



# Occupancy Cost Audit Group

The National Leader in Occupancy  
Cost Recovery Audits

Unsurpassed Service  
Proven Results



Occupancy Cost Audit Group



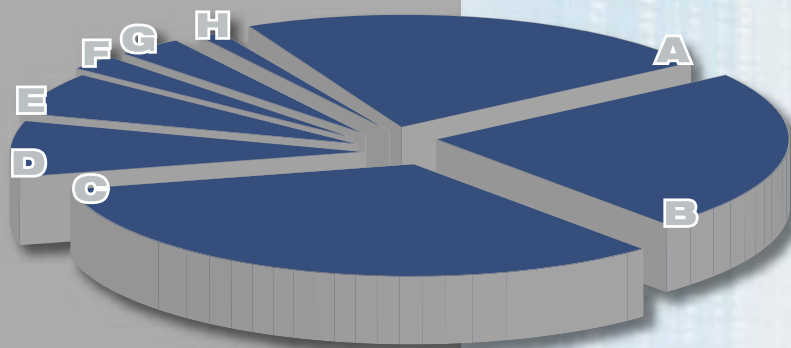
## Occupancy Costs are Rapidly Escalating

The real estate industry is enjoying rapid growth and profitability. Meanwhile, occupancy costs represent a significant expense that continues to soar on an annual basis. Most companies focus primarily on their investment holdings in order to contain costs and reduce exposure. Other companies are unable to devote the time necessary to identify and recover erroneous overcharges. Such overcharges are hidden within complex lease clauses, convoluted reconciliations and unexplained expenses. These overcharges are at the expense of lost profits.

## The OAG Solution

OAG provides the solution to recoup thousands of dollars in overcharges. An occupancy cost audit recovers billing errors, maximizes lease compliance and controls future occupancy costs.

Our occupancy cost audit will review every facet of your lease to determine potential billing errors. Our comprehensive approach provides optimal results for the following expenses:



- Common Area Maintenance (CAM)
- Real Estate Taxes
- Percentage Rent
- Repair & Maintenance
- Construction Costs
- CPI Escalations
- Subtenant Billings
- Insurance
- Minimum Rent
- Pro Rata Share
- Utilities
- Statement Credits
- Tenant Allowances
- Other Occupancy Costs

## Claims by type:

A: Common Area Maintenance (CAM) - 22%

B: Real Estate Tax - 26%

C: Rent - 32%

D: Repair & Maintenance - 8%

E: Subtenant Billings - 6%

F: Tenant Improvements - 2%

G: Statement Credits - 3%

H: CPI Escalations - 1%

The audit approach consists of a bench audit at your office and if necessary, a field audit in the landlord's office.

OAG can reveal hidden expenses and recover overcharges in order to enhance your bottom line and position your real estate investment.

OAG manages the entire audit process — from submitting the claim to recovery from the landlord.

OAG is breaking new ground in the advanced technology of occupancy cost auditing.

Our clients reap immediate savings and derive future benefits.

# Why Choose OAG?

Occupancy Cost Audit Group, Inc. (OAG) provides a specialized audit recovery

service to uncover hidden occupancy costs overcharges. Since 1990, OAG has pioneered the recovery audit business through innovations and creativity in the audit industry. OAG is a national leader in occupancy cost auditing. Our proven expertise and superior scope of services sets us apart from our competition. Today's competitive industry demands that your business cover more ground than ever before — yet paying excess occupancy costs should not be part of the territory. Our specialized team is focused and dedicated to serve your specific audit needs. OAG auditors recover money that directly benefits your bottom line. Today, OAG serves clients across the United States and has recouped hundreds of millions of dollars for our clientele.

## Principles

OAG maintains the highest level of professionalism and integrity by preserving client-landlord relationships and protecting confidential data.

## Expertise & Qualifications

Our team consists of qualified professionals with more than 20 years of retail and commercial real estate experience including a wide range of complex lease agreements and other ancillary documents. Our auditors have strong backgrounds in accounting, real estate and retailing.

Today's sophisticated leases contain a wide variety of complex language that can result in complicated and incorrect billings — at your expense. Our auditors have a thorough understanding of the real estate issues pertinent to your industry and scrutinize all occupancy expenses.

Our committed team is exceptional at locating lease exceptions and is familiar with landlord billings and practices. OAG has expertise in a broad range of industries, so we understand how leases are structured and written across different industries, which allows us to quickly identify overcharges and control your future expenses.

OAG will maximize landlord compliance with complex lease terms and provisions.

Our expertise and perception provide leverage for future lease negotiations.

- Professional auditors dedicated exclusively to occupancy cost audits
- Audit team staffed by professionals with more than 20 years experience
- Auditors possess backgrounds in real estate, accounting & retailing
- Knowledgeable team experienced with complex lease terminology
- Our team has audited hundreds of lease and expense clauses
- Experts in lease and construction audits
- Experience in scrutinizing billings to quickly identify overcharges
- Sensitive to client operations and confidentiality of legal documents
- Commitment to save you thousands of dollars over the life of your lease



## Landlord Relations

OAG is committed to maintaining professional relationships with landlords. Our auditors maintain the highest level of professionalism and courtesy with your landlords. We characterize our approach as firm, yet fair. As a result, discrepancies are quickly and amicably resolved wherein you continue a mutually beneficial relationship with each landlord.

OAG is very familiar with individual and common landlord practices to uncover overcharges which also derive future savings.

OAG's team has worked with more than 200 clients and with most major landlord entities in the United States.

- Established relationships with most landlords
- Cognizant of client-landlord relations
- Sensitive to confidentiality of legal agreements
- Client controls each claim

## Real Estate Audit Process

- Review property listings, leases, legal documentation, landlord invoices and billings
- Research and document claims
- Prepare audit report for client approval
- Forward claim to landlord for resolution
- The results are checks, credits and other refunds or benefits from the landlord
- All go-forward savings belong to the client
- OAG provides a risk-free service based on a contingency fee

## Unsurpassed Technology & Service

- Innovative professional service
- Dedicated Associates nationwide
- Minimal disruptions to you and your staff
- Capability to rapidly evaluate vast data and reveal overcharges
- Professional auditors with intimate knowledge of occupancy costs
- Unique audit methodology to maximize recoveries
- Periodic and customized status reports
- Recommendations for future lease clauses

For further information or customized auditing solutions, please contact us:



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