

# SUCCESS STORY

RETAILER SAVES £36,000 AFTER NEGOTIATIONS ON ACCESS AND ROADWORKS

## TEAM – RATING BIRMINGHAM

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**STATISTICS**  
Multi-million pound savings

**SERVICES PROVIDED**  
Rating Valuation

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## CHALLENGE

Colliers International served a rating appeal on behalf of a high street retailer in the centre of Leicester to take up two issues on their behalf with the Valuation Office.

## STRATEGY

The first issue was the second entrance at the rear of their shop. Normally this would add considerably to its rating valuation, but the rear entrance in this case was not used by the retailer.

The second issue was a deep drop from the main shopping section to the area around the front door. To overcome this problem our client had fitted a ramp, for disabled access, and some steps.

We successfully argued that both these issues – non-use of the second entrance and the need for access improvements – should be taken into account in settling the business rate appeal.

As a result, only a nominal sum was added for the second entrance, and the Valuation Office granted a 10% disability allowance (deducted from the rate) for the access problem.

In addition, we obtained a 7.5% 'end allowance' reduction in the Zone A rate for road works outside the store which lasted for about 12 months.

## SERVICES

- Initial recommendation and advice from a professional rating surveyor with extensive market experience;
- Detailed measuring survey allowing instigation of procedures to ensure the lowest level of liability is being charged;
- Full analysis of subject property rental transaction, if applicable, and transactions based on comparable properties in the marketplace;
- Proactive lead in discussions with the Valuation Office to ensure best result for our client;
- Provision of additional advice and recommendations on Valuation Office forms of return, Small Business Rate Relief and applications to local authorities on vacant areas of commercial properties;
- Continued rating advice and support throughout the life of the rating list and beyond;
- Direct internal link to all of Colliers International's commercial property services, providing wide range of support for all types of commercial property.

## RESULTS

The total saving to the retailer was in the region of £36,000 over five years.