



GROW YOUR BUSINESS! Grow from a Family (8) size childcare to Group (15)

VENTURE BOLDLY

90%

OF A CHILD'S BRAIN
DEVELOPMENT
IS DETERMINED BY AGE 5

80%

OF FLATHEAD COUNTY
FAMILIES REPORT
DIFFICULTY FINDING CHILD
CARE

These are the most important years of a child's development and YOU can make a lifetime impact by providing quality licensed care. Your licensed childcare program can support the local economy as a whole by allowing parents to work/return to work.

You already have a childcare business, but have you considered what you can gain by growing to a Group-sized (15) business?

Benefits of operating a licensed Group (15) childcare business:

Best Beginnings Scholarship - As a licensed program, you'll be able to accept Best Beginnings funds.

CACFP reimbursement - Child and Adult Care Food program

Financial Incentives - The Nurturing Center offers \$500-\$3000 financial incentives for new program start-up.

Support, Information, & Emergency Planning from the Nurturing Center

Referrals from Nurturing Center- As the Nurturing Center receives inquiries for available childcare spaces, they are *only referred to licensed care programs*.

Reduced liability - You'll be operating a quality program where you're taking proper measures to ensure child and facility safety.

Existing business space - you may already be able to utilize your existing home/commercial space (35sf per child)

Next Level - Moving to the next level and having your own high-quality business is setting the foundation for future business growth.

Increased Financial Stability -You can have increased financial stability by scaling your business.



Profit and Loss Statement Example

Provider Type: Family, licensed up to 8 children

Current Gross Margin	88%
Current return on Sales	1%

Example Revenue is based on \$55 per day

Summary	Total Budget	Percentage of Sales	Assumptions & Notes
Total Sales Revenue (Tuition, Fees, Programs)	\$ 105,800	100%	8 children per day at \$55 per day, open 245 days per year; at 90% daily attendance plus CACFP income of \$8500/year plus registration fees of \$35 per child per year
Total Direct Costs (Food, Classroom Supplies, Credit Card Processing Costs)	\$ 12,900	12%	Typically around 11% of 100% enrollment
Total Labor, Wages, Draws, Payroll Expenses, Benefits	\$ 78,541	74%	Owner comp @ \$18, 1 aide @ \$14, plus 18% burden rate for payroll taxes, insurance & benefits
Total Occupancy (Time-Space for utilities, rent, etc)	\$ 3,700	3%	Assuming time-space percentage of 3% for use of the home for 2450 hours open per year in a home of 2000 square feet with 35 square feet per child with 8 total children enrolled.
Total General and Administrative Expenses [O]	\$ 4,800	5%	Cleaning, Repairs, Marketing, Accounting, Legal, Subscriptions, taxes/licenses, CCMS, security
Total General Liability Insurance	\$ 3,000	3%	
Total Other Expenses (loss, theft, waste, unknown)	\$ 2,000	2%	
Total Taxes Set Aside for Self Employment		0%	

Gross Profit	\$ 92,900.00	88%
Total Operating Expenses	\$ 92,040.80	87%
Income from Operations	\$ 859.20	1%
Net Profit after Tax	\$ 859.20	1%

Profit and Loss Statement Example

Provider Type: licensed up to 15 kids

Current Gross Margin	88%
Current Return on Sales	0%

Example Revenue is based on \$52 per day

Summary	Total Budget	Percentage of Sales	Assumptions & Notes
Total Sales Revenue (Tuition, Fees, Programs)	\$ 170,410	100%	15 Children per day at \$52 per day, open 245 days per year; at 85% daily attendance plus CACFP income of \$8500/year plus registration fees of \$35 per child per year
Total Direct Costs (Food, Classroom Supplies, Credit Card Processing Costs)	\$ 21,000	12%	Typically around 11% of 100% enrollment
Total Labor, Wages, Draws, Payroll Expenses, Benefits	\$ 127,629	75%	Owner comp @ \$20/hour x 2080 hours/year, 1 teacher @ \$17/hour x 2080 hours/year, 1 aide @ \$15/hour x 2080 hours/year, plus 18% burden rate for payroll taxes, insurance & benefits
Total Occupancy (Time-Space for utilities, rent, etc)	\$ 11,500	7%	Assuming time-space percentage of 3% for use of the home for 2450 hours open per year in a home of 2000 square feet with 35 square feet per child with 8 total children
Total General and Administrative Expenses [O]	\$ 4,800	3%	Cleaning, Repairs, Marketing, Accounting, Legal, Subscriptions, taxes/licenses, CCMS, security
Total General Liability Insurance	\$ 3,000	2%	
Total Other Expenses (loss, theft, waste, unknown)	\$ 2,000	1%	
Total Taxes Set Aside for Self Employment	\$ -	0%	

Gross Profit	\$ 149,410.00	88%
Total Operating Expenses	\$ 148,928.80	87%
Income from Operations	\$ 481.20	0%
Net Profit after Tax	\$ 481.20	0%

For more information and resources in Northwest Montana, contact:

Jennifer Sevier, The Nurturing Center: jens@nurturingcenter.org
 Tiffany Krushensky, The Nurturing Center: tiffany@nurturingcenter.org
 Jenn Cronk, Discover Kalispell Chamber: j.cronk@kalispellchamber.com
 Jason Nitschke, Zero To Five Montana: jasonn@zerotofive.org
 Dan Gorton, Three Rivers Bank of Montana: dgorton@3riversbank.com
www.thenurturingcenter.org www.childcarebusinessconnect.com
www.raismet.org/find-child-care www.zerotofive.org
www.kalispellchamber.com

