

CASE STUDIES

Some wonderful adventures with friends

WE HELP A DAY CARE CENTER IMPROVE ITS BUSINESS MODEL

A daycare center engaged us to make recommendations on how to improve profits and attract additional clients.

We performed our standard peer analysis, comparing our client's financial results with its peers. The analysis showed areas where our client's expenses were higher than other daycare operators.

We ran an impact study showing all expense items that exceeded their peer group. We then produced financial projections showing the impact of bringing their expenses in line with the peer group. The five-year projection consists of monthly profit and loss, cash flow and balance sheets in an interactive environment where the client can experiment with different pricing/expense strategies and immediately see the results over a five-year period.

We also constructed a computerized model of the center that projected staff size based upon laws governing the staff-to-child ratio for different age groups. This helped us set recruitment goals based upon age to achieve profit goals.

Through ideation exercises we developed new recruiting targets and methods.