



CASE STUDY - RATING CONSULTANCY

Receipts and Expenditure Method of Valuation

THE GRANARY HOTEL & RESTAURANT

Hotel and Premises – 2017 Rating List Appeal

Dunlop Heywood were instructed to provide rating advice on both the 2010 and 2017 List for The Granary Hotel in Kidderminster.



For more information, contact:

Adam Brooke
MRICS

Director
Dunlop Heywood

t: 0161 817 4845

adam.brooke@dunlopheywood.com

Rateable Value was: **£118,000**

Rateable Value agreed: **£57,000**

Savings across the 2017 list: **£119,500**

The owner of the Granary Hotel approached Dunlop Heywood at the start of 2018 to see if we could reduce their business rates liability. Acting quickly to secure them a reduction on their 2010 rates, we successfully challenged their £135,000 RV to a revised £101,000. Since then, on the 2017 List, two further reductions have resulted in a current RV of £57,750. Over the three-year relationship, and after a multitude of appeals, the Hotel's Rateable Value has been reduced by over 57%.

In carrying out this work we:

- Established the Fair Maintainable Trade of the hotel
- Analysed all factors that went into driving this trade
- Agreed upon the correct income splits
- Considered the premises against the wider trading location
- Submitted appeals to reflect Material Change of Circumstance

The clients view:

"Having had a torrid time with our previous agent we instructed Dunlop Heywood to take up the challenge on the 2010 List. When they took over the process our rateable value stood at £135,000 and after several rounds, and a combination of appeals, it now stands at £57,500 with a further appeal still outstanding.

*Their effort and commitment to constantly review our turnover as well as changes in the area has helped us continue in what has become an incredibly competitive market over the past few years." - **Khalid Zaman***