



The **Industrial Development of the Year Award** is open to both development and re-development projects that have been completed or substantially completed during the Eligibility Period: January 1, 2021 to December 31, 2021. If a project was completed prior to the commencement of the Eligibility Period but did not meet the leasing threshold until the Eligibility Period, it is eligible and should be submitted. Projects in which the owner occupies space are eligible for the Award. All projects within the City of Calgary and the Greater Calgary Area are eligible for this award.

**Check off both boxes to ensure eligibility criteria are met:**

- Eligibility Period: Project completed or substantially completed during January 1, 2021 to December 31, 2021.
- At least 50 percent leased (unconditionally or occupied) by the submission date.
- Development cost of the project must be at least \$10,000,000 (including land, hard and soft costs)

*Privacy Statement:* The information collected on this form will be used for the sole purpose of administering the NAIOP Awards and the applicant understands that the winner's name will be announced at the REX Gala and may be published on the NAIOP Calgary Chapter website and in other media announcements.

**Submission Identification**

Submission Deadline: Friday, September 23, 2022

Project Name (marketing name) \_\_\_\_\_

Property Address \_\_\_\_\_

Key Contact Name \_\_\_\_\_ Email Address \_\_\_\_\_

Primary Phone Number \_\_\_\_\_ 2nd Phone Number \_\_\_\_\_

**Project Description and Project Highlights**

(Please note: this form and all attachments and inclusions must be submitted in PDF format. See specifications on page 3).

Provide any marketing materials or brochures you feel best represent the project, provide sufficient details that NAIOP Calgary will have a solid understanding of location, major tenants, size, and overall project. In addition to the marketing materials, please provide brief highlights of the project not articulated in marketing materials. We encourage you to use the written highlights to concisely explain why you think your project deserves to be recognized as the best industrial development of the year! The highlights should be tailored to identify the strengths of the project with respect to the Award Criteria on page 3 and could include considerations like:

- Context in which it was conceived and executed
- Financial success metrics or success compare to competition (absorption, tenant mix, public reactions etc)
- The manner in which it distinguishes itself from other recent industrial developments
- Major planning, municipal and environmental objectives/constraints
- Design challenges
- Project strengths, features and amenities
- Leasing success
- Construction challenges: cost, site conditions, schedule, etc.
- Innovations in concept, design or construction methods

Please note that how the applicant lists the submission information, including names and details on page 2, is how it will read in all marketing materials.

Also include and attach a brief separate typewritten **Summary**, using 50 words or less, which describes and captures the essence of the development in a manner that may be used in the REX Awards program or other marketing materials. Please clearly label this as the "Project Summary."

**Project Team Information** *Please print clearly.*

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.

A. **Landlord/Developer Name** \_\_\_\_\_  
Landlord/Developer Contact Name \_\_\_\_\_  
Title \_\_\_\_\_  
Phone No. \_\_\_\_\_ Email \_\_\_\_\_  
Mailing Address \_\_\_\_\_

B. **Tenant Name** \_\_\_\_\_  
Tenant Contact Name \_\_\_\_\_  
Title \_\_\_\_\_  
Phone No. \_\_\_\_\_ Email \_\_\_\_\_  
Mailing Address \_\_\_\_\_

C. **Landlord/Developer Broker Name (if any)** \_\_\_\_\_  
Landlord/Developer Broker Contact Name \_\_\_\_\_  
Title \_\_\_\_\_  
Phone No. \_\_\_\_\_ Email \_\_\_\_\_  
Mailing Address \_\_\_\_\_

D. **Tenant Broker Name (if any)** \_\_\_\_\_  
Tenant Broker Contact Name \_\_\_\_\_  
Title \_\_\_\_\_  
Phone No. \_\_\_\_\_ Email \_\_\_\_\_  
Mailing Address \_\_\_\_\_

E. **Other Team Member Name** \_\_\_\_\_  
This Member's Role \_\_\_\_\_  
Other Team Member Contact Name \_\_\_\_\_  
Title \_\_\_\_\_  
Phone No. \_\_\_\_\_ Email \_\_\_\_\_  
Mailing Address \_\_\_\_\_

F. **Other Team Member Name** \_\_\_\_\_  
This Member's Role \_\_\_\_\_  
Other Team Member Contact Name \_\_\_\_\_  
Title \_\_\_\_\_  
Phone No. \_\_\_\_\_ Email \_\_\_\_\_  
Mailing Address \_\_\_\_\_

**Award Criteria:**

**Innovation** – Innovations in concept, design, construction and/or build-out of the project. Unique characteristics about the premises, including automation, special design and layout

**Impact on the Market** – Impact on the local community and marketplace, including effect on rents, amount of space developed/absorbed and jobs created

**Financial** – Economic success metrics like return on investment, comparative lease rates, tenant improvement costs and overall profitability

**Challenges/Solutions** – Issues/successes encountered during planning, municipal and environmental objectives/constraints; and site and/or design challenges

**Other** – What sets your project apart from other submissions to be recognized as industrial development of the year?

**PDF Submission including Photographs, Site Plan, Floor Plan**

Include a minimum of three photographs of the project, including a description for each photo. Also include images of the site plan and floor plan.

Please combine pages 1 and 2 of this form; plus the detailed description and summary requested on page one; plus project photos and images into a single PDF document (maximum file size 5 MB). Please submit one photo separately which you would like to be included in any media or event documents.

Please be aware of the submission deadline shown below and email the completed document to NAIOP Calgary Chapter before the deadline (details below). NAIOP does not assume responsibility for failed or undelivered emails.

**Award Selection Process**

- The NAIOP REX Advisory Committee reserves the right to determine the outcome of all award submissions and the issuing of awards in any given year.
- All submissions shall be reviewed by a Subcommittee of the NAIOP REX Advisory Committee. Award Finalists will be announced on or about October 2022.
- NAIOP Calgary Chapter and its agents cannot be held responsible for publishing erroneous information resulting from inaccuracies or illegible entries there may be in this award submission.
- The winning team will be announced at the REX Awards Gala.

**SUBMISSION DEADLINE: 5:00 pm, Friday, September 23, 2022**

The key contact represents that all team members have agreed to be a party to this submission and have agreed to abide by the rules, guidelines and procedures of the REX Awards program.

Your submission must be compiled into a PDF and **emailed** to the NAIOP Calgary Chapter administration office, attention:

Paige Magnussen, REX Committee Chair  
REX@naiopcalgary.com  
Tel: 403-483-7162

Paper submissions are not eligible.

When your submission is successfully received, an acknowledgment email will be sent the following business day to the submitter.

**PLEASE NOTE:** If the confirmation does not arrive, it is the submitter's responsibility to follow up with the NAIOP Calgary administration office to ensure the submission is received.