

Tinker Tots Enrichment Home Success Story

Meet Jon Beede

Jon and her daughter, Brandi, operate Tinker Tots Enrichment Home— a Registered Category C Child Care program in Creston, Iowa. Jon has been a Registered Child Development Home Provider since 1991.

The Challenge

Thoughts of retirement have been in the back of Jon and her husband's minds for years. And so, they wanted to know how to budget and plan for Jon's eventual retirement.

How did First Children's Finance assist?

Jon decided to take the Business & Financial Fundamentals[®] training series for Child Care Homes, offered by First Children's Finance (FCF). When asked why she decided to take the Business & Financial Fundamentals training series, Jon said, "I took the class to see what they had to offer for resources as I had handled the business part of the daycare for years. My goal for all trainings is to come back with at least one idea that I can implement soon after. This class did not disappoint as I have put together a budget for the business and now compare it to the actual cost of running a daycare. I now record all income and expenses monthly which will save me a lot of time at the end of the year."

After completing all 8 business trainings, Jon realized FCF's free one-on-one coaching could help achieve her goal of planning for retirement and creating a succession plan.

Dana Miller, First Children's Finance Business Development Specialist, and Jon began the process by creating a cash flow worksheet and making projections for the next couple of years. They then calculated the cost per child, which made Jon realize that they have not raised the cost of tuition in years. And increasing the cost would move her closer to her financial goals of retirement — and allow her daughter to continue operations. Completing the cash flow worksheet also led to implementing a holding fee and updating the financial policies in the parent handbook, while making sure they were enforced. When rerunning the cashflow and annual budget projections, it was evident the business could sustain a positive cashflow, meaning retirement was in the future!

Jon and her husband are now feeling confident and excited that they will be able to retire when they want; and Brandi will continue running the child care business. But Jon will not be totally out of the picture! She plans to assist with before and after school care and substitute whenever her daughter needs time off. For Jon, it's the best of both worlds!

