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HEALTHCARE**

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THE HEALTHCARE PROPERTY DIVISION

Aitchison Raffety is one of the country's leading specialists in Healthcare property matters. In our 25 years as specialists in Healthcare we have kept abreast of legislation, changing requirements and the increasing demands of the sector so that today we provide specialist surveyors covering the whole of the United Kingdom. The team now acts for General Practitioners (GPs), Primary Care Trusts (PCTs), housing associations, specialist developers, nursing home operators, freeholders, investors and pharmacists, in addition to major funders. Across the team, we cover all roles connected with the provision, management and sale of healthcare property.

Developers

We have a detailed knowledge of the specialist nature of medical and healthcare property and the development process involved, and manage projects through from initial concept to completion. This enables us to find working solutions which are acceptable to all parties involved.

- Site finding and acquisition.
- Planning applications and appeals.
- Design services for extensions or small building projects.
- Project monitoring. Pre-contract to include investment advice on design and specification, future maintenance, standard of fixtures and fittings, defects liability etc.
- Heads of Terms for proposed leases/agreements for lease, project monitoring, post contract.
- Full development viability appraisals.
- Rent and Heads of Terms negotiations for Landlord/Developer or Tenant.
- Specification and tendering services.
- Contract supervision and certification.
- Full project co-ordination, to combine all the above roles.



Investors

Through our involvement within this specialist area we understand the needs of investors and are in a position to assist in maximising their return by offering the following services:

- Rent review / lease renewal negotiations.
- Agency advice.
- Full condition surveys for acquisition or refurbishment.
- Service charge management.
- General management including rent collection.
- Full development viability appraisals.
- Design services for extensions or small building projects.
- Project monitoring or co-ordination.



Doctors, Dentists, Pharmacists and other Healthcare Providers

- Partnership and company valuations.
- Lease Renewal and Rent Review negotiations.
- “Notional rent” and CMR assessments and appeals.
- Rating assessments and appeals.
- Loan security reports.
- Full condition surveys for acquisition or refurbishment.
- Schedule of condition or dilapidations.



Care Homes, Nursing Homes & Private Hospitals

Cavendish Tate are a specialist division within the Aitchison Raffety Group that offers comprehensive professional property advice and valuation service in respect of Nursing Homes, Residential Care Homes, Private Hospitals, Children’s Homes and other specialist care businesses. With over 25 years experience and an unrivalled reputation, Cavendish Tate provide a comprehensive range of services.

Management

We offer a fully comprehensive management service to the healthcare industry and already represent and manage properties for many of the leading investors in the healthcare sector including the provision of management services for 25 purpose built medical centres throughout the UK. Our management service includes tenant lease management, tenant invoicing, collecting rent and service charge, setting service charge budgets, arranging contractors to carry out landlords' repairing obligations, and accounting for expenditure to the client. Alternatively if investors wish to manage their healthcare properties in-house, we can offer one-off advice on service charge budgets, lease management or any matters relating to current legislation covering good estate management.



Aitchison Raffety strives to be the first choice for clients seeking professional property solutions. By insisting on implementing high standards from all our experienced staff via our Investors in People Award, we ensure our clients are provided with quality advice and exceptional customer care.

As an indication of the breadth of work that Aitchison Raffety's specialist Healthcare team has undertaken within the last 12 months, instructions include:

- 57 New Projects and Developments**
- 107 Valuations and Appraisals**
- 3 Portfolio Valuations**
- 25 Rent Reviews and Lease Renewals**
- 26 Current Market Rent Assessments & Appeals**
- 8 Arbitrations & Third Party Determinations**
- 15 Monitoring and Project Management**





The Healthcare Team



John Hearle
Group Director &
Head of Healthcare

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St Albans - Head Office

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John is one of the country's leading experts on NHS medical premises, heads the Healthcare Division centred in St Albans and has been Chairman of the company since 1997.

John is recognised as an expert and arbitrator by the President of the Royal Institution of Chartered Surveyors (RICS) and regularly receives such appointments. In addition, in respect of healthcare, he acts as Chairman of the RICS Working Party and, on occasion, has undertaken a consultancy role to the BMA. More recently, John was one of the founding members of the Primary Care Premises Forum and leads the working party revising RICS Valuation Guidance Notes.



Andrew Hues
Director & Deputy Head
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Andrew trained and qualified as a professional surveyor within the District Valuer's Office covering a range of professional services including CMR reviews and valuation advice to NHS organisations. Andrew joined Aitchison Raffety in 1999, initially in the Hemel Hempstead office, but subsequently moving to the London office to expand the medical services and head up the valuation division within this office. With the successful expansion of the London office, Andrew is now principally involved in healthcare property, having experience of valuation and appraisals for both current and proposed schemes, rent assessments and reviews as well as other professional services.



Gareth Morgan
Director & Deputy Head
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Cavendish Tate

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Gareth Morgan qualified as a valuer in 1975 and after experience within the Government Valuation Office became a university lecturer, before entering private practice as a commercial valuer in 1985. He is a leading expert on the valuation of trading businesses and Brands both within the UK and Europe, has written specialist guidance notes for other Chartered Surveyors, been consulted by Government departments and now specialises in the valuation of Private Healthcare, Care Homes, Education, Leisure and Licensed businesses as well as Planning matters.

Contact the Care Homes Team

Our Care Homes Team provide trading related valuations in respect of Care/Nursing Homes and Private Hospitals



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Director

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Russell Lane qualified as a valuer in 1980 (ARICS) and became a Fellow in 1991. He initially worked in the Government sector until 1986, the brewing industry as an estates manager and since 1987, in private practice, initially with Tretheweys specialist business valuers. He was a founding partner of Cavendish Tate in 1989 and has become sought after as an expert witness and valuer of trading related assets, specialising in the appraisal of Private Healthcare, Professional Practices (including vets, dentists, pharmacists, accountants and solicitors), Retail, Leisure and Licensed businesses and Development appraisals.



Peter Gregory
Director

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Peter started his career with the District Valuer's Office embarking on their trainee surveyor scheme, and qualifying as a Chartered Surveyor in 1996, he left the District Valuer's Office in 1998 to join Aitchison Raffety. Peter has a wide range of skills and experience which includes the valuation of primary health care centres and trading related valuations including care homes, dentists and veterinary surgeries, development appraisals for new schemes, and providing professional advice to both landlords and tenants in rent review and lease renewal negotiations. He has advised a broad spectrum of clients from private individuals to large corporate investors, together with the leading providers of finance in this sector.



Simon Masters
Director

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Simon Masters FRICS Director heads the Aitchison Raffety team in the south west from the Bath sub-office. A general practice chartered surveyor of 31 years experience, he has worked for the Valuation Office, was a partner at Sweby Cowan Chartered Surveyors in London, and ran his own business for a number of years. Simon undertakes trading related and commercial valuation work, and rating, in particular in the Healthcare and Licensed property sector.



Contact the Primary Care Team



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Senior Surveyor

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Roger graduated from the University of East London in 1987 and went on to qualify as a chartered surveyor within the public services. He has undertaken a range of professional work including developments, acquisitions and disposals, as well as valuation, landlord and tenant and compulsory purchase work. Much of this work was delivering joint projects with health, primary care and mental health care trusts. Roger subsequently ran his own company for 3 years, before joining the Healthcare team at Aitchison Raffety in February 2008.



Paula Bryan
Surveyor

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Paula joined Aitchison Raffety in March 2003 and subsequently completed the RICS Diploma in Valuation in that year and in May 2006 became a full Member of the RICS. Paula has been involved in providing a range of services in support of the head of the Healthcare Division including CMR appeals, rent reviews negotiations and valuations for a variety of purposes, and other services as required.



Rob Hearle
Trainee Surveyor

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Robert joined Aitchison Raffety in October 2006 and is currently studying for a Diploma in Surveying Practice at the College of Estate Management and aims to achieve full membership of the RICS. Robert works with the Healthcare Team on specialist valuations, rent reviews, notional rent reviews and other professional services.



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Director

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Peter started his career with the District Valuer's Office embarking on their trainee surveyor scheme, and qualifying as a Chartered Surveyor in 1996, he left the District Valuer's Office in 1998 to join Aitchison Raffety. Peter has a wide range of skills and experience which includes the valuation of primary health care centre's and trading related valuations including care homes, dentists and veterinary surgeries, development appraisals for new schemes, and providing professional advice to both landlords and tenants in rent review and lease renewal negotiations. He has advised a broad spectrum of clients from private individuals to large corporate investors, together with the leading providers of finance in this sector.



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Philip trained and qualified with the District Valuer's Office and during his eight years within the Valuation Office was frequently involved in CMR reviews as well as asset valuation advice to NHS estates and other public bodies, later undertaking valuations of general and district hospitals for a variety of purposes. He was also involved in the specialist rating unit of the VOA in the mid 1990s where he specialised in the rating of NHS and private hospitals, universities and colleges throughout the south of England.

Philip has worked with Aitchison Raffety for over 10 years and covers the south-west and north-west of England, and Wales. He undertakes a range of valuations and appraisals from small surgeries through to hospitals, and developments of new health centres, and undertakes rent reviews, asset valuations and other professional services.



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Surveyor

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Nicole has been with Aitchison Raffety since 2002 and has recently qualified as chartered surveyor. She achieved a Diploma in Surveying from the College of Estate Management to become a full Member of the RICS. Nicole works with Philip Waite within the healthcare team at Western Office.



Building & Design



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Associate Director
Building Surveying and Design

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John qualified as a Chartered Building Surveyor in 1993 and has been with Aitchison Raffety since 1992. John has some 15 years of experience of building surveying, design and project management and medical related schemes have accounted for at least half of John's professional work for over 10 years. John has extensive experience in all aspects of the development process and provides services ranging from the design and or project management of new build and extension schemes to monitoring for Funds, PCTs and Practices.

Management



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Management Surveyor

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Irene joined Aitchison Raffety's Milton Keynes office in February 2008 to expand the operation of the Property Management Department. Irene has worked for McCarthy & Stone, The University of Bedfordshire and Douglas Duff Chartered Surveyors. She has managed property for corporate and private landlords alike with over 20 years experience in commercial property management and has experience in aspects including medical centre management, contractor management, project management, rent collection and service charge budgeting & reconciliation.

We look forward to helping you!