

THE YORK GROUP LLC

THE YORK GROUP LLC, based in Manhattan, is one of the nation's leading real estate lease audit consulting and cost saving firms. Our primary goals are to help commercial tenants save money and make them smarter about their occupancy costs. A tenant will save money if we find that their landlord is misapplying the terms of its lease. Mistakes are common in the world of billing office rents. Almost always mistakes cost the tenant money, thousands if not millions of dollars. Employing skilled lease audit techniques and our niche expertise, we detect even the most complex and esoteric mistakes. We then cause the landlord to correct its mistakes and issue rent credits or refunds to the client. We also cause the landlord to correct its incorrect methods and formulas so that future rent billings are calculated properly and no overcharges result. Our lease audit process can save a tenant thousands if not millions of dollars.

“Lease audit” due diligence benefits the client by saving money and reducing its future rental costs. By verifying the operating expense, real estate tax and utility charges, old billing errors are corrected and future billing errors are prevented. Our reports and advice also provide useful information that enables the client to better understand the landlord's calculation of the additional rents i.e. is the landlord billing the tenant in accordance with the terms of the lease and using proper business practices.

Founded in 1990, York has recouped millions of dollars in past rent overcharges and saved many millions more in future rental costs for many Fortune Five Hundred companies, banks, corporations, utilities, governmental entities as well as prominent law and accounting firms.

We are client-focused and solution driven. Our select group of experts provides the very best talent and service. Each member of our group has experience working for or representing landlords as well as tenants. Today, we work only for tenants. Our skill and experience are the reasons we detect overcharges in almost forty percent of the leases we audit. That sets us apart from the competition.

Today, no company--no matter how large or small--can afford to pass up an opportunity to save money and reduce expenses. If you want the best results and service from your lease audit consultant, then engage us.

Services

LEASE AUDIT DUE DILIGENCE AND COST RECOVERY

Complete Lease & Rent Analysis

- Operating Cost Billings
- Porter's Wage Rate Calculations
- Real Estate Tax Charges
- H.V.A.C. and Overtime Service Charges
- Electricity/Utility Charges
- Consumer Price Index Calculations

Complete Rent Billing and Payment Analysis

- Examination of Landlord's Books and Records
- Electricity and Other Utility Examinations
- Preparation of Comprehensive, Detailed Report of Findings
- Negotiations and Settlement with Landlord

CONSULTING SERVICES

- Assisting tenants with the negotiation and formulation of new leases and rent-related issues.

NUMBER OF LEASES:

- Several thousand “audited”.
- Individual leases as well as entire portfolios of leases.

SAVINGS:

- Tens of millions of dollars in the aggregate.

LOCATIONS:

- Nationwide.

RESOURCES

**Joel I. Binstok, Esq.
Managing Member**



In 1991, Joel co-founded this lease audit and consulting business after specializing in transactional real estate and project finance at the law firm Gaston and Snow in New York. Joel was a counsel at the NYC Public Development Corp. and worked on the Staten Island Teleport, the South Street Seaport and the Times Square Redevelopment Projects. He lectures on office leasing and rent issues at the NYU Real Estate Institute, CoreNet Global seminars and several area law schools. He teaches in programs by the NY State Bar Association, the NYC Bar Association and the Association of Corporate Counsel. He is the author of the chapter on “Operating Expenses” in an authoritative lease textbook entitled, Commercial Leasing published by the NYSBA in 2004. He is the Secretary of the NY Chapter of CoreNet Global., admitted to practice law in NY & FL and has experience in the mediation, arbitration and litigation of real estate disputes.

**Andrea Weissman, CPA
Managing Director**



Andrea has been a Certified Public Accountant for more than fifteen years. An honors graduate of Lehigh University, she began her professional career as an accountant/auditor at Ernst & Young. Andrea later worked in financial planning at Merrill Lynch on a team that managed over \$150 million of private clients’ assets. While having a keen understanding of business analytics, she enjoys the challenges of commercial real estate.

Partial Client List

- Bank of America
- Bear Stearns
- Canon USA
- CBS Corporation
- Dewey Ballantine LLP
- Eisner & Co. LLP
- HarperCollins Publishing
- Health Insurance Plan of Greater NY (HIP)
- Mayer Brown Rowe & Maw LLP
- Marsh McLennan
- Montefiore Medical Center
- Thomson Corporation
- United Nations
- United States Trust Co.
- VF/Nautica

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