



BUSINESS RATES ADVICE
FOR PROPERTY OWNERS

Knight Frank

Our Solutions, Your Savings

BUSINESS RATES

Knight Frank



OUR AIM IS TO ACTIVELY MITIGATE YOUR RATE LIABILITY AT EVERY STAGE OF THE PROPERTY CYCLE, ULTIMATELY PLACING YOUR COMPANY IN A BETTER FINANCIAL POSITION.

Business Rates advice is now an important component of any commercial property investment strategy. Recognising and implementing the right rating strategy at each stage of the property life cycle will assist in ensuring that the best returns on capital can be achieved.

To be effective, rating advice must continue to reflect the constantly changing economic and political landscape. The advice needs to be innovative and proactive to maximise opportunities to mitigate rates at all stages. We have built a highly specialist team of rating advisers who embody these ideals which we believe deliver a cut above the competitors in this industry.

Strategic Rating advice supports the delivery of the following outcomes:

- Strengthens relationships with Tenants by ensuring their second largest property overhead is mitigated.
- Assists in maintaining occupancy levels.
- Enhances potential for rental growth.
- Assists in maintaining capital values.
- Mitigates empty rate liability during void periods



In the following pages, we demonstrate the successful results we have achieved for clients at each stage of the property life cycle. The cases readily prove that even controversial issues like the changes in the empty rate legislation can effectively be mitigated against with the right rating strategy. We are proud of our track record and welcome an opportunity to discuss your requirements.



STRATEGIC RATES MITIGATION

Mitigation on Empty Developments



Client : British Land

Address: 8 -12 Baker Street, London W1

Details: 90,000 sq ft of mixed retail and office development forming part of a redevelopment scheme awaiting planning permission.

Action: Strategy involved, utilisation of intermittent occupation to secure rates exemption, appealing basis and deleting retail units on ground floor

Outcome : Savings £ 1,200,000

Client : Henderson Global Investors

Address: 6th – 10 Flrs, 1 Knightsbridge, London

Details: 50,000 sq ft vacant office floors subject to adjacent building works.

Action: Strategy involved, utilisation of intermittent occupation to secure rates exemption, appealing basis and securing allowances for disturbance from building works

Outcome : Savings £ 900,000

Deletion during Development.



Client : Quinlan Private

Address: Senator Hse, 85 Queen Victoria Street, London

Details : 150,000 sqft refurbishment of 1980s development. Insufficient works carried out Valuation Officer resisting deletion as no more than repair works which are considered done under rating hypothesis.

Action : Deletion secured by establishing ' building sufficiently changed as works were improvements.

Outcome: Savings £ 1,340,000

Client : Minerva Plc

Address: Segas Hse, Ellis Hse & Link Hse, Croydon

Details : 110,000 sqft redevelopment of vacant 1960's office blocks in central Croydon. Funding issues arose and joint development with Council put on hold. Compulsory Purchase Order lapsed and Empty rates liability incurred.

Action: Established that buildings were beyond economic repair and all three were deleted.

Outcome: Savings £ 500,000

Completed Vacant Developments.



STRATEGIC RATES MITIGATION

Completed Vacant Developments



Client : RO Development Group

Address: One Hemel Hempstead, Hertfordshire

Details: 98,000 sq ft, Grad A Office Development. Vacant floors brought into rating list and empty rates incurred.

Action: Case review uncovered fact that no completion notice for rating purposes served by Council. Report from Building Consultancy proved that costs of fitting out to CAT B were considerable. Assessment deleted.

Outcome : Savings £ 300,000

Client : Bruntwood Estates

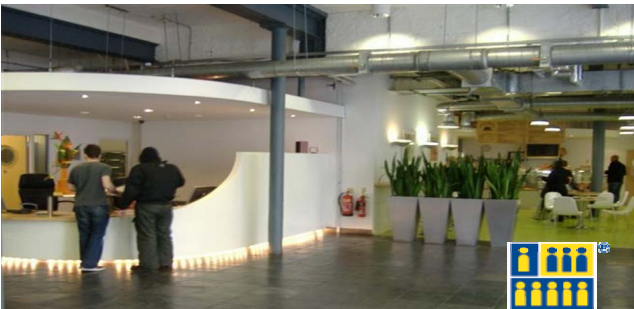
Address: Ex Royal Mail Sorting Office, St Andrews Street, Manchester.

Details: Council served completion notice to bring completed unlet development into rating. Client facing empty rate liability.

Action: Notice appealed on grounds that development was not yet 'substantially complete' as required under the legislation. Notice successfully quashed,

Outcome : Savings £ 700,000

Service to Estate Tenants



Client : Workspace Group

Address: Barley Mow, Chiswick, London

Details : Knight Franks instructed to provide advise to all their tenants across 100 business Centre portfolio in Greater London

Action: Secured empty rate relief during voids and appealed any excessive 2005 List assessments. Above case required presentation at the Valuation Tribunal. Decision found in favour of Workspace and Rateable Values reduced by average of 20%

Outcome: Savings £600,000

Client : BRE/Vintners' Place LP

Address: Vintners & Thames Hse, Upper Thames Street, London EC4

Details : 266,000 sq ft of multi-let offices and is situated on the banks of the River Thames. Special features include an atrium with a coffee shop, a fitness centre and swimming pool which is for the exclusive use of the occupiers Knight Frank instructed to review, all rating assessments

Action: Established that tenants health Club exclusive to them and reduced assessment by 98%. Deleted Landlords Store assessments and reduced tenants basis by 25%.



Our Clients

We are proud to advise some of the leading organisations in the United Kingdom. Our relationship with our clients is at the core of our service. Through regular meetings, we can ensure that strategic rates advice is provided on all property decisions. Our successful track record is shown on our case studies across this report.

AELTCC (Wimbledon)	McAlee & Rushe Group
Almacantar	Metro Bank
Ambac Assurance	Minerva
Arlington	Morley Fund
AVAYA	National Science Museums
Avestus	National Union of Teachers
Big Lottery Fund	NESTA
Boden	Orion Capital Partners
British Land	Orrick
Bruntwood Estate	Osborne Clarke
Capital & Counties	Pentland Group
Carbon Trust	Premier Cru Hotels
Cardiff Bay Partnership	Public & Commercial Services Union
Constellation Group	Quintain Estate & Development Plc
Crown Estate	Reed Smith LLP
Hammerson	RO Developments
Helical Bar	SAWIS
Henderson Global Investors	Scottish Courts Service
Holland & Holliand	Smurfit Kappa
Intel Corporation	Stephenson Harwood
Investec	Talk Back Thames
IVG	Teva UK
KPMG LLP	The Garden Centre Group
L A Fitness Group	Thomas Miller
Lancashire County Pension Fund	Towry Law
Matthew Clark Wholesale	Westminster City Council

Testimonials

We have used Knight Frank's rating service over the last 10 years and we have always been impressed at their professionalism and the level of savings they have secured. We have no hesitation in recommending them.

Tony Grimes, Head of Facilities
Investec

For Henderson Global Investors, active management of Business Rates is one of the key components in controlling our accommodation cost base. We use Knight Frank, and have for many years, because of the results they achieve on our behalf. They are proactive, innovative and consistent, and we believe, the Number One firm for Business Rates.

Fred Kinahan, Head of Facilities
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