBMITTING ENTRY\* (this will go on the trophy):  
\*If not a member of NAIOP Northern Virginia, please include name of sponsoring member below.  
SPONSORING MEMBER (if applicable):  
PROJECT LOCATION (address/city/zip):  
DATE OF SUBSTANTIAL COMPLETION:

 **Best of NAIOP Northern Virginia Awards  
Real Estate Transaction  
ENTRY FORM**

INSTRUCTIONS: Fill out this form in its entirety and include one (1) printed copy with your submission package.


**AWARD CATEGORY (Sale or Lease):**  
OFFICIAL NAME OF PROJECT/ENTRY (this will go on the trophy):  
NAME OF COMPANY SUBMITTING ENTRY\* (this will go on the trophy):  
\*If not a member of NAIOP Northern Virginia, please include name of sponsoring member below.  
SPONSORING MEMBER (if applicable):  
PROJECT LOCATION (address/city/zip):  
DATE OF SUBSTANTIAL COMPLETION:  
SUBMITTING FIRM NAME:  
CONTACT PHONE NUMBER:  
CONTACT EMAIL ADDRESS:  
NAME OF DEVELOPER OR OWNER  
GIVING PERMISSION FOR SUBMISSION\*:  
\*A letter acknowledging the developer's or owner's permission must be included as part of your submission package.

**PROJECT TEAM MEMBERS**

DEVELOPER:	OWNER:
BROKER:	ARCHITECT:
CONTRACTOR:	OTHERS:


**PAYMENT INFORMATION**  
The submission fee for each entry is \$250 and due when entry is received. If paying by credit card, pay online at [www.naiopva.org](http://www.naiopva.org)  
Please check the appropriate payment: ☐ VISA/MasterCard/Amex (paid online) ☐ Check (enclosed)  
Please make checks payable to "NAIOP Northern Virginia." Entries are not judged if payment is not received with submission.

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1729 King Street • Suite 410 • Alexandria • Virginia • 22314

 **Best of NAIOP Northern Virginia Awards  
INTERIORS  
Retail, Tenant Space or Building Common Area  
ENTRY FORM**

INSTRUCTIONS: Fill out this form in its entirety and include one (1) printed copy with your submission package.

**AWARD CATEGORY:**  
OFFICIAL NAME OF PROJECT/ENTRY (this will go on the trophy):  
NAME OF COMPANY SUBMITTING ENTRY\* (this will go on the trophy):  
\*If not a member of NAIOP Northern Virginia, please include name of sponsoring member below.  
SPONSORING MEMBER (if applicable):  
PROJECT LOCATION (address/city/zip):  
DATE OF SUBSTANTIAL COMPLETION:  
SUBMITTING FIRM NAME:

 **Best of NAIOP Northern Virginia Awards  
Firm Marketing  
ENTRY FORM**

INSTRUCTIONS: Fill out this form in its entirety and include one (1) printed copy with your submission package.


**OFFICIAL NAME OF PROJECT/ENTRY (this will go on the trophy):**  
NAME OF COMPANY SUBMITTING ENTRY\* (this will go on the trophy):  
\*If not a member of NAIOP Northern Virginia, please include name of sponsoring member below.  
SPONSORING MEMBER (if applicable):  
PROJECT LOCATION (address/city/zip):  
DATE OF CAMPAIGN:  
SUBMITTING FIRM NAME:  
CONTACT PHONE NUMBER:  
CONTACT EMAIL ADDRESS:  
NAME OF DEVELOPER OR OWNER  
GIVING PERMISSION FOR SUBMISSION\*:  
\*A letter acknowledging the developer's or owner's permission must be included as part of your submission package.

**PROJECT TEAM MEMBERS**

DEVELOPER: n/a	OWNER: n/a
BROKER: n/a	ARCHITECT: n/a
CONTRACTOR: n/a	OTHERS: n/a

**PAYMENT INFORMATION**  
The submission fee for each entry is \$250 and due when entry is received. If paying by credit card, pay online at [www.naiopva.org](http://www.naiopva.org)  
Please check the appropriate payment: ☐ VISA/MasterCard/Amex (paid online) ☐ Check (enclosed)  
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 **Best of NAIOP Northern Virginia Awards  
Mixed-Use or Master Plan  
ENTRY FORM**

INSTRUCTIONS: Fill out this form in its entirety and include one (1) printed copy with your submission package.

**OFFICIAL NAME OF PROJECT/ENTRY (this will go on the trophy):**  
NAME OF COMPANY SUBMITTING ENTRY\* (this will go on the trophy):  
\*If not a member of NAIOP Northern Virginia, please include name of sponsoring member below.  
SPONSORING MEMBER (if applicable):  
PROJECT LOCATION (address/city/zip):  
DATE OF CAMPAIGN:  
SUBMITTING FIRM NAME:  
CONTACT PHONE NUMBER:  
CONTACT EMAIL ADDRESS:  
NAME OF DEVELOPER OR OWNER  
GIVING PERMISSION FOR SUBMISSION\*:  
\*A letter acknowledging the developer's or owner's permission must be included as part of your submission package.

**PROJECT TEAM MEMBERS (as appropriate)**

DEVELOPER:	OWNER:
BROKER:	ARCHITECT:
CONTRACTOR:	OTHERS:

**PAYMENT INFORMATION**  
The submission fee for each entry is \$250 and due when entry is received. If paying by credit card, pay online at [www.naiopva.org](http://www.naiopva.org)  
Please check the appropriate payment: ☐ VISA/MasterCard/Amex (paid online) ☐ Check (enclosed)  
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# IMPORTANT ELEMENTS

 **Best of NAIOP Northern Virginia Awards**  
**Speculative Office Building, R&D/Industrial/Flex;**  
**Building Renovation; Build-to-Suit**  
**Institutional or Non-Institutional**  
**ENTRY FORM**

**INSTRUCTIONS:** Fill out this form in its entirety and include one (1) printed copy with your submission package.

**AWARD CATEGORY:**  
**OFFICIAL NAME OF PROJECT/ENTRY** (this will go on the trophy):  
**NAME OF COMPANY SUBMITTING ENTRY\*** (this will go on the trophy):  
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**SPONSORING MEMBER** (if applicable):  
**PROJECT LOCATION** (address/city/zip):  
**DATE OF SUBSTANTIAL COMPLETION:**  
**SUBMITTING FIRM NAME:**  
**CONTACT PHONE NUMBER:**  
**CONTACT EMAIL ADDRESS:**  
**NAME OF DEVELOPER OR OWNER**  
**GIVING PERMISSION FOR SUBMISSION\*:**  
\*A letter acknowledging the developer's or owner's permission must be included as part of your submission package

**PROJECT TEAM MEMBERS**  
**DEVELOPER:** \_\_\_\_\_ **OWNER:** \_\_\_\_\_  
**BROKER:** \_\_\_\_\_ **ARCHITECT:** \_\_\_\_\_  
**CONTRACTOR:** \_\_\_\_\_ **OTHERS:** \_\_\_\_\_

**PAYMENT INFORMATION**  
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Please make checks payable to "NAIOP Northern Virginia." Entries are not judged if payment is not received with submission.

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## ENTRY FORM

- ✓ This is the only part of your submittal material that can contain your company name or team member's names.
- ✓ The only exception is if the name of your project is the same as the name of your company (i.e.; XYZ Corporate Headquarters submitted by XYZ Company)
- ✓ Payment information is included on this page



## IMPORTANT ELEMENTS

### CRITERIA #1 - PROJECT FACT SHEET

INSTRUCTIONS: Use 10-12 pt. Arial or Times New Roman font only. Your response must be contained in the space provided below. No attachments will be allowed. No alteration or adjustment to this form is permitted.

AWARD CATEGORY:

NAME OF PROJECT:

Please complete all fields. If not applicable to your project please indicate by stating "N/A."

COMPLETION DATE:

CONSTRUCTION DURATION:

S/F OF FLOOR PLATE:

OVERALL S/F OF BUILDING:

COST PER S/F:

TOTAL CONSTRUCTION COSTS:

CEILING HEIGHT:

NUMBER OF FLOORS:

PARKING (total spaces):

PARKING (spaces/1,000 sf):

MECHANICAL SYSTEM:

EXTERIOR FAÇADE MATERIALS:

### CRITERIA #1

### "PROJECT FACT SHEET"

**Different information  
is asked for each  
specific category.**



## IMPORTANT ELEMENTS

### CRITERIA #2 - CONCEPT

INSTRUCTIONS: Use 10 -12 pt. Arial or Times New Roman font only. Your response must be no longer than 250 words. Use only bullet points. Keep information concise & cogent. No attachments allowed. No alteration or adjustment to this form is permitted.

NAME OF PROJECT:

Describe the design concept and mission and goals you tried to achieve in this project.

### CRITERIA #2

#### "CONCEPT"

**Describe the design concept and mission and goals you tried to achieve in this project.**

**BULLET POINTS! 250 Words!**



## IMPORTANT ELEMENTS

### CRITERIA #3 - SOLUTIONS

INSTRUCTIONS: Use 10-12 pt. Arial or Times New Roman font only. Your response must be no longer than 250 words. Use only bullet points. Keep information concise & cogent. No attachments allowed. No alteration or adjustment to this form is permitted.

NAME OF PROJECT:

Identify any specific design problems/issues and how they were solved; address zoning, code, site/building constraints and client limitations. Describe any special design, product, materials, or construction methods used to solve the design issues that aided to the success of the project. Describe how the project incorporated sustainable design elements, construction methods, and practices to minimize its impact on the environment. *If the project entered is LEED® certified, identify what level of certification was achieved.*

### CRITERIA #3

### "SOLUTIONS"

**Identify any specific design problems/issues and how they were solved; address zoning, code, site/building constraints and client limitations.**

**This will vary by category.**



## IMPORTANT ELEMENTS

### CRITERIA #4 - IN YOUR OWN WORDS

INSTRUCTIONS: Use 10 -12 pt. Arial or Times New Roman font only. Your response must be no longer than 500 words. Use only bullet points. Keep information concise & cogent. No attachments allowed. No alteration or adjustment to this form is permitted.

NAME OF PROJECT:

Tell us why you think your project is a "model of excellence." For example, if you have done something as a public amenity or it has enhanced the community where your project is located, please emphasize.

### CRITERIA #4

**"In Your Own Words"**

**Why is your project a "model of excellence?"**

**No more than 500 words.**



## IMPORTANT ELEMENTS

### CRITERIA #5 - HIGHLIGHTS (page 1 of 3)

INSTRUCTIONS: Use 10 -12 pt. Arial or Times New Roman font only. Keep information concise & cogent. No attachments allowed. No alteration or adjustment to this form is permitted.

NAME OF PROJECT:

Using the pictures you are submitting, insert two thumb nail photos of the key views of your project in the space provided below. Name each view. Using bullet points, explain what key elements of your project are represented in each photo. Text/Photos must fit in boxes provided.

Photo

Text

Photo

Text

### CRITERIA #5

#### "Highlights"

Use photos to illustrate features  
of your project.

Text should be in bullet format.





## IMPORTANT ELEMENTS

### CRITERIA #5 - HIGHLIGHTS (page 3 optional)

INSTRUCTIONS: Use 10 -12 pt. Arial or Times New Roman bullet points. Keep information concise & cogent. No attachments allowed. No alteration or adjustment to this form is permitted.

NAME OF PROJECT:

Insert site plans of your project in the space provided below. Name each view. Text/Photos must fit in boxes provided.

Site Plan

Text

Site Plan

Text

### CRITERIA #5

### "Highlights"

**This can be site plan or floor plan depending on category!**

**For Master Plan category, a site plan is mandatory**



## IMPORTANT ELEMENTS

### CRITERIA - REAL ESTATE TRANSACTION

(Check One: ☐ Sale or ☐ Lease)

INSTRUCTIONS: Use 10-12 pt. Arial or Times New Roman font only. Your response must be no longer than 1000 words. Use only bullet points. Keep information concise & cogent. No alteration or adjustment to this form is permitted. Limit 1 page.

NAME OF PROJECT:

A transaction of high significance on the local jurisdiction, region, or surrounding community; either by real estate value, size based on a square foot and dollar value, economic impact (job creation, new business, etc.), user's prestige, or infrastructure.

### REAL ESTATE TRANSACTION

### SALE OR LEASE

**You only need to complete this form and entry form. 1000 word limit & bullet points!**



## IMPORTANT ELEMENTS

### CRITERIA – PROJECT MARKETING ONLY

INSTRUCTIONS: Use 10-12 pt. Arial or Times New Roman font only. Your response must be no longer than 1000 words. Use only bullet points. Keep information concise & cogent. No alteration or adjustment to this form is permitted. Limit 1 page.

NAME OF PROJECT:

The written description should address the challenges of marketing a specific project/building. Include how it was brought to life, the specific target markets, and the success/results of the marketing campaign. It is highly recommended that additional items such as "giveaways" be included with your submission (judges like to look at these). Items can be returned upon request.

### CRITERIA – FIRM MARKETING

INSTRUCTIONS: Use 10-12 pt. Arial or Times New Roman font only. Your response must be no longer than 1000 words. Use only bullet points. Keep information concise & cogent. No alteration or adjustment to this form is permitted. Limit 1 page.

NAME OF CAMPAIGN/PRODUCT:

Address the challenges of the company to promote their projects, product or service that was marketed and how the product was brought to life, the specific target markets, and the success/results of the efforts. Describe the choice and use of the promotional medium (whether electronic, print or a combination) to meet the creative challenge, to convey a company project, product, service or idea and how this medium met the stated goal and objective. Include samples or promotional marketing materials, giveaways, ads, etc. Judges like to see materials not just pictures of materials. Items can be returned upon request.

## MARKETING CRITERIA

### FIRM OR PROJECT

You only need to complete one  
of these forms and entry form.  
1000 word limit & bullet points!

Definitely include copies of  
marketing materials – Makes  
better impression!

# DO'S AND DON'TS

## PHOTOGRAPHY

- ✓ **DON'T** skimp on photography! Digital photos generally do not reflect the true quality and characteristics that the judges are looking for.
- ✓ **DO** pay attention to the order of the photographs that you have selected (i.e.; walk-through, hierarchy, etc.)
- ✓ **DO** include a floor plan or site plan
- ✓ **DO** include maximum number of photos allowed (10)

# DO'S AND DON'TS

## ENTRY PACKAGE

- ✓ **DO** follow directions on the Criteria
- ✓ **DO** be descriptive, yet concise. General language, lack of specifics indicates to the judging panel that someone else wrote your submission for you.
- ✓ **DON'T** include "marketing write-ups" or use marketing-ese or overly technical jargon for building categories.
- ✓ **DON'T** include the name of your company or the name of any other team member in the write-up portion of your submission. Exception would be if the name of the entry (i.e.; "XYZ Office Headquarters" were the same as the name of the applicant).

## DO'S AND DON'TS

### CD-ROM

- ✓ **DO** make sure that you include a copy of the Entry Form/Criteria in PDF Format on your CD
- ✓ **DO** include 8-10 images of your project (JPEG format) at 150 dpi and no larger than an 8" x 10" format
- ✓ **DO** include a Powerpoint presentation of the same JPEG images included on your CD. Only one (1) image per slide. **No transition or animation of slides is permitted.** Images must be labeled as to the content (i.e.; lobby, reception area, conference room, exterior façade, etc.)



# JUDGE'S PERSPECTIVE

## What Makes Your Project Special?

Consider what element of your project is most likely to draw the judges attention or curiosity. Focus on that aspect and frame how you write your entry on how that unique quality separates your project from the others.

## Judging Process Influences Outcome

Consider the range of specialities within the field that the judging panel is likely to represent, and write your project narrative to reach the broad spectrum of judges.

Do not address your narrative to one profession only.

## EXAMPLES OF WINNING ENTRIES

### *Kearney & Company*



*2011 Award of Excellence Winner  
Best Interiors, 15,000- 49,999 SF*

### Judge's Comments

- There were a lot of details that contributed to the excellence of this space. The architectural details were elegant but not overstated; timeless not trendy; approachable not stuffy.
- The atmosphere conveyed the brand – a strong financial services company.
- It looks like a comfortable place to work!

# EXAMPLES OF WINNING ENTRIES

***Kearney & Company***  
*2011 Award of Excellence Winner*  
*Best Interiors, 15,000-49,999 SF*



## EXAMPLES OF WINNING ENTRIES

### *GeoEye*



*2011 Award of Excellence Winner  
Best Interiors, Tenant Space 50,000 SF and Above*

### Judge's Comments

- Thoughtfulness of design: simple, straight forward, elegant and refined.
- Use of communal table in break room intriguing.
- Successfully expresses client's corporate identity.
- You can feel the technology and the imagery.



## EXAMPLES OF WINNING ENTRIES



*GeoEye*  
2011 Award of Excellence Winner  
Best Interiors, Tenant Space 50,000 SF and Above

## EXAMPLES OF WINNING ENTRIES

### *Transurban HOT Lanes Operations Center*



*2011 Award of Excellence Winner  
Building Renovation: Adaptive Re-Use*

### Judge's Comments

- Fabulous, fantastic and brilliant!
- Turning this warehouse into office space was creative and innovative.
- They changed the scale of the building which gave it great curb appeal.
- The project serves a model for the future.



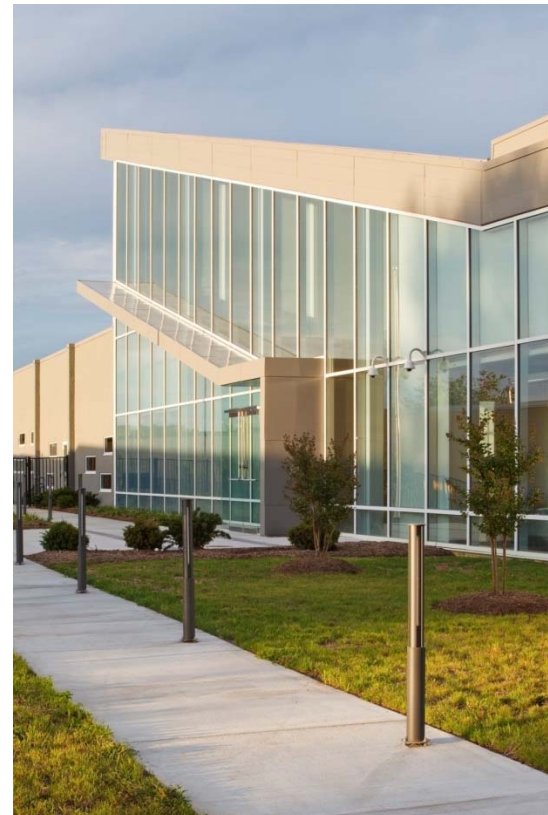
# EXAMPLES OF WINNING ENTRIES

*Before*



*2011 Award of Excellence Winner  
Building Renovation: Adaptive Re-Use*

*After*



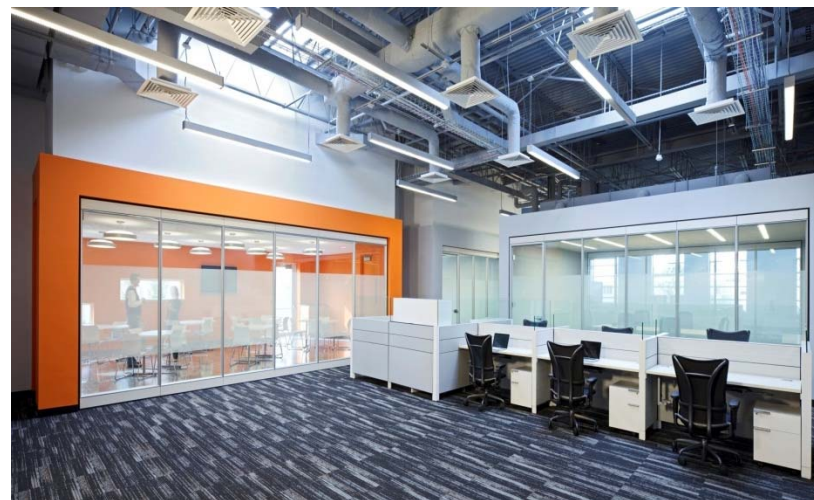
# EXAMPLES OF WINNING ENTRIES

*Before*



*2011 Award of Excellence Winner  
Building Renovation: Adaptive Re-Use*

*After*



# EXAMPLES OF WINNING ENTRIES

## *Three Flint Hill*



View of 5' deep sunshades at west and south entry facades.

THREE FLINT HILL

Oakton, Virginia

*2011 Award of Excellence Winner  
Building Renovation: Capital Improvement*

## Judge's Comments

- Located in an area that doesn't command high rental rates, the owner went the extra mile with renovating this building.
- Owner made strategic decisions that created a great "new" building with 7000 square feet more space and a glass facade with immense street appeal.
- The transformation speaks for itself.
- Trend for the future: creating a more environmentally friendly building from one that is not very old.



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COMMERCIAL REAL ESTATE  
DEVELOPMENT ASSOCIATION  
NORTHERN VIRGINIA CHAPTER

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Industry for over 30 years

## EXAMPLES OF WINNING ENTRIES

### *Before*



BEFORE OVERALL  
View of existing exterior with dark grey glass and recesses at exposed white concrete columns.

THREE FLINT HILL

Oakton, Virginia

### *After*



OVERALL VIEW OF NEW FACADE  
Overall view of new facade with light blue tinted glazing, continuous ribbon glass, and new vestibule and aluminum column wraps at entry

THREE FLINT HILL

Oakton, Virginia

*2011 Award of Excellence Winner  
Building Renovation: Capital Improvement*

# EXAMPLES OF WINNING ENTRIES

*Before*



Overall existing lobby with wood ceilings, brick walls and inset pavers and marble on walls, floors, and columns.

THREE FLINT HILL

Oakton, Virginia

*2011 Award of Excellence Winner  
Building Renovation: Capital Improvement*

*After*



Overall view of lobby with brick walls and flooring removed, floating drywall ceiling planes and metal column wraps

THREE FLINT HILL

Oakton, Virginia



# EXAMPLES OF WINNING ENTRIES

## *Dolley Madison Library*



*2011 Award of Excellence Winner  
Build-to-Suit Institutional Facility Under \$20 Million*

## Judge's Comments

- Thoughtful.
- Links the built environment with nature.
- The curvilinear lines makes you feel like you are part of the forest.
- A local landmark that was enjoyed by the community is now more universal and timeless.



# EXAMPLES OF WINNING ENTRIES



*2011 Award of Excellence Winner  
Build-to-Suit Institutional Facility  
Under \$20 Million*

# EXAMPLES OF WINNING ENTRIES



*2011 Award of Excellence Winner  
Build-to-Suit Institutional Facility Under \$20 Million*



# EXAMPLES OF WINNING ENTRIES

## *900 North Glebe Road*

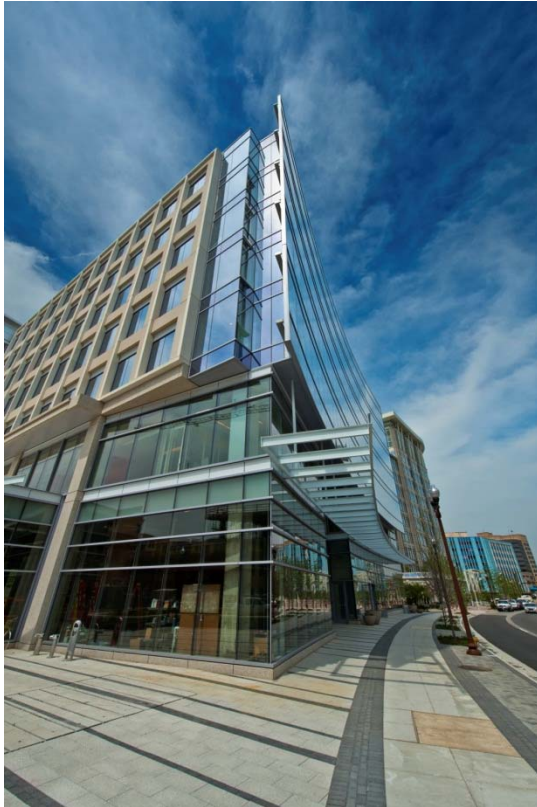


*2011 Award of Excellence Winner  
Speculative Office Building  
4 Stories and Above*

## Judge's Comments

- As part of a larger mixed use development, this "designers building" "jumps out" architecturally in the area.
- The curved wall expresses the motion of the busy street outside.
- Map in lobby connects past and future.
- Building makes a commendable contribution to an already unique urban area.

# EXAMPLES OF WINNING ENTRIES



*2011 Award of Excellence Winner  
Speculative Office Building  
4 Stories and Above*



# EXAMPLES OF WINNING ENTRIES

## *George Mason University Founders Hall*



*2011 Award of Excellence Winner  
Build-to-Suit Institutional Facility \$20 Million and Above*

## **Judge's Comments**

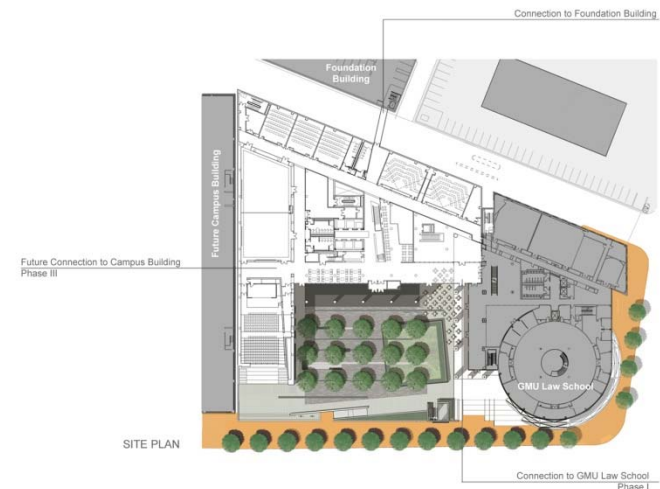
- Appealing, compelling and incredible.
- An example of dynamic architecture in an urban infill location.
- Enhanced client's presence in community with attention to detail and responsiveness to their needs.
- Offered a lot of "bang" for the buck.



# EXAMPLES OF WINNING ENTRIES



*2011 Award of Excellence Winner  
Build-to-Suit Institutional Facility \$20 Million and Above*



## Q & A

### QUESTION

“What is the difference between an Award of Excellence winner and an Award of *Merit* winner?”

### ANSWER

An Award of Excellence is the premier winner in a category.

An Award of Merit is awarded when the judges deem an additional entry(s) in the same category is worthy of recognition.



## Q & A

### QUESTION

“Can our company submit more than one entry?”

### ANSWER

**Yes.** There is no limit to the number of entries your company can submit.

However, if one project is being submitted for multiple awards, it must have its own complete package of materials in separate folders.

## Q & A

### QUESTION

“How do I know if our submission has won?”

### ANSWER

Plan to attend the Best of NAIOP Northern Virginia Awards Gala on Wednesday, November 14<sup>th</sup> at The Ritz-Carlton, Tysons Corner.

We will not publicly announce winning entries prior to the event.

## Q & A

### QUESTION

“Does everyone on our team receive a trophy?”

### ANSWER

No. Only the firm submitting the entry receives a trophy. However, additional trophies may be purchased for an additional cost of \$350 each.

## MARKETING OPPORTUNITY



✓ Entrants will have the opportunity to showcase their entry the night of the Awards Gala!

✓ Display boards should be no larger than 30" x 40." Black mat foam core is preferred

✓ Winning project's marketing boards will be kept to be displayed at the NAIOP Northern Virginia Annual Luncheon in December

✓ Additional details will be emailed to each entrant

