

How
Efficiently
Are Your
Assets
Performing?



In times of economic downturn it is more important than ever that cash flow is maximised. We can offer a comprehensive review of your property and business and machinery assets ensuring your holding costs are kept to a minimum and that your assets are optimally performing. In essence we can assess the current and future economic efficiency of your property and business and machinery assets allowing you to enhance your bottom line.

With the turbulence in the property market and increasing liabilities associated with holding property we can ensure that your owned or tenanted business premises or investment portfolio are performing to their maximum. When reviewing your property assets we can look at a number of key aspects.

Business Rates: Rates liabilities can be a considerable outgoing to any business and an area where worthwhile savings can, more often than not, be made.

We provide the full range of Rating advice including Rating Valuation and Appeals, Rates Management (where you would outsource the whole aspect of rates to us) and Rates Audit (where we look back over previous rates years). We would carry out a full, professional re-assessment of both your past and current rateable values and can audit your resultant Non Domestic Rate liabilities. There are no 'up front' fees for our Rating advice and no fees are charged until rates refunds are identified and issued.

Valuations: Up to date and regular valuations can potentially allow you to raise finance and generate cost savings.

We can provide valuations of leasehold or freehold interests for investment, banking and loan security, corporate finance, balance sheet, stock exchange, tax or other transfer purposes. Our Chartered Surveyors have a diverse range of specialities with areas of specialism including: compulsory purchase orders; trading properties such as hotels, restaurants, health care and roadside; commercial properties including retail, office and industrial; and specialist properties including harbours, abattoirs and heavy engineering/ chemical works.

Capital Allowances: A successful claim can result in improved cash flow and reduced tax liabilities.

Sectors where there is a high likelihood of a claim include: hotels, professional offices, nursing and care homes, manufacturing facilities and shops/ show-rooms. We can provide the necessary business and machinery and property advice to maximise your potential of a successful claim.

Insurance Valuations: Excessively high premiums can be avoided if properties and business and machinery assets are accurately insured. We have the expertise to assess the replacement costs and potentially create considerable savings.

Agency: Contrary to what the press would have you believe many businesses are continuing to expand. Whilst marketing conditions are difficult opportunities still exist and we continue to process enquiries from both purchasers and tenants. With our extensive experience we can help you release surplus assets for sale or to let.

Should you be looking to relocate then we can advise upon and undertake a sale or letting of your premises. We can also identify and negotiate a sale or letting of new premises on your behalf.

Property Management: Planned maintenance of properties ensures that failures are anticipated and appropriate procedures are devised for either their prevention or rectification. We will provide positive control over repairs and maintenance work, therefore allowing forecasting and control of expenditure.

Landlord and Tenant: The assessment of future lease events allows opportunities to rationalise or restructure leases to be identified. Budget control is key and occupiers should assess future costs and set budget estimates and performance monitors. Benchmarking costs ensures rent reviews and lease renewal settlements are in line with forecasts and market evidence.

Space Planning: With property prices and rents forming a significant capital investment there is a need to maximise the potential of space. Utilising our architectural facilities and extensive expertise we can provide optimised layout solutions and refurbishment and working options allowing the level of capital investment needed to be reduced along with subsequent ongoing future costs.

Energy Performance Certificates: Energy Performance Certificates must be made available to prospective buyers and tenants, whenever a building is constructed, sold or rented. These certificates are enforceable by Trading Standards, with the penalty for failure to comply set at 12% of the rateable value of the property, ranging from £500-£5000. We have the necessary accreditation to provide Energy Performance Certificates to ensure compliance with this new legislation.

Service Charges: There is a limited timescale for recovering costs incorrectly claimed under the terms of a lease. A periodic review of service charges will ensure the opportunity is not missed.

Asset Based Lending: With decreasing property values and the ongoing 'Credit Crunch' raising capital can be challenging. Many banks, financial institutions and other organisations will consider lending against machinery assets and stock. We can provide asset valuations for lenders should you require to raise finance in this manner.

Machinery Sales: If you are considering releasing equity by selling surplus machinery we can deal with the sale of anything from a single machine, a production line, a complete factory or even an entire business.

Business Opportunities: Planning and preparation are an essential part of any business or investment. The economic difficulties experienced in 2008 have had a large impact on commercial property prices with some sectors experiencing significant decreases in capital values. The heavily price adjusted market of 2008 now offers businesses and investors a real opportunity to acquire assets at favourable prices.

In the event that you are looking to acquire assets from insolvent companies, our specialist recovery teams can provide a significant insight into the Insolvency Practitioners thinking.

We are very active in all aspects of property and business and machinery asset sales. Should you be interested in acquiring or leasing assets then details on our current stock can be found at www.sandersonweatherall.com.

Further Information Should you require more information on the above and other ways you can potentially enhance your bottom line then please contact us at one of the following offices:

Leeds	Tom Kelly	(0113 221 6000)
Manchester	Edward Dry	(0161 259 7000)
London	Robert Dagwell	(0207 851 2100)
Newcastle	Richard Farr	(0191 261 2681)
Teesside	David Jackson	(01642 426 900)

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