



CASE STUDY – RATING CONSULTANCY

OAK VIEW GROUP

Oak View Group is the global leader in venue development, management, and premium hospitality services for the live event industry and operates Coop Live, an indoor arena in Manchester, England. It is located in the Etihad Campus next to the Etihad Stadium. It opened on 14 May 2024. The venue has 32 bars, restaurants and lounges and has the largest floor space of any comparable UK arena. Dunlop Heywood was instructed to provide specialist rating consultancy services to Oak View Group consequent on the completion of the arena during the currency of the 2023 rating list.

The objective was to pre-agree the rateable value to be entered on the 2023 rating list and secure a fair outcome, while minimising litigation risks and associated costs. Our approach combined technical expertise and careful negotiation to deliver maximum value for Oak View Group:

Key Actions:

- **Detailed Evidence Submission:** Produced expert rating valuation evidence reflecting the 1 April 2021 valuation date.
- **Strategic Negotiation:** Achieved agreement with the Valuation Officer through constructive engagement, avoiding costly litigation.

Key achievements are:

- **Financial Certainty:** Achieved budget clarity in respect of major leisure asset.

Conclusion

Dunlop Heywood's expert consultancy and collaborative approach secured a fair and correct assessment. By combining technical valuation expertise with strategic engagement, we achieved significant savings and ensured financial certainty for this important leisure asset.

This case study highlights our ability to deliver meaningful results for large-scale leisure sector organisations, helping them focus resources on service delivery and long-term investment goals.