

Meehan Tully & Associates Ltd.
071 9146500
info@meehantully.com
www.meehantully.com

Viability and Sustainability



Viability and Sustainability

- **Viability**
 - Generating enough childcare income to meet all of the business costs
- **Sustainability**
 - The ability of a childcare provider to continually maintain its business



Management team in privately-owned facility

- **In privately-owned business:**
 - Management team
 - Working on premises
 - Daily contact with staff and clients
 - Access to updated information



Management team in community-based facility

- Management is not as close to running of facility on daily basis
- Need to have clear procedures for gathering and sharing information:
 - Who is responsible for analysing occupancy levels and who gathers the info?
 - Who prepares income and expenditure projection, who analyses it and makes decisions on it?
 - Up-to-date information pack for members
 - Regular meetings and information
 - Business finances should be open to all and easily understood



Management Information

- Define
 - Not all information is critical, identify the important information
- Collect
 - Regular system for collecting and presenting information
- Analyse
 - Regular analysis of information
- Take action
- Act on the information promptly



Collecting your information

- Collecting information should be an ongoing process
 - Each community-owned and private business needs to set information collection systems in place that enable the analysis to be performed
- Who should collect the information?
 - Make someone responsible for collecting the information
 - Make someone responsible for analysing the information



Management Information

- Brief examples of information to be used:
 - Child occupancy
 - Income projections
 - Expenditure projections
 - Pricing
 - Money owed



Viability and Sustainability

- Financial management
- Pricing

Financial management

- Financial management should be a simple term that refers to the day to day childcare business



Pricing policy

- A written policy stating:
 - How much per session?
 - What services are included in price?
 - In what situations a price may increase, e.g. late pick-up, etc.?
 - What, if any, discounts are available?
 - Cover every eventuality in the policy and give it to parents and staff


