2019 Ones to Watch:
Daniel Bernstein

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What advice can you offer to someone who is just getting started in your industry?

You've got to keep learning because the changes keep coming. Potential changes as of October 2019 include:

1. Reform of the NYS property tax system;

2. Changes to the ULURP process;

3. Additional rezonings (I see you Gowanus) and more.

Getting connected to your colleagues, through organizations such as REB-NY, NYSAFAH and other groups, is invaluable.

As co-chair of the NYC Bar Association's Committee on Housing and Urban Development, I organized a much-needed continuing legal education event on the Housing Stability and Tenant Protection Act of 2019, which was held on Halloween morning (October 31st).

Who or what do you attribute to your success?

I enjoy helping clients navigate the complexities of NYC tax incentive and zoning programs, including affordable housing issues.

The more NYS and NYC change the playing field, the more real estate stake-holders (owners, developers, lenders) need up-to-date advice tailored to their concerns.

How have your life experiences impacted who you are professionally?

As a life-long New Yorker I have a deep connection to two different areas of the law: immigration and real estate development. I've spent my entire legal career helping clients apply for and receive benefits from major bureaucracies: U.S. immigration agencies and NYS and NYC housing and finance agencies. I started out as an immigration lawyer and helped clients apply to the U.S. federal government for green cards and citizenship. When I switched to real estate, I adapted my skills to deal with NYS and NYC agencies and government. Working with major NYC owners, developers and lenders, I help real estate stakeholders navigate the tax incentives, zoning requirements and other programs they need to make their NYC projects and transactions a reality.