



### BUSINESS RATES RETENTION MAXIMISATION

Thanks to the business rates retention scheme and Billing Authorities being able to retain increasingly higher percentages of collections - maximising yield in this area has never been more important.

With over 1.9 million non-domestic rateable properties in England and resources within the Valuation Office Agency (VOA) stretched to the limit, it is a huge undertaking to make sure every property is not only included but valued correctly - inevitably properties slip through the gap.



### INCREASING YIELD WITH MISSING AND UNDERVALUED ASSESSMENTS

WHE Revenues Assurance have expertise in identifying these properties using a number of datasets and industry knowledge to quite quickly highlight missing or undervalued assessments that will significantly increase a local authority's yield.

Using a combination of data taken from commercial lettings databases, development and planning data, land registry information, list data, aerial photography, geo-mapping data and more, WHE Revenues Assurance provide the best rates maximisation service available on the market today.

Our unique dataset combines a variety of systems and information which enables us to compare data to a Rating List and analyse any differences resulting in inaccuracies indicating a missing or undervalued hereditament.

### OUR APPROACH

In the last 5 years alone the team have been able to generate over £100 million in additional revenue for Councils using our valuation expertise and unique approach which incorporates;

- ◆ Identification of missing buildings
- ◆ Analysis of changes from residential to commercial properties
- ◆ Review of changes from Central to Local List
- ◆ Comparisons from 2010 list to 2017 list
- ◆ Identification of allowances that should have been removed
- ◆ Identification of exemption statuses which have changed
- ◆ Changes to a buildings overall area which increases its value

Our data includes full List information back to 1990, enabling us to analyse and monitor properties taken out of rating, those that have become exempt from the List and any demolitions and developments that have occurred in the intervening period.

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*Derby City Council recently entered into its second contract with Wilks, Head & Eve to provide rate finder and appeals forecasting services. Procuring these services has provided DCC with the reassurance it needs to ensure that both its business rates base and appeals provision are accurate and complete.*

Head of Revenues, Benefits & Exchequer Services,  
Derby City Council

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## FEATURES

- ◆ **Fully evidenced inspections** – can be undertaken to help provide detailed reports, plans, maps and photographs
- ◆ **Compliant e-BARs** – are prepared and submitted to the Valuation Office Agency on our clients behalf
- ◆ **Renewable energy projects** – access to datasets that identify hereditaments that qualify for full rates retention
- ◆ **Relief & exemption reviews** – review of all Small Business Rates Relief (SBRR) and Mandatory Rate Relief (MRR) and exemptions using third party data sets to determine any errors or changes in status
- ◆ **Completion notices** – full documentation and management of any significant new premises identified, so they can be admitted to the List expediently
- ◆ **Expert consultancy** – included at no extra cost

It's not just about having access to great datasets and information, by appointing experts with over 200 years of combined valuation expertise you have professionals working on your behalf who can identify;

- How new case law, rulings and decisions will impact your ability to maximise yield
- Valuations requiring a second look because the survey data doesn't look correct
- Where nominal rateable values on properties are no longer accurate
- Which property classes have been missed from the list that impact your Authority
- Where agricultural land diversification has occurred in your Authority leading to ratepayer liability



## BENEFITS

Our rateable value finder service provides a more efficient, less resource-intensive way to manage the process of maximising business rates retention and increasing yield. Outlined below are just some of the benefits our service has to offer.

- **Revenue generation** – unlocks revenues more quickly by handling the process of getting properties added to the list or altered as soon as possible
- **Improved efficiency** – reduces workload and pressure on inhouse resources
- **Up-to-date local list** – provides a mechanism for ensuring the accuracy of your local commercial property data
- **Improved budgeting capabilities** – provides a better indication on annual rates retention revenue for more accurate reporting
- **Access to valuation experts** – gives access to our Ratings helpdesk for any technical queries, advice or support
- **Full reporting and case management** – our unique client portal provides analysis on the numbers, progress and potential value of newly identified and undervalued hereditaments

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*WHE have excellent professional and technical knowledge. They are active in professional bodies and industry working groups. That detailed insight into new issues has greatly helped us cope with changes to regulations on asset valuations and rating assessments.*

**Principal Asset Surveyor,  
Sandwell Metropolitan Borough Council**

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