

Focus on Healthcare Services

Taking care of the needs of medical professionals and the businesses they operate in the care sector.



burtonsweet
chartered accountants & business advisers

Dedicated support from a senior team

The circumstances of medical professionals and businesses operating in the care sector often deserve special attention, so the experience and expert knowledge of multiple advisors is brought together in a dedicated team to look after you. From maximising substantial property investments to delivering a timely and accurate financial position, our specialists have pertinent skills and knowledge that provide benefits for those operating in healthcare.

Distinctive differences in the way healthcare professionals work, and the impact upon their practices of changes within the NHS and government, means certain elements of financial planning are particularly important. We're fully engaged in helping such professionals create successful businesses where profit is maximised, tax minimised and stakeholders protected.

Burton Sweet's client list includes doctors, dentists, veterinaries, opticians, pharmacists, therapists and other practitioners, who have benefited from services including succession planning, stakeholder agreements, raising finance and refinancing.

Looking forward

Regular forecasting is essential for profitability and solvency in any business. With the use of sophisticated software and a wealth of practical experience, we produce forecasts for your healthcare business to enable you to monitor and compare actual performance. Forecasts also enable us to review the results of 'what if?' scenarios such as lowering wage costs, increasing number of patients etc.

More tax relief or refunds

Where a business has incurred capital expenditure on acquiring or refurbishing their facility, they have often underclaimed tax allowances and therefore overpaid tax. We work alongside a specialist

firm of advisers who identify the assets which attract capital allowances and complete the relevant documentation for submission to the HMRC. Healthcare facilities and care homes attract more capital allowances than most – if you know where to look!

Reorganise

We advise on the most tax efficient ownership/operation structures for your continuing and expanding business. It is important also to constantly review the structure as circumstances change. For example, the 50% personal tax rate has led us to implement a number of structural changes for our clients.

Specialist Support

Burton Sweet helps to ease some of the burden faced in what is both a rewarding and challenging sector in which to operate.

We have considerable experience in assisting businesses and individuals operating in the healthcare sector with a number of especially tailored services designed to save you both time and money.

Our services include:

- Accountancy services
- Management accounts
- Use of software
- Personal tax planning
- Business tax planning
- Cashflow forecasting
- Capital allowance claims
- VAT
- Payroll bureau
- Incorporation advice
- Sale/acquisition support
- Asset finance



There is more common sense in this conversation than I have heard all year.

Care Home Case Study A Better Business Model

The Client

A small newly-formed group of companies operating to tight margins.

The Challenge

Care homes are generally good profit-making businesses. Yet it became clear soon after starting work with this particular group that cashflow concerns would soon surface.

The Solution

Our technical expertise and understanding of the marketplace brought insight for the owners, forewarning them to take action. Improved internal financial reporting was put into action. Managers now receive regular, accurate reports to control the ratios which matter most and to forecast profits and cashflow.

Great Results

The reviews help the managers make informed decisions and better understand the model they operate within their competitive marketplace.

Demonstrating strong financial data has improved the company's relationship with its bankers, allowing the management team to renegotiate funding terms. Continued monitoring and reporting has enabled new capital investment and business development to proceed.



Dentistry Case Study Managing significant growth

The Client

The client came to us as a sole trader with one dental practice. We worked with him over a number of years providing support as he grew his planned model from one practice to five.

The Challenge

Throughout the growth of the business we ensured that he maximised the tax reliefs available as we dealt with all the compliance issues (business and personal) including assistance as the business was subjected to a full enquiry by HMRC.

The Solution

We took him through the incorporation process ensuring that he was aware of the options available. Again tax planning was

an important aspect of the incorporation to include looking at a tax-efficient remuneration package for him as a director/shareholder. Our payroll department prepared his monthly payroll for each practice and dealt with all the matters concerning PAYE compliance.

Great Results

Several years after incorporation our client passed away unexpectedly and we stepped in to assist his family to maintain the business so that it could be sold. This included (for a period) assisting in aspects of the day-to-day running of the practices as we sought to prepare the business for sale.



Expert Advisers and Support



Geoff Cole

Title Managing Partner
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Skills Strategic planning, management
accounting and business advice
Business Types Owner managed businesses, SMEs
Specialisms Professional Services, Healthcare

Geoff is seen at his most animated when making the case for improving information systems for management. Whether part of strategic planning, budgeting or cash planning he works with owner/managers to introduce and control change. Twenty years as a Partner with a wide range of experience from larger audits to sole traders and personal tax ensures experience & perspective as well as the ability to draw in key experts and advisers to support clients.



Neil Kingston

Title Senior Partner
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Skills Strengthening client's control of their
businesses to grow profits. Bringing
clarity to a charity's financial reports
Business Types All types
Specialisms Professional Services, Healthcare, Retail

Neil Kingston heads up our corporate and professional partnership section and has a special interest in the care industries and medical & veterinary partnerships. He been a partner for over 25 years and has overall responsibility for our Dursley, Gloucester and Clifton offices. Neil liaises with medical and the care industry clients helping to oversee and assist in ever changing arrangements going forwards and has developed key relationships with legal, banking and property specialists to provide a knowledgeable and strong team to service new and existing clients across the region.



Chris Mair

Title Director of Taxation and Trusts
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Skills Personal taxation including inheritance
tax planning, trusts and estates
Business Types Private individuals, small businesses
Specialisms Dentistry, Healthcare

Chris is a tax specialist – a Trust & Estate practitioner as well as a member of the Chartered Institute of Tax and a Chartered Certified Accountant. He advises key clients on Trust and capital tax planning matters. He has day to day responsibility for a portfolio of sole traders, partnership and smaller companies where he ensures all compliance matters (accounting and taxation) are kept up to date and support provided to help business owners operate successfully. Chris has a special interest in support to the dental sector and healthcare services generally.

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