



Discovering your overpayments

GN One-Off Business Rates Recovery

Seize the opportunity to recover

Commercial property taxes are complex. Business rates are no different. In fact, the entire administration process is challenging. So it's little wonder mistakes occur. However, with these mistakes come many opportunities to recover costs.

“The One-Off Business Rates Recovery Service is at the core of our business, every year, yielding around £10 million to £15 million in one-off business rates savings, without even touching a rating appeal.”

Andrew Wheeler, Board Director, Goodman Nash

Reading Between the Lists

While the concept behind business rates are straightforward, they are among the most complicated taxes to administer. Appealing against rateable values is also time consuming with delays in the appeal process against rateable values often taking years. What's more, rateable values change frequently. This means historic charges for earlier years can also change, making it a common occurrence for reopening of billing across previous rate years.

This leaves companies struggling with their reconciliation processes when trying to ensure payments match liability. In a world where companies lack access to the proper software to manage that reconciliation process.

Add to this complex transitional relief, the availability of many exemptions and reliefs, legislative changes between revaluations, and it's no surprise that ratepayers occasionally overpay.

Unfortunately, the complexities don't end there. The legal framework is difficult to understand. New regulations are regularly introduced and their interpretation changes through case-law challenges. It all creates an environment where mistakes occur and procedures are not followed. A number of parties can make errors, including the billing authority, the rating agent and ratepayer. However, more than just mistakes can occur, opportunities to mitigate and reduce liabilities are also overlooked.

What if you have a Rating Agent?

Due to the historic nature of the recoveries, and having worked hard unearthing opportunities, naturally, Goodman Nash is keen to be rewarded. However, as an independent and impartial company, we work alongside many agents, advisors and practices with one common goal: to get the best results for our clients. Having a Rating Agent should not be a barrier to instructing us. So if you have contractual arrangements in place, these can be unlocked through honest discussions between all the parties. Many of the opportunities we discover pose no conflicts at all.

How the service can help

Sitting outside the conventional rates appeal process, the GN One-Off Business Rates Recovery service will help return retrospective overpayments to your company. We will discover those mistakes or provide more accurate information through research, to enable you to recover back costs in business charges.

The service discovers opportunities to recover overpayments through information gained in the public domain and or through our third-party subscriptions. We identify rating-list errors, incorrect billing, client overpayments, missing reliefs and exemptions, and more.

Additionally, we'll identify where you could have saved more through transitional certification or list alteration. For example, rateable values may have been too high or failed to account for material changes in circumstances, such as road works and adjoining building works.

Goodman Nash has subscribed to Valuation Office Agency data since 2003. This provides us with many powerful advantages, including the ability to write our own scripts to analyse the data for many purposes. We also receive data from the public domain, freedom of information requests, Scottish assessors, the Valuation Tribunal Service, Ordnance Survey and many third-party subscriptions. As such, we have perhaps the most sophisticated toolsets available in the surveying industry.

We take data-handling seriously. Since 1998, we've had our own dedicated software development team and invested millions in IT platforms. This investment has made us unrivalled in our ability to detect rate-saving opportunities for clients. We believe we are streets ahead of the competition; a fact not lost among our agent friends in the rating sector, who use our services regularly.

The service is different to our GN Rates Audit, which usually involves a portfolio of property and corporate clients sending internal data to us.

How the service works

It couldn't be easier to put our GN One-Off Business Rates Recovery service to work. All we usually need from you is your business rate account number or a letter of authority to obtain information from the billing authority or Valuation Office Agency. From there, we will perform undervaluation checks against the property. While uncommon, we will explain any risks of proceeding with the claim, where relevant.

It's easy to see the benefits of the service. Typically, we will approach you with opportunities to recover costs. After all, we have already done most of the hard work tracing errors before contacting you or identifying a scheme to reduce costs further. We'll give you the chance to recover those cost savings on a no-win, no-fee basis. Sometimes, our retrospective claims can go back over 10 years on single property addresses, leading to recoveries running into many tens – or hundreds – of thousands of pounds. Our biggest claims have exceeded £1 million.

So let us deliver those savings we've already identified. We just need your instruction to recover them for you.



**Supporting your business,
working with advisors**



**Gaining the advantage
through smart intelligent action**



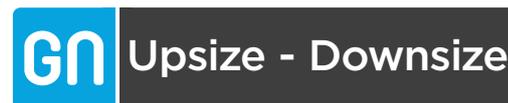
**Nothing to lose,
everything to gain**

Let's talk

This might be one opportunity that's too good to pass by. As recognised experts in historic business rates recoveries, Goodman Nash has the skills and resources required to secure significant savings for your company.

There's another good reason to get in touch: if we don't find a refund, there's no fee to pay. So you have nothing to lose and everything to gain. To find out more about how our GN One-off Business Rates Recovery service can save you time and money, please contact us.

Other GN Services



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