

Entering the ball of fame

Tonight's REBNY ball celebrates the cream of Manhattan's commercial crop

THE Real Estate Board of New York represents the who's who of city real estate executives. If you own something in New York City or want to do business with the owners, chances are you belong. Its members provide valuable insights as well as deep pockets to area policy makers.

REBNY members consist of all the major building owners and those that service them, including residential and commercial brokers and managers, financial service companies, title companies, lawyers, accountants, architects, bankers, utilities and even media like the New York Post.

REBNY's goals are to unite those interested in real estate and the welfare of the city and state, facilitate negotiations, maintain the highest ethical standards, promote just laws and public improvements, and cre-

ate a healthy economy thus generating jobs and equitable taxes.

While REBNY's membership has grown with the economy and the boosting of its residential ranks to over 12,000 strong, only about 3,000 of them will fit into tonight's sold-out annual event at the Hilton Hotel & Towers' Ballroom which costs \$900 for each of the coveted tickets. It is not unusual to see tuxedo clad men and women in floor length gowns swarming the lobby areas and adjacent parties hoping to score an entry card for the main event, informally known as the Liar's Ball.

That's because REBNY is the oldest and most influential trade association in the city, so the younger and newer members want to make face to face contact with the industry's leaders with the idea of later doing

business.

Too, the earlier VIP cocktail party guests include REBNY's board of governors as well as, typically, the Governor of the State of New York, the city's Mayor and Deputies, various commissioners, some Council Members as well as other appointed and elected officials like Senators Hillary Clinton and Chuck Schumer, who can create gridlock with their security details.

REBNY members are involved in crucial city matters including the formulation of tax policy, city planning and zoning, land use policy, rental and conversion regulations and conditions, building codes and legislation. In addition, REBNY publishes several reports



For this year's award winners, turn to page 74

Bill Rudin of Rudin Management (center) receives an award from REBNY President Steven Spinola (left) and REBNY Chairman Stephen Ross of Related Cos.

Lois Weiss

season tickets to the opera and ball games.

Most guests spend more time mingling than chowing down at their own tables and rarely pay

attention to what goes on at the dais. Previous chairmen have resorted to banging on cymbals to obtain order, but to no avail. Years ago, one newly elected governor walked out in a huff when he wasn't properly primed and the audience didn't pay attention to his long winded speech.

Things won't be any different tonight.

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providing indicators of market prices for the residential, retail and commercial sectors.

Last year, its new website, www.Residentialnyc.com, went live, bringing a true portal and multiple listing service to the city's residential brokerage community, serving those from all over

the world seeking to live or invest here.

Tonight's dinner also provides a time to honor a select few of the membership and for the members to spend their time meeting and greeting each other and the public officials.

The oldest family developers hold down the tables in the front of the room and everyone keeps the same spot each year, much like