



## First Children's Finance

# HELPING IOWA COMMUNITIES BUILD THE SUPPLY OF CHILD CARE



Child care impacts more than children and their parents. The availability of child care is central to community health and a robust economy. First Children's Finance provides community consultation to analyze the supply of child care slots, to create community-based solutions, and to develop strategic child care supply plans. Business consultation for child care helps to strengthen existing operations.

FCF's services are designed to increase child care supply in all types of communities: rural, population centers, and large metropolitan areas.

## Our Services

### Child Care Market Analysis

First Children's Finance leads the process for an in-depth study of local child care needs and existing supply. The staff conducts research on the local child care environment and inventories the current supply of regulated child care. Using data from that research, along with input from parents, employers, and existing child care providers, First Children's Finance conducts a child care gap analysis to estimate the number of child care spots that could meet the community's needs. The final Child Care Market Analysis report includes documentation of the research and key findings.

### Strategic Planning for Child Care

First Children's Finance facilitates a process with local representatives to identify the community's child care priorities. FCF helps develop a vision for child care with 5-year goals, actionable strategies, and timelines to achieve goals. The final Strategic Plan for Child Care becomes the community's roadmap to implementing the best local child care solutions.



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### **Financial Modeling for Child Care**

FCF assists in developing an optimal financial model for expanding or starting a new child care facility. FCF staff advise on strategies and assist in building assumptions that help achieve a sustainable business model. Assumption-building includes setting tuition rates, building staffing, projecting enrollments, and projecting other income and expenses. The Financial Model report includes a full narrative and 3 years of monthly cash flow and annual budget projections.

### **Business Planning for Child Care**

First Children's Finance helps develop a strategic roadmap for the start-up, expansion, or to maintain operations of a child care program. A series of planning sessions are conducted to develop meaningful goals with actionable strategies and a timeline. The final business plan includes descriptions of the business, operations, child care market, budget projections for three years, and three-year business goals.

## **LEARN MORE**

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The Iowa Regional Office staff is dedicated to working with communities to bolster the workforce and economy by helping find right-sized solutions for child care through consulting projects including child care market analysis, strategic planning and financial modeling of future facilities and expansions.

Our team also works to increase the supply and business sustainability of child care by strengthening home-based and center-based child care programs through business and financial training, coaching, consulting, technical assistance and access to capital.

**For more information, please visit [firstchildrensfinance.org/iowa](https://firstchildrensfinance.org/iowa) or email [infoia@firstchildrensfinance.org](mailto:infoia@firstchildrensfinance.org).**