

Building Business



Barclays works closely with business introducers across the UK to help their clients succeed. Whether that's funding investments in real estate or backing the expansion of a hot air balloon factory, we provide support to businesses of all shapes and sizes to help them achieve their ambitions.

Property deal makes dentists smile

Dentists Barry and Elise Hickey were looking to buy two residential properties as an investment. Read about how we worked with them to help make it happen.

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Buy-to-let investor grows portfolio

Buy-to-let investor Matthew Stock was initially looking for funds to repay existing debt and help finance new purchases. We helped him do a lot more.

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Holiday home business expands

Steve and Karen Nelson acquired a holiday home business in Sunderland – discover how they worked with Barclays to expand their business.

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Hot air balloon firm flies

See how we supported hot air balloon specialist Lindstrand Technologies to expand its factory after the relationship with its existing bank had deteriorated.

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“Jacquie was super helpful, she really wanted to get to know us and what we were about”

Property deal puts a smile on dentists’ faces

In June 2016, Barry and Elise Hickey were looking to purchase a residential investment property as a sideline project to their main occupations as dentists.

They’d owned and leased property before, both as individuals and a couple, and had recently set up Edios Property Limited to use as their investment vehicle.

Business Development Manager Andrew Tapsell worked collaboratively with Real Estate Manager Jacquie Arnott and Area Business Manager Iain Hammond. Together, they secured the funding the couple needed to buy two properties, which were linked by an adjoining door and contained a total

of 15 flats.

Barry and Elise had put aside a substantial deposit, so were looking for a maximum LTV of around 60%.

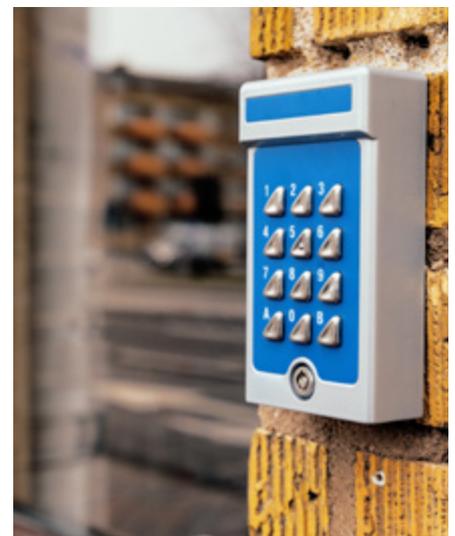
“Jacquie was super helpful,” says Elise. “She wanted to really get to know us and what we were about.”

She also took the time to get a good understanding of the couple’s plans for improving the property.

Jacquie was then able to use this information to support the application. A deal was drawn up to provide £600,000 in funds over a five-year term.

“Jacquie was amazing, and she highlighted many things we wouldn’t have thought about during the process,” says Elise. “Everything went

smoothly and we’re really happy that Barclays is supporting us in this new adventure.”



Barry and Elise set up Edios Property Limited as their investment vehicle



Close relationship helps buy-to-let investor grow portfolio

When ambitious buy-to-let investor Matthew Stock came to us for help, he was looking for funds to repay his existing debt as well as give him the firepower he needed to make further purchases. However, some lateral thinking on our part meant we were able to do a whole lot more.

Matthew's broker Ben Beslic first approached Business Development Manager Neil Blake when Matthew was transferring his buy-to-let portfolio into a limited company – Veer Developers Ltd. He had 10 properties in total, six of which were under development and not available for rent.

"We provided a loan drawn in two phases," says Real Estate Manager Martyn Blunt. "The first phase, drawn in Q1 2016, was to refinance

Matthew's existing debt and move the stock to his limited company. The second phase of the loan became available to draw when development work was completed and rental income came on stream, which happened in Q3 the same year."

Matthew was later developing a different property – a former village hall – when another opportunity presented itself. The site next door to it became available.

Buying the site would bring economies of scale and a much better finished product. Matthew's broker, Ben, was about to take the deal elsewhere when Neil asked to have a look at it.

"Barclays was able to structure the funding against the existing property, allowing me to buy the site next

door," says Matthew. "They've been really flexible and have been willing to think outside the box."

"This was a great solution," says Martyn. "It's one Neil and I were able to achieve because of the close relationships and regular contact we had with Matthew and his broker."



When Matthew saw an opportunity, we were able to structure a deal that allowed him to capitalise



“It’s been a long-held ambition to own our own kennels and we’re delighted to be the new proud owners of Stoneygate Lodge”

Holiday home business secures the funding to expand

Steve and Karen Nelson were on the lookout for a new business venture when they were given the chance to buy Stoneygate Lodge – a Sunderland-based business which provides holiday lets alongside a livery yard, dog kennels and a cattery.

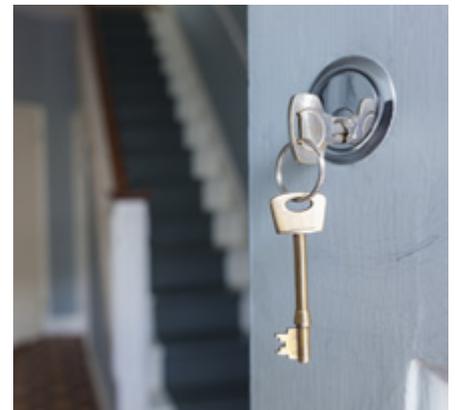
The Nelsons got in touch with Andrew Potts, who works at accountancy firm KP Simpson. Andrew introduced them to Barclays and a commercial mortgage for the land, building and the business was quickly arranged.

Stoneygate Lodge’s holiday homes were fully booked for Christmas 2016 and the New Year. The next step for Steve and Karen is to improve the facilities for dogs and cats.

“It’s been a long-held ambition to own our own kennels and we’re delighted to be the new proud owners of Stoneygate Lodge,” says Karen. “We can provide accommodation for dogs, cats and horses and we’re planning to upgrade the cattery to provide state-of-the-art facilities for our customers. We will also be upgrading the kennels. It’s so exciting to be planning our future and knowing that we can provide the best accommodation for our customers’ pets.”

Commenting on the success of the business, Barclays Business Manager Gary Atkinson said: “It’s so rewarding working with customers to achieve their long-held dreams and

support them with not only finance, but guidance and specialist support. Steve and Karen will be developing the business in many areas and we look forward to seeing it grow as they take the business to the next stage.”



Stoneygate Lodge’s holiday homes were fully booked for Christmas 2016 and the New Year



“Barclays got to know the business and was able to provide a commercial mortgage of £550,000 for the factory development and an equity release”

Hot air balloon firm’s plans take off with £550,000 remortgage

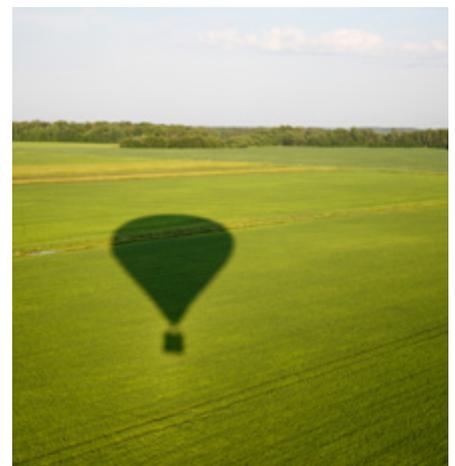
Lindstrand Technologies has been creating some of the most advanced airships and inflatable structures in the world for nearly 30 years at its factory in Oswestry, Shropshire.

The hot air balloon specialist decided it was time to expand its factory, with additional space planned to help boost the business.

However, Lindstrand Technologies’ relationship with its existing bank had deteriorated, so owner Per Lindstrand approached Omega Commercial Solutions. Niche businesses like Lindstrand

Technologies need a bank that works hard to get a good understanding of its customers’ needs, and Omega recommended Barclays.

Barclays got to know the business and was able to provide a commercial mortgage of £550,000 for the factory development and an equity release. This was along with a £100,000 overdraft to restructure existing facilities, while Lindstrand Technologies also transferred its banking to Barclays so it could receive ongoing help and support.



Niche businesses like Lindstrand Technologies need a bank that works hard to get a good understanding of its customers’ needs

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