QuoinStone

Business Rates



Innovative Solutions

Meticulous, proactive, effective business rates advisors

www.quoinstone.consulting

What we do

Using a wealth of experience and expertise, we manage, reduce, or remove business rates liabilities for our clients. There are a number of circumstances in which we can do this including:

Overvalued Property – in many cases the VOA have overvalued properties. Either the valuation approach is wrong, or the property has changed and in these situations, a rebate for the overpaid rates will be due back to the rate payer from the date the property was acquired or the 1st April 2017, which ever is later.

Empty Rates – if you have vacant or part vacant properties in your portfolio as a property owner or occupier, we can ensure you will benefit from the maximum level of relief possible by using a range of rates mitigation solutions at our disposal.

Changes in Circumstances – If for example, the business is being negatively affected by a nearby development or a closed street is restricting access for shoppers, you may also be able to make a claim based on a material change in circumstance.

Management of rates and payments – keeping up to date with rates payments across a portfolio can be complicated. We provide a full service to take control of payments, along with rating advice across portfolios of all sizes.

Quantum Discounts – where a single ratepayer has contiguous properties listed separately (in separate hereditaments) then we can apply to combine these spaces and secure a reduced assessment for our clients.

Full Property Portfolio Audit – We can carry out a full audit, reviewing all properties and all historic payments going back to 1990 to make sure rates have been correctly calculated and if not, claim the refunds. We will come back with a comprehensive report on where savings can be made and where refunds can be obtained across the whole portfolio.

Reliefs – in many cases a rate payer can benefit from Local Authority Reliefs that will apply in certain circumstances. We would establish what reliefs are currently applicable and seek to secure them for our clients on a historical basis, often recovering rates paid over multiple years.

How we do it

Check, Challenge, Appeal – for overvalued or material changes in circumstance, we will assess whether your rateable value is capable of being successfully challenged and guide you through the complex appeal process.



Reporting

Live Dashboard

We use our proprietary reporting tool to provide a live dashboard summarising the rates situation across properties and portfolios. This software has been developed to provide our clients with instant access and effortless investor reporting.

Business Rates Savings Calculator

Our bespoke rates calculator can be found on our website. It will provide you with an estimate of your rates payable as well as an estimate of rates savings if it were to become empty and need a rate mitigation solution. This really useful tool will assist with budgeting, please use and share it. No email needed or registration required.



www.quoinstone.consulting

Our clients

Below are examples of recent feedback received from our clients who have shared their experiences of working with the QuoinStone team.

"I cannot speak highly enough of the service Katy Ellis provided. She achieved significant rates savings for our business across an extensive and complex property portfolio. She is set apart by her upmost professionalism, her attention to detail, enthusiasm, trustworthiness, and willingness to go that extra mile to meet client's requirements.

Chris Green
Taylor Wimpey UK Ltd

"QuoinStone advised on all aspects of our first commercial office and warehouse acquisition. It was abundantly clear their experience and longstanding property network was invaluable and we are already working with them on our next commercial property acquisition.

Marijke Varrall-Jones
Maak

"I highly recommend Katy's services. She has successfully recovered overpaid business rates in excess of £700,000. She is easy to deal with and provides a seamless service with regular updates and minimal administrative input from us.

Paul Gilbert
London & Quadrant

"Katy's business rates audit identified over £358,000 of refunds dating back to 2010. We are delighted by how swiftly this money was returned to us. She communicated regularly, was always professional and is highly experienced. We recommend her to anyone seeking a rates review.

Terry Chant
The Armed Forces Charity

Aitch Group · Brockton Everlast Inc. · Brooksplace · CBRE Investment Management · Doublet Property Holdings
Epsilon · ING Funds · L&Q · maak contemporary ceramics · Mobility Giant
OCUBIS · Quintain · Skills Training UK · ssafa the Armed Forces charity · Taylor Wimpey

The QuoinStone Team

Our team has a huge passion for property, technology and solutions. In a rapidly changing industry we are well placed to continue to deliver excellence to our clients.



Tim Struth MRICS
Owner & CEO

Tim is co-owner responsible for management, operations and business strategy.

tim@quoinstone.consulting

linked in



Katy Ellis
Owner & Head of Business Rates

Katy is co-owner responsible for product, staff development and leads the Business Rates Team.

katy@quoinstone.consulting

linked in



Steve Howling MRICS
Owner & Client Relations

Steve is co-owner responsible for client networks and business growth. He leads on market intelligence.

steve@quoinstone.consulting

linked in



Billy Struth
Senior Surveyor

Billy is responsible for client advice across occupiers and landlords. He leads on delivery of professional services.

billy@quoinstone.consulting

linked in



Andy Sparsi MRICS
Associate

Andy leads occupier 'Check Challenge Appeal' work and provides landlord rates management services.

andy@quoinstone.consulting

linked in



Louise Soden
Surveyor & Operations Manager

Louise implements company operational activities applying commercial property knowledge to improve service delivery.

louise@quoinstone.consulting

linked in

QuoinStone

Business Rates

What are Business Rates?

Business Rates are a tax imposed on the right to occupy commercial property. They usually equate to roughly half of annual rent, so become one of the largest liabilities for business owners, after rent and PAYE. The money is collected by local authorities and is channelled into public services much like council tax is. Ctax is retained NNDR is sent centrally and then redistributed

How are they calculated?

Business Rates are calculated by taking the Rateable Value (RV) of the property and multiplying it by the Uniform Business Rate (UBR). The RV is the Valuation Office Agencies (VOA's) estimate of the properties' market rent at a certain valuation date. The UBR is the multiplier used to calculate the amount the ratepayer is required to pay per £1 of Rateable Value. For the current 1st April 2017 Rating List, Rateable Values are based on the rental market on 1st April 2015.

The new Rating List took effect from 1st April 2023 and will relate to the rental market on 1st April 2021.

info@quoinstone.consulting

+44 (0)20 3393 3314

Telephone House
69-77 Paul Street
London EC2A 4NW

RICS®
Regulated by RICS

www.quoinstone.consulting