

Exhibit 11
Contractor Commission Template for SF2 or Other Award Document

Commission Language for SF2 or Other Authorized Lease Award document

1. Commission and Commission Credit Language Template

Paragraph __ Commission and Commission Credit

Note to Leasing Specialists: This language is for use on the SF2 or other award document for any lease produced by a Broker firm. The Commission Credit must be taken at the commencement of the lease, not later in the term. This credit shall be applied only to Shell Rent. Do not reduce the rent by more than the monthly shell rent. If the Commission Credit exceeds one month's shell rental, spread the credit equally over the minimum number of months to recapture the total.

If local market practice is to pay by \$/SF, the template language may be tailored to fit the practice. Major changes to the template language should not occur without seeking approval from the NPM/NCO

a. The Lessor and the Broker have agreed to a cooperating lease commission of ____% of the firm term value of this lease. Based on the rental amount stated herein, the total amount of the commission is \$_____. The Lessor shall pay the Broker no additional commissions associated with this lease transaction. In accordance with the "Broker Commission and Commission Credit" paragraph, the Broker has agreed to forego ____% of the commission that it is entitled to receive in connection with this lease transaction ("Commission Credit"). Based on the rental amount stated herein, the Commission Credit is \$_____. The Lessor agrees to pay the Commission less the Commission Credit to the Broker in accordance with the "Broker Commission and Commission Credit" paragraph in the SFO attached to and forming a part of this lease.

b. Notwithstanding Paragraph 3 of this Standard Form 2, the shell rental payments due and owing under this lease shall be reduced to fully recapture this Commission Credit. The reduction in shell rent shall commence with the first month of the rental payments and continue as indicated in this schedule for adjusted Monthly Rent:

c. Upon final acceptance of the Premises as evidenced by execution of a Supplemental Lease Agreement (SLA), in the event the rental amount increases or decreases from the amount stated herein, the commission percentage stated herein shall be applied to the revised rental amount to determine the revised commission and commission credit amounts.

d. In the event that any one of the following conditions are met, the Broker shall receive the entire commission amount and is not required to forego any portion as a credit to the shell rental payment as set forth in paragraph a. above: The total USF of the lease is 4,000 or less; the firm term of the lease is 3 years or less; occupancy occurs on or before _____. *(Preparer to insert 120 days from date of task order issuance.)*