

SPECTRUM INFANT AND TODDLER MONTESSORIES

PLANNING PHASE

STRATEGIES

FINANCING

I. Market Demand	www.buildingchildcare.org	United Way "Success by 6"		
II. Financial Feasibility	www.buildingchildcare.org	United Way "Success by 6"	Appendix 'C'	
III. Organizational Capacity	www.buildingchildcare.org			

PRE-DEVELOPMENT PHASE

I. Site(s) Selection	Option 1 - Great Park	Option 2 - Strip Mall	Option 3 - Community Parkland - Community Campaign to organize parents	
II. Site Control and Approval	Option 1: Low Income Investment Fund < www.liifund.org >	Option 2: California Office of Economic Development < www.caed.org >		\$20,000
III. Purchase/Leasing (Conditioned by Zoning and CUP)	Capital Campaign	Corporate Sponsorship		\$1,890,000
IV. Securing a Contractor				\$211,680
V. Zoning	City Political Process			
VI. Conditional Use Permit(s)	City Planning Process			

\$2,121,680

DEVELOPMENT PHASE

I. Design	Lakeshore			\$250,000
II. Construction/Build-out/Renovation	Home Depot, Others	Foundations		\$1,260,000
III. Equipment and Supplies	Lakeshore			\$230,000
IV. Marketing in the Community	Board Committee			
V. Policies	Consultant			
VI. Licensing	State Licensing Process			

\$1,740,000

OPERATIONAL PHASE

I. Budget	Finance Officer			
II. Hiring	Human Resources			
III. Training	Staff Development			

TOTAL

TOTAL

\$3,861,680

SPECTRUM INFANT AND TODDLER MONTESSORIES

TOTAL REVENUE	WITHOUT VACANCY	\$2,073,600	10% VACANCY	\$1,866,240
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	INFANTS	TODDLERS	PRESCHOOLERS
<i>Monthly Costs</i>	<i>\$1,400</i>	<i>\$1,200</i>	<i>\$800</i>
12 Months	\$16,800	\$14,400	\$9,600
<i>48 Infants and Toddlers; 60 Preschoolers</i>	<i>\$806,400</i>	<i>\$691,200</i>	<i>\$576,000</i>
Minus 10% Vacancy/Absentee Rate	\$725,760	\$622,080	\$518,400

ASSUMPTIONS	12:1 Teacher ratio 1:4 Adult/Child Ratio 4 Classrooms of 12 Each 48 Infants	12:1 Teacher ratio 1:6 Adult/Child Ratio 4 Classrooms of 12 Each 48 Toddlers	15:1 Teacher ratio 1:10 Adult/Child Ratio 2 Classrooms of 30 Each 60 Preschoolers
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EXPENSES

Number	Salary and Wages	Hourly/Salary	Hours	Teachers Expenses
10	Lead Teacher	\$16.00	8	\$332,800.00
8	Co-Teacher	\$14.00	5	\$145,600.00
8	Teacher Aides	\$12.00	8	\$199,680.00
8	Teacher Aides	\$10.00	3	\$62,400.00
1	Director	\$30	8.0	\$61,800.00
2	Substitute Teachers	\$12	8.0	\$49,920.00
1	Asst Director/Enrollment Administrator	\$16	8.0	\$34,248.00
1	Cook	\$11	8.0	\$23,462.40
				\$909,910.40

Benefits	Month	
FICA	6.20%	\$56,414
SUI	3.40%	\$30,937
SDI	1.18%	\$10,737
Workers Comp	7.00%	\$63,694
Medicare	1.45%	\$13,194
State Employment Training		\$7
Benefit Bank		\$150
	19.23%	\$235,264

TOTAL PERSONNEL	\$1,145,174.17
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OTHER DIRECT COSTS	Annual
Rent	\$180,000
Contract: Grant Writer	\$48,000
Insurance:	\$129,517
Utilities	\$20,000
Telephone, Fax & Internet	\$1,500
Cleaning Service	\$23,000
Maintenance and Repairs	\$13,000
Additional Repairs	\$5,000
Alarm System Installation/Monitoring Fee	\$1,800
Auditing/CPA	\$1,400
Video Monitoring	\$20,000
Color Copier Maintenance Program & Lease	\$6,000
Landscaping	\$2,400
Fingerprinting of Staff	\$2,600
Employment Ads	\$1,500
School Promotion	\$3,000
First Aid Supplies	\$500
First Aid Training	\$1,300
Unanticipated Costs	\$20,000
Training/Professional Development	\$93,600
Food	\$100,000
Marketing	\$10,000
TOTAL DIRECT COSTS	\$684,117

TOTAL, CENTER EXPENDITURES	\$1,829,292
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TOTAL CENTER REVENUE (NO VACANCY)	\$2,073,600
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TOTAL CENTER REVENUE (VACANCY RATE)	\$1,866,240
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TOTAL CENTER SURPLUS (NO VACANCY)	\$244,308
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TOTAL CENTER SURPLUS (VACANCY RATE)	\$36,948
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TOTAL One-Time Equipment/Supply Costs	\$45,000	Rooms	10	\$450,000
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SPECTRUM INFANT AND TODDLER MONTESSORIES
PRESCHOOL CARE COST PER CLASSROOMS

REVENUE

Monthly Costs	\$800
12 Months	\$9,600
60 Preschoolers	\$576,000
Minus 10% Vacancy/Absentee Rate	\$518,400

ASSUMPTIONS

15:1 Teacher ratio
 1:10 Adult/Child Ratio
 2 Classrooms of 30 Each = 60 Preschoolers

EXPENSES

Number	Salary and Wages	Hourly/Salary	Hours	Teachers Expenses
2	Lead Teacher	\$16.00	8	\$66,560.00
2	Co-Teacher	\$14.00	5	\$36,400.00
2	Teacher Aides	\$12.00	8	\$49,920.00
2	Teacher Aides	\$10.00	3	\$15,600.00
1	Director	\$30	2.7	\$20,600.00
2	Substitute Teachers	\$12	2.7	\$16,640.00
1	Asst Director/Enrollment Administrator	\$16	2.7	\$11,416.00
1	Cook	\$11	2.7	\$7,820.80
				\$224,956.80

Benefits	Month	
FICA	6.20%	\$13,947
SUI	3.40%	\$7,649
SDI	1.18%	\$2,654
Workers Comp	7.00%	\$15,747
Medicare	1.45%	\$3,262
State Employment Training		\$7
Benefit Bank		\$150
	19.23%	\$58,331

TOTAL PERSONNEL	\$283,287.99
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OTHER DIRECT COSTS	Annual	One Third
Rent	\$180,000	\$60,000
Contract: Grant Writer	\$48,000	\$16,000
Insurance:	\$43,329	\$14,443
Utilities	\$20,000	\$6,667
Telephone, Fax & Internet	\$1,500	\$500
Cleaning Service	\$23,000	\$7,667
Maintenance and Repairs	\$13,000	\$4,333
Additional Repairs	\$5,000	\$1,667
Alarm System Installation/Monitoring Fee	\$1,800	\$600
Auditing/CPA	\$1,400	\$467
Video Monitoring	\$20,000	\$6,667
Color Copier Maintenance Program & Lease	\$6,000	\$2,000
Landscaping	\$2,400	\$800
Fingerprinting of Staff	\$2,600	\$867
Employment Ads	\$1,500	\$500
School Promotion	\$3,000	\$1,000
First Aid Supplies	\$500	\$167
First Aid Training	\$1,300	\$433
Unanticipated Costs	\$20,000	\$6,667
Training/Professional Development	\$93,600	\$31,200
Food	\$100,000	\$33,333
Marketing	\$10,000	\$3,333
TOTAL OTHER DIRECT COSTS		\$199,310
TOTAL DIRECT COSTS		\$482,598

TOTAL, PRESCHOOLER CARE EXPENDITURES	\$482,598
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PRESCHOOL CARE REVENUE (NO VACANCY)	\$576,000
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PRESCHOOL CARE REVENUE (VACANCY RATE)	\$518,400
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PRESCHOOL CARE SURPLUS (NO VACANCY)	\$93,402
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PRESCHOOL CARE SURPLUS (VACANCY RATE)	\$35,802
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Infant One-Time Equipment/Supply Costs	\$15,000	Rooms	2	\$30,000
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**SPECTRUM INFANT AND TODDLER MONTESSORIES
TODDLER CARE COST FOR 4 CLASSROOMS**

REVENUE

Monthly Costs	\$1,200
12 Months	\$14,400
48 Toddlers	\$691,200
Minus 10% Vacancy/Absentee Rate	\$622,080

ASSUMPTIONS

12:1 Teacher ratio
1:6 Adult/Child Ratio
4 Classrooms of 12 Each = 48 Toddlers

EXPENSES

Number	Salary and Wages	Hourly/Salary	Hours	Teachers Expenses
4	Lead Teacher	\$16.00	8	\$133,120.00
2	Co-Teacher	\$14.00	5	\$36,400.00
2	Teacher Aides	\$12.00	8	\$49,920.00
2	Teacher Aides	\$10.00	3	\$15,600.00
1	Director	\$30	2.7	\$20,600.00
2	Substitute Teachers	\$12	2.7	\$16,640.00
1	Asst Director/Enrollment Administrator	\$16	2.7	\$11,416.00
1	Cook	\$11	2.7	\$7,820.80
				\$291,516.80

Benefits		Month	
FICA	6.20%		\$18,074
SUI	3.40%		\$9,912
SDI	1.18%		\$3,440
Workers Comp	7.00%		\$20,406
Medicare	1.45%		\$4,227
State Employment Training		\$7	\$1,200
Benefit Bank		\$150	\$18,000
	19.23%		\$75,259

TOTAL PERSONNEL	\$366,775.48
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OTHER DIRECT COSTS	Annual	One Third
Rent	\$180,000	\$60,000
Contract: Grant Writer	\$48,000	\$16,000
Insurance:	\$51,678	\$17,226
Utilities	\$20,000	\$6,667
Telephone, Fax & Internet	\$1,500	\$500
Cleaning Service	\$23,000	\$7,667
Maintenance and Repairs	\$13,000	\$4,333
Additional Repairs	\$5,000	\$1,667
Alarm System Installation/Monitoring Fee	\$1,800	\$600
Auditing/CPA	\$1,400	\$467
Video Monitoring	\$20,000	\$6,667
Color Copier Maintenance Program & Lease	\$6,000	\$2,000
Landscaping	\$2,400	\$800
Fingerprinting of Staff	\$2,600	\$867
Employment Ads	\$1,500	\$500
School Promotion	\$3,000	\$1,000
First Aid Supplies	\$500	\$167
First Aid Training	\$1,300	\$433
Unanticipated Costs	\$20,000	\$6,667
Training/Professional Development	\$93,600	\$31,200
Food	\$100,000	\$33,333
Marketing	\$10,000	\$3,333
TOTAL OTHER DIRECT COSTS	\$202,093	\$67,364
TOTAL DIRECT COSTS	\$568,868	\$189,000

TOTAL, TODDLER CARE EXPENDITURES	\$568,868
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TODDLER CARE REVENUE (NO VACANCY)	\$691,200
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TODDLER CARE REVENUE (VACANCY RATE)	\$622,080
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TODDLER CARE SURPLUS (NO VACANCY)	\$122,332
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TODDLER CARE SURPLUS (VACANCY RATE)	\$53,212
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Toddler One-Time Equipment/Supply Costs	\$10,000	Rooms	4	\$40,000
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SPECTRUM INFANT AND TODDLER MONTESSORIES
INFANT CARE COST for 4 CLASSROOMS

REVENUE

Monthly Costs	\$1,400
12 Months	\$16,800
48 Infants	\$806,400
Minus 10% Vacancy/Absentee Rate	\$725,760

ASSUMPTIONS

12:1 Teacher ratio
 1:4 Adult/Child Ratio
 4 Classrooms of 12 Each = 48 Infants

EXPENSES

Number	Salary and Wages	Hourly/Salary	Hours	Teachers Expenses
4	Lead Teacher	\$16.00	8	\$133,120.00
4	Co-Teacher	\$14.00	5	\$72,800.00
4	Teacher Aides	\$12.00	8	\$99,840.00
4	Teacher Aides	\$10.00	3	\$31,200.00
1	Director	\$30	2.7	\$20,600.00
2	Substitute Teachers	\$12	2.7	\$16,640.00
1	Asst Director/Enrollment Administrator	\$16	2.7	\$11,416.00
1	Cook	\$11	2.7	\$7,820.80
				\$393,436.80

Benefits		Month	
FICA	6.20%		\$24,393
SUI	3.40%		\$13,377
SDI	1.18%		\$4,643
Workers Comp	7.00%		\$27,541
Medicare	1.45%		\$5,705
State Employment Training		\$7	\$1,176
Benefit Bank		\$150	\$25,200
	19.23%		\$102,034

TOTAL PERSONNEL	\$495,470.70
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OTHER DIRECT COSTS	Annual	One Third
Rent	\$180,000	\$60,000
Contract: Grant Writer	\$48,000	\$16,000
Insurance:	\$250,000	\$83,333
Utilities	\$20,000	\$6,667
Telephone, Fax & Internet	\$1,500	\$500
Cleaning Service	\$23,000	\$7,667
Maintenance and Repairs	\$13,000	\$4,333
Additional Repairs	\$5,000	\$1,667
Alarm System Installation/Monitoring Fee	\$1,800	\$600
Auditing/CPA	\$1,400	\$467
Video Monitoring	\$20,000	\$6,667
Color Copier Maintenance Program & Lease	\$6,000	\$2,000
Landscaping	\$2,400	\$800
Fingerprinting of Staff	\$2,600	\$867
Employment Ads	\$1,500	\$500
School Promotion	\$3,000	\$1,000
First Aid Supplies	\$500	\$167
First Aid Training	\$1,300	\$433
Unanticipated Costs	\$20,000	\$6,667
Training/Professional Development	\$93,600	\$31,200
Food	\$100,000	\$33,333
Marketing	\$10,000	\$3,333
TOTAL OTHER DIRECT COSTS		\$268,200
TOTAL DIRECT COSTS		\$763,671

TOTAL, INFANT CARE EXPENDITURES	\$763,671
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INFANT CARE REVENUE (NO VACANCY)	\$806,400
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INFANT CARE REVENUE (VACANCY RATE)	\$725,760
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INFANT CARE SURPLUS (NO VACANCY)	\$42,729
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INFANT CARE DEFICIT (VACANCY RATE)	-\$37,911
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Infant One-Time Equipment/Supply Costs	\$10,000	Rooms 4	\$40,000
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