

2020 Retail Deal of the Year Awards

Application Details

Submission Deadline: Thursday, April 8, 2021 by 5 p.m.

2020 CONTEST RULES

REBNY's Retail Committee invites you to review your New York City retail transactions completed in 2020 and submit any retail transaction that you consider a likely candidate for our Retail Deal of the Year Awards. There will be two awards presented: one for the Most Ingenious Retail Deal of the Year which demonstrates exceptional ingenuity and creativity. The second will highlight the Most Impactful Retail Deal of the Year which recognizes a transaction likely to have the greatest impact on a particular retail submarket, industry, specific development project or New York City's landscape as a whole. The award winners will be announced at the 23rd Annual Retail Deal of the Year Awards Celebration hosted by the Retail Committee in the Summer of 2021.

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 name of the property and broker/salesperson of each deal submission will be distributed to REBNY Members after the deadline date; **Thursday, April 8, 2021**. Appropriate publicity concerning the presentation of the awards 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.

ADDITIONAL REQUIREMENTS

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 commercial 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, 2020. 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 our judges may take them into account as they make their decision.
5. All contestants must fill out the Application 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 REBNY Application 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.**

Requirements continued on next page.

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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. Submissions **must be** prepared by the contestants **without professional assistance**.
10. 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.
11. **IN ORDER TO ACCEPT THE AWARD**, at least one member of the submitting team must be present whether virtual or in-person at the awards ceremony held in the Summer of 2021 (official date TBD).

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 impactful in its conception and who was responsible for that ingenuity
3. Characterize how it benefits New York City and the City's 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:

Complete the below affidavit and include with Application Cover Sheet in a single PDF. Email completed submissions in a single PDF file to htorswick@rebny.com no later than 5 p.m., **Thursday, April 8, 2021**.

"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 REBNY Application Cover Sheet."

Witnessed

Signed

Date

Signature of Employer where Necessary

Retail Committee's 2020 Retail Deal of the Year Awards

Application Cover Sheet

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Submissions must be emailed to htorswick@rebny.com. No application will be accepted after 5:00 p.m. Please review the 2020 contest rules thoroughly to ensure you have met the requirements prior to the submission deadline.

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 to Verify 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.

Name

Member ID#

Name

Member ID#

Name

Member ID#

List lead broker(s) at other firms who participated in the deal (these brokers must be REBNY Members and these details are for informational purposes only).

These names will not be recognized if the submission wins.

Name

Member ID#

Name

Member ID#

Name

Member ID#