

Sample Cash Flow Projections

Centers



MONTH	Start Up	jan	feb	mar	apr	may	jun
Number of Children - 100% private pay		4	6	7	9	9	9
Number of Children - with subsidy	5	11	12	15	16	18	18
Number of Children - after school/summer							
Number of Children - part time (ages 0-5)							
Total Number of Children	5	15	18	22	25	27	27
Beginning Cash Balance		\$27,670	\$21,410	\$17,350	\$13,763	\$12,723	\$10,513
REVENUES							
Private pay tuition revenues		\$2,256	\$3,384	\$3,948	\$5,076	\$5,076	\$5,076
Registration fees (\$25)		\$250	\$75	\$100	\$75	\$50	\$0
Child care tuition subsidies		\$2,440	\$5,368	\$5,856	\$7,320	\$7,808	\$8,784
Other revenue: Late payment fees & late pick-up fees		\$0	\$25	\$25	\$25	\$25	\$25
Food program revenue		\$431	\$1,083	\$1,182	\$1,477	\$1,576	\$1,773
Other revenue: \$30 activity fee per child per year		\$450	\$90	\$120	\$90	\$60	\$0
Total Revenues	\$0	\$5,827	\$10,025	\$11,231	\$14,063	\$14,595	\$15,658
Loan Amount—bank	\$185,000						
Seller's Note	\$30,000						
Owner's Equity	\$20,500						
Cash Available	\$235,500	\$33,497	\$31,436	\$28,581	\$27,827	\$27,317	\$26,171
EXPENSES							
Building Cost	\$107,000						
Renovations	\$45,000						
<i>Direct (Variable) Costs</i>							
Teachers (5 at \$10/hr when full)		\$1,720	\$3,440	\$3,440	\$3,440	\$3,440	\$3,440
Assistants (6-1 acting as a floater--at \$8/hr when full)		\$2,752	\$2,752	\$2,752	\$2,752	\$4,128	\$4,128
Payroll taxes & benefits (var. payroll only)		\$671	\$929	\$929	\$929	\$1,135	\$1,135
Food (provided by outside company)		\$871	\$1,042	\$1,275	\$1,446	\$1,563	\$1,563
<i>Indirect (Fixed) Costs</i>							
Asst Director's salary (also acts as teacher at start and floater when full)		\$2,083	\$2,083	\$2,083	\$2,083	\$2,083	\$2,083
Payroll taxes & benefits (fixed payroll only)		\$312	\$312	\$312	\$312	\$312	\$312
Telephone	\$200	\$150	\$150	\$150	\$150	\$150	\$150
Utilities	\$150	\$300	\$300	\$300	\$300	\$300	\$300
Mortgage & wc loan (inc. property tax & hazard insurance)		\$1,233	\$1,233	\$1,233	\$1,233	\$1,233	\$1,233
Education supplies/equipment	\$34,000	\$45	\$45	\$45	\$60	\$60	\$60
Insurance	\$3,000						
Office supplies/equipment (inc. kitchen & household supplies)	\$5,700	\$200	\$200	\$200	\$300	\$300	\$300
Advertising	\$800	\$50	\$50	\$50	\$50	\$50	\$50
License fees & dues	\$500	\$150					
Transportation							
Training & professional development	\$150	\$75	\$75	\$75	\$75	\$75	\$75
Accounting & legal	\$500			\$500			
Payroll service		\$142	\$142	\$142	\$142	\$142	\$142
Repairs & maintenance (inc. cleaning service)		\$50	\$50	\$50	\$50	\$50	\$50
Owner's draw		\$1,000	\$1,000	\$1,000	\$1,500	\$1,500	\$1,500
Seller's \$30,000 note—loan payments (payments after 6 mths)							
Reserve (5% of month 2 indirect expenses)		\$282	\$282	\$282	\$282	\$282	\$282
Start-up contingency	\$10,830						
Total Expenses	\$207,830	\$12,086	\$14,085	\$14,818	\$15,104	\$16,804	\$16,804
NET PROFIT (LOSS)	(\$207,830)	(\$6,260)	(\$4,060)	(\$3,587)	(\$1,041)	(\$2,209)	(\$1,146)
End Cash Balance	\$27,670	\$21,410	\$17,350	\$13,763	\$12,723	\$10,513	\$9,367