

REBNY'S 2019 INITIATIVES & ACTIVITIES

REBNY membership dues were instrumental in helping REBNY accomplish the following initiatives and activities for our industry in 2019:

MOBILIZING OUR COMMUNITY

- REBNY organized [more than one thousand](#) residential agents to participate in a thunderous rally on the steps of City Hall and a subsequent City Council hearing in unified opposition to legislation that would cap certain Residential Brokerage Rental Commissions. Throughout the year, we facilitated meetings with city officials and led the public debate in the press and on social media.
- REBNY forcefully pushed back on a new City Council bill that would mandate [Commercial Rent Control](#) in a misguided attempt to help small retail businesses. In 2020, we will continue to convene commercial brokers and our allies represented by co-op and condo homeowners, business improvement districts, Chambers of Commerce, and others to voice strong opposition to commercial rent control.

RESIDENTIAL BROKERAGE DIVISION

- In 2019, participation in Residential Brokerage continued to grow. REBNY convened over **4,000** attendees at over **110** REBNY programs and events.
- The Residential Brokerage Division's Brooklyn and Queens Committees oversaw continued expansion in their respective boroughs, actively participating in REBNY initiatives, meetings, and events promoting synergy between agents.
- This year's [31st Annual Residential Deal of the Year Charity & Awards Gala](#) brought together **500** residential professionals to benefit REBNY's Member in Need Fund. #DOY19 honored the achievements, services, and professionalism of the city's top residential dealmakers.
- This year REBNY's Residential Brokerage Division launched its [Universal New Development Brokerage Agreement](#). This broker-centric document standardizes collaboration on new developments in NYC for firms participating in the Residential Listing Service.
- The Residential Listing Service also developed and launched a new compliance tool, which is a critical step towards clean and accurate residential listing data.

- Our inaugural [Fierce Females in Residential Real Estate](#) event brought together the industry's leading ladies where they shared their keys to success.
- A new RLS Board was consolidated to provide strategic direction to the RLS and its continued improvements.

EDUCATION

- This year, a new education program for Commercial Brokerage developed a new structure of programming based on demand. Course tested new length and timing options.
- REBNY launched [Core Legal Concepts for the Successful Real Estate Agent](#), a comprehensive training and educational program combining a class with a toolbox.
- In 2019, we developed and launched a new course [Creating and Capturing the Value of Real Estate Sustainability in NYC](#), in partnership with the Mayor's Office of Sustainability, NYSERDA, Environmental Defense Fund, and the U.S. Department of Energy's Better Buildings Initiative.
- REBNY delivered **100** classes and a wide range of **38** Continuing Education courses attended by **2,100** real estate professionals.
- REBNY launched **12** updated continuing education courses aligned with the needs of our members and delivered **35** online classes.

COMMERCIAL BROKERAGE DIVISION

- The General Members Committee held two Members' Luncheons this year where top industry executives discussed Google's continued attraction to NYC real estate and how developers can create value for tenants by building flexible, 21st century products to meet their changing needs. These luncheons were attended by a combined total of more than **1,000** industry professionals at The Ziegfeld Ballroom in Midtown.
- The REBNY Access Program was revamped and helped double young commercial salesperson membership in the last year.
- The [Sales Brokers Committee's Most Ingenious Deal of the Year Cocktail Party](#) and the [Retail Committee's Retail Deal of the Year Cocktail Party](#) gathered more than **400** industry leaders to celebrate the year's most creative and significant deals in NYC real estate.

- The Division's Annual [Commercial Holiday Luncheon](#) on December 5th will bring together over **250** commercial brokers to celebrate the work of REBNY's Commercial Committees and Board of Directors.
- In addition to the Division's Commercial Seminars, our **15** Commercial Committees hosted insightful lunch and breakfast meetings, keynote speakers, and panel discussions with industry experts and community leaders.
- In 2019, Commercial Brokerage developed more focused programming in line with demand, including an inaugural [Commercial Crossfire](#) highlighting requisite skillset development and qualifying for Continuing Education Credit.

OWNERS AND BUILDERS, MANAGEMENT, AND INSTITUTIONAL OWNERS AND INVESTORS DIVISIONS

- The [21st Annual Residential Management Leadership Breakfast](#) and [16th Annual Commercial Management Leadership Breakfast](#) gathered more than **1,200** professionals to celebrate the achievements of outstanding leaders in commercial and residential property management.
- [REBNY supported a thoughtful plan to reform New York City's Commercial Waste franchising system](#). Our successful advocacy led to the passage of legislation that addresses several environmental and safety goals while also ensuring that all businesses will have the ability to choose from multiple carting companies.
- Continuing the industry's commitment to ensure that New York remains a leader in the fight to combat climate change, REBNY launched [Creating & Capturing the Value of Real Estate Sustainability in NYC](#), an energy efficiency and sustainability continuing education program for New York real estate agents and salespersons.

MEMBER SERVICES

- We provide our members a wide range of resources, tools, career development programs, networking opportunities, and services.
- Through participation in our committees, advocacy efforts, education programs, social functions, and career-changing awards, we help members elevate their careers, maximize professional growth, and meet business goals.

- **REBNY resources include:**

- Career advancement through participation in REBNY Committees, which meet regularly to discuss critical industry topics, inform policies, and share expertise on key issues of interest to the real estate community.
- Countless networking opportunities including REBNY seminars, membership luncheons and breakfast forums, cocktail receptions, award ceremonies, and the Annual Banquet.
- Proactive lobbying representation in New York City and New York State on quality of life and legislative issues that affect our city and our profession.
- Participation in the [REBNY Residential Listing Service \(RLS\)](#), which requires all residential member firms to co-broke and share their exclusive listings simultaneously with any public dissemination of the listing.
- Access to REBNY's arbitration and mediation process to decide disputes.
- Newly refreshed user-friendly weekly emails with custom content for subscribers to Residential Brokerage, Commercial Brokerage, and Owners & Managers newsletters.
- Access to [REBNY's Legal Line](#) for help on legal matters and the Legal Line Question of the Week e-newsletter by attorney Neil Garfinkel, REBNY's Broker Counsel.
- The latest market data and statistics, policy reports, and broker studies that outline current New York City residential and commercial market conditions and trends delivered through quarterly and bi-annual [Research Reports](#) and the Research e-newsletter.
- Access to the expansive [REBNY Property Database](#).
- A wide range of [New York State-certified qualifying and continuing education courses](#) for brokers and salespeople, taught by certified instructors and offered with REBNY member discounts of up to 50 percent.
- A growing array of free non-credit seminars to enhance your professional development.
- Professional education programs that include graduate designations for professionals with an advanced level of experience.
- Professional staff to assist members with a wide range of real estate issues and questions regarding membership.

NEW PRO-GROWTH ACCORD

- REBNY reached a [historic agreement](#) with the Building and Construction Trades Council to promote economically viable growth and development in New York City, while boosting private sector opportunities for union construction workers. The two organizations formed a Joint Industry Advancement Committee (JIAC) to cooperate in pursuit of these goals.

MASS TRANSIT FUNDING

- REBNY played a leadership role working with a coalition of business, environmental, transportation, and labor groups that successfully advocated for a toll on vehicles that enter Manhattan south of 60th Street. Revenue generated by **Congestion Pricing** will help to improve subway service, increase vehicle speeds, and reduce pollution.

INCREASING DIVERSITY

- In 2019, REBNY expanded our support for [Building Skills New York](#), a not-for-profit organization that helps New Yorkers find construction jobs across New York City. So far this year, Building Skills placed individuals in more than **295** construction jobs, an increase of **55%** over 2018. Of those placed, **100%** are NYC residents and **97%** identify as Black or Latino. BSNY facilitated federal safety training for **300** New Yorkers in advance of new safety requirements on local construction sites.
- REBNY launched a new [Real Estate Internship Program](#) as part of the **Ladders for Leaders** program, in partnership with the New York City Department of Youth and Community Development (DYCD) and the Mayor's Fund to Advance NYC. **51** young adults were placed in paid summer internships at REBNY Member firms including **CBRE, Charles H. Greenthal & Company, The Durst Organization, Industry City (Jamestown Properties), Rose Associates, Rudin Management Company, SL Green, Tishman Speyer, and Webb & Brooker.**
- REBNY formed a partnership with **The Coro Fellows Program** to begin developing emerging leaders in the real estate sector in 2020. This new initiative will target mid-career, high potential candidates to increase diversity and inclusion in the industry.

TECH INNOVATION

- Building on our efforts to foster PropTech Innovation, REBNY partnered with MIPM to host [The PropTech Challenge](#), a global competition among software developers that drew entries from across the United States, Canada, and 25 other countries. The PropTech Challenge provides a platform for REBNY members to connect with the emerging tech talent that is creating comprehensive PropTech solutions designed to address key challenges across all aspects of the real estate industry.