



New Hampshire Community Loan Fund  
7 Wall Street, Concord, NH 03301  
Phone: (603) 224-6669 | Fax: (603) 225-7425  
[info@communityloanfund.org](mailto:info@communityloanfund.org)  
[www.communityloanfund.org](http://www.communityloanfund.org)

## Business of Child Care workshop

### Understanding Per-Child Cost of an ECE Center

Led by Kim Votta of Kim Votta Consulting

For a center to be financially viable, revenues must cover per-child cost. If you could just set fees where you want them, running an ECE center would be easy (well, easier!), but some factors are beyond the control of the center director. Learn how to manage those and the factors you can control during this hands-on, interactive workshop. You will learn how to calculate the per-child cost of service for an ECE center and acquire tools to apply that learning to your own business. We will explore:

1. What determines per-child cost?
2. What is the per-child cost per program/classroom?
3. What cost factors can and should you control?
4. How does full enrollment and collections impact per-child cost?
5. How to use per-child cost analysis to support financial management decisions.

The workshop will be held in a computer lab; participants will use Microsoft Excel. Experience with this software will be useful, though it is not required. Registrants will receive introductory exercises to either introduce or refresh their Excel knowledge, and prepare them for workshop participation.

Certificates of attendance will be provided for both NH and VT participants.

**Register early! The workshop is limited to 16 participants.**

**When:** Thursday, May 10, 2018, 1 to 4 p.m.

**Where:** River Valley Community College's Lebanon Academic Center, 15 Hanover Street, Lebanon, NH. Directions: <https://goo.gl/maps/wt86dk67W2U2>

**Register:** Registration required. RSVP by **Friday, May 4, 2018** to: Elaine Mondor, Administrative Assistant, [emondor@communityloanfund.org](mailto:emondor@communityloanfund.org). Tel: (603) 224-6669

**Funding provided in part by the New Hampshire Charitable Foundation, Norwin and Elizabeth Bean Foundation, Byrne Foundation, Couch Family Foundation, Cogswell Benevolent Trust and the New Hampshire Women's Foundation**