



Handel Rating Consultants

REDUCING THE BURDEN OF BUSINESS RATES

Business Rates Valuation
& Negotiations Cost Management





HRC can help lessen the burden imposed by business rates across the full range of low carbon generation technologies





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High quality advice for the low carbon sector

Handel Rating Consultants are the only business rates advisors in the UK solely dedicated to the low carbon sector.

Our industry expertise encompasses:

- Solar Energy
- Combined Heat and Power (CHP)
- Wind Power
- Energy from Waste (EfW)

Our specialism sets us apart from the competition. We understand the business of low carbon electricity generation and the many commercial challenges faced by site developers, operators and owners. Using this expertise to our clients' advantage, we can ensure they benefit from the most competitive rates charges in the sector.

Business rates now constitute a very substantial operating expense for low carbon generating plants. In some cases, exorbitant costs can cast a shadow over the financial viability of the entire project. By comparison, however, ratepayers often see little actual benefit from the local services funded by the tax.

With business rates being such a complex area, especially in this fast growing sector, ratepayers will benefit hugely from the tax being managed professionally. To guide you through the minefield of business rates, HRC provide a comprehensive cost reduction and management service that ensures your interests are being actively promoted by an expert in the field, while allowing you to focus on running your business.

Contact HRC to find out how we can help reduce your annual rates charges or review and recover surplus rates paid in the past. We can also provide strategic advice to manage future charges.

"Handel Rating Consultancy has delivered significant financial savings across our network of anaerobic digestion plants and composting sites."

Dean Hislop, CEO Tamar Energy





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About us

A RICS Chartered Surveyor with 25 years' professional experience, Chris is a passionate and knowledgeable advisor to the low carbon energy generation sector, with an impressive track record of delivering business objectives across the key technologies – solar, wind, energy from waste (EFW) and Combined Heat and Power (CHP).



Chris was Director for Rating & Taxation at leading real estate provider CBRE until 2015, where he acted as account manager for many of the UK's best known financial, investment and occupier clients including HSBC, American Express, UBS Global Asset Management, Hewlett Packard, Tate & Lyle, AON, Nuffield Health and Fitness, St Martins Property Corporation, Corney and Barrow and Inmarsat.

With Handel Rating Consultants, Chris has built a thriving independent company specialising in the management and mitigation of the business rates burden imposed on the owners and operators of low carbon electricity generation.

Chris has a reputation for delivering a first-class service to his clients while consistently achieving market-beating results across national portfolios and specialist sites. He has used his specialist knowledge to secure substantial operating cost savings for renewable energy developers including John Laing, Energiekontor, and Anaerobic Digester developers Tamar Energy.

Away from work, Chris is a committed low carbon homeowner, having refurbished his family home near Brighton to the highest standards of energy efficiency. He took part in the SuperHomes project which received much media coverage, notably in The Telegraph and The Guardian.

Chris is also Chairman of HKD Energy, a non-profit community organisation which recently celebrated the success of its first solar installation, one of the largest school sector projects in the UK, in partnership with Downlands School, gaining the praise of local MP Nick Herbert.

"Chris Handel's pro-active approach coupled with his passion for renewables has achieved significant rates savings for us – in some cases by up to a third."

Richard Calderone, Contracts Manager John Laing Group



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Our services

Regardless of whether you operate a single asset or a portfolio across the UK, HRC can help lessen the burden imposed by business rates across the full range of low carbon generation technologies.

Our comprehensive rating service is designed to reduce costs, maximise tax reliefs and refunds, and manage future risk.

New Developments

If the business rates burden is in danger of impacting on the financial viability of a project, HRC will recommend a proactive strategy be used with the rates authorities to make sure you pay the lowest possible charges from day one.

The advantage of this strategy is that it gives you the confidence – at the point of project commissioning – that you are paying no more than necessary, while avoiding the uncertainties and expense inherent in the rates appeal system.

Operational Portfolio

HRC will carefully consider the merits of any appeal challenges against your rating assessment, and we will vigorously negotiate reductions in rateable value on your behalf. We have a track record of concluding many successful appeals for our clients, with outcomes often delivering substantial refunds for past overpayments as well as future savings.

Changing Physical Circumstances

If it can be shown that there is a change in the way that you operate your assets, or a change in the locality, there may be an opportunity for your business rates to be renegotiated. Rates savings may be achieved, particularly if your profitability should be adversely affected by the change.

HRC will ensure that such opportunities are fully exploited to reduce the rates burden during such times.

“Chris Handel is able to use his knowledge to assist the ratings agencies to better understand the ins and outs of AD operation and arrive at appropriate valuations.”

Nick Lake, FD Barfoot Energy Ltd



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Rates Relief

Rates relief and exemptions are available to owners of low carbon generating plant and can deliver substantial savings. However, ratepayers are often unaware of the opportunities or how to best go about securing them.

HRC will make sure that all available rates relief and exemptions are obtained from the Valuation Office and local councils, and these can remain in place for the entire life of the asset.



Rates Management & Budgeting

HRC will review the accuracy of your rates demands prior to authorising payment. We can also provide our clients with robust budget figures for future rating costs, suitable for inclusion in future business plans.



"Handel Rating Consultancy has successfully appealed and reduced the rateable values of three of our operational onshore wind farms."

Richard Lill, Financing & Construction Manager Energiekontor UK Ltd



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