

Your property doctor...

Is your surgery in good health?

- ◆ Are you looking to enhance your notional rent payment?
- ◆ Are you looking to sell your property to a third party investor and take a leaseback and remain in occupation?
- ◆ Would you like to develop an in-house pharmacy?
- ◆ Are you looking to develop a new surgery?
- ◆ Do you need your surgery valuing?
- ◆ Are you looking to relocate your surgery to larger premises?

**Yes?
Then call
Pete Fullam on
0115 950 7577**



Deals Done

Woodsend Medical Centre

FHP has secured significant increase in funding by consolidating a mixture of cost rent and notional rent funding to provide for pure notional rent funding.

£20,107pa increase

Contact: Pete Fullam
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Bakewell Medical Centre

FHP advised the practice on switching from cost rent to notional rent, securing a significant increase in the notional rent funding.

£15,500pa increase

Contact: Pete Fullam
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We have used FHP to negotiate with the District Valuer the last two times a revaluation has been due. Our building also has another NHS consulting suite within it and FHP have negotiated on our behalf for this as well. We would be happy to use them again in the future.

St. George's Medical Practice
West Bridgford



A healthcare centre fit for the future...



The requirements on Primary Healthcare premises are becoming increasingly demanding and many doctors are either considering developing a new surgery or refurbishing their existing premises to meet the demands on their Practice.

FHP has successfully advised Billborough Medical Centre in an extensive redevelopment, including an extension of 9,000ft² and total refurbishment of the existing accommodation to facilitate additional primary care services within the medical centre. The FHP healthcare team, led by Pete Fullam, advised upon the correct level of notional rent funding to finance the development,



whilst David Hargreaves was able to negotiate terms with Boots Pharmacy. This included relocation from the shopping parade opposite to the new in-surgery store and the rent, lease length, service charge provisions and a premium for the unit.



David Hargreaves
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“We found FHP very thorough and professional. They completely understood the regulations and issues which needed addressing to negotiate a higher rental. We were very happy with the level of service provided to us, and ultimately in the negotiated increase they secured.”

Practice Manager

Bakewell Medical Centre

“FHP are very knowledgeable in their understanding of the notional rent system; they are fully aware that valuations of medical premises are entirely different to those of other business premises. Their past experience of working with the District Valuer proved to be extremely useful to us and we are happy with the beneficial outcome. We would definitely recommend FHP’s services.”

Practice Manager

Somercotes Medical Centre

“We instructed Peter Fullam of FHP to negotiate our rent review with the PCT back in July 2010. The initial offer from the District Valuer seemed very fair to us at the surgery, but FHP were able to negotiate a further £4,800pa on top, equivalent to an additional 10%. This far exceeded our expectations.”

Practice Manager

Bedford Road Surgery

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FHP check health of notional rent...

The healthcare team at FHP can test the notional rent assessment by taking up negotiations on behalf of doctors in order to increase the level of funding that is received. For this service we work on a performance related basis.

The District Valuer offered Oundle Medical Centre an increase of 25% on their previous notional rent remuneration. Although the doctors at Oundle were pleased with this increase FHP offered to double-check the accuracy of the assessment.

After thorough investigation by FHP it became clear both the level of value offered by the

District Valuer and valuation data were incorrect. Based on their assessment, the team at Oundle Medical Centre appointed FHP to challenge their assessment that resulted in a further 30% increase to the notional rent award.



Pete Fullam

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Give your premises a clean bill of health...

When might you need our services?

- ◆ When your PCT advises you of your revised notional rent
- ◆ When you are considering switching from cost rent to notional rent
- ◆ When you are planning alterations to your existing surgery
- ◆ When you are building or acquiring new healthcare facilities
- ◆ When you need a property valuation prior to new partners joining or existing partners retiring
- ◆ When you wish to release capital from your premises through a sale and leaseback arrangement
- ◆ When you need to negotiate a rent review or a lease renewal



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