



### **Gillette**

**Address** European Distribution Centre, Hemel Hempstead  
**Instruction** Compiled List and 44a  
**Comment**

#### **The brief**

Knight Frank was appointed to provide Business Rates advice on Gillette New European Distribution Centre in 1997. This was the largest speculative build by Gazely in the UK at the time and consisted of over 33,155 m<sup>2</sup>. The opening of this centre was to be done in phases with the relocation and closure of a number of smaller centres around the M25.

#### **Key objectives and constraints**

Our first task was to reach agreement with the Local Authority to grant empty rate relief on the parts not occupied through the 44a certification process. This involved over 14 separate 44a certificates which was a record for Dacorum Council at that time. The next stage was to secure a reduction in the assessment on both the 2000 and 1995 lists which was obtained. In addition our client secured the lease on the adjoining unit and we were success in securing a merged assessment with additional allowances for quantum and linkage. Finally we secured a deletion of the site even though the clients remained in occupation after the Buncefield Dept explosion in 2005.

#### **Actions and outcome**

As a result of the successful completion of the above instructions we secured the client a refund of **£ 1.1 million**



## Boden



### **Boden**

**Address** Meridian Park, Meridian West, Leicester

**Details** Boden occupy 100,000 sq.ft distribution warehouse built in 1985, located close to Junction 21 of the M1

**Instruction** Business Rates Appeal

#### **Comment**

#### **The brief**

Knight Frank have been retained Business Rates advisors to Boden for the last 10 years. Meridian Park is their main distribution warehouse for clothing products. Our brief was to appeal and reduce the 2005 compiled list assessment and generate savings backdated to 1<sup>st</sup> April 2005.

#### **Actions and outcome**

The VOA had originally applied a valuation basis of £ 52 m2 which we considered excessive. Using our in house database, we compiled a list of rental evidence and reached a settlement at £ 48 m2. In addition to this, the VOA had wrongly included a mezzanine walkways in the valuation and these were deleted from the assessment. After lengthy discussions, the Valuation Officer agreed to reduce the assessment as follows:

**Original Rateable Value £ 530,000**

**Revised Rateable Value £ 457,500**

**Reduction Rateable Value £72,500 (15% Reduction)**

**Total Savings £ 152,000**

# CASE STUDY

**Knight Frank**



## **LA Fitness**

**Address** Nationwide

**Details** Doncaster Head Office and over 100 prestigious Health & Fitness centres throughout the UK.

**Instruction** Full Rate Payment Management Service

**Comment**

### **The Brief**

To manage Rate Payments on the entire portfolio. Paying monthly instalments and verifying accounts. Applying for empty rate relief where appropriate, ensuring all refunds received and invalid demands are challenged. To undertake a historical Rate Audit of the entire portfolio.

### **Key Objectives**

Our remit is to pay rates and manage the entire Rating portfolio, managing cash flow, and ensuring that occupation and changes are communicated quickly and accurately to the Billing Authority and Valuation Office.

### **Action and Outcomes**

We paid in excess of £ 6million in Rate Demands for this client for the 2007/08 period. Our Audit of Accounts enabled us to identify and secure over **£ 250,000**, plus interest, in unclaimed Rate credits across the portfolio

In addition to the audit , appeals on the 2005 List to date have secured £ 1.7 million in savings

**Total Savings £ 1.9 million**



### Investec

- Address** 2 Gresham Street, London, EC2V
- Details** No 2 Gresham Street is a 170,000 sq ft development completed in 1998 and refurbished in 2007. It is located in the prime area of the City of London.
- Instruction** Business Rates
- Comment**
- The brief**  
Knight Frank have successfully being retained as the sole rating advisers to Investec for the last 10 years. No 2 Gresham Street is their Head Office and business rates account for a considerable proportion of their overheads. Our brief was to review and appeal the 2005 rating assessment if appropriate.
- Actions and outcome**  
The VOA had originally applied a valuation basis of £ 360 m2 which we considered excessive and an appeal was lodged. After a number of meetings we reached a settlement reducing the basis to £ 340 m2. In addition we secured a quantum allowance of 7% .The assessment was revised as follows
- Original Rateable Value £ 4,610,000**  
**Revised Rateable Value £ 3,820,000**
- Total Savings £ 682,000**