



## Children's Learning Centers of Fairfield County City Operating Budget Presentation Narrative 2018-2019

### Budget Request:

2017-2018	2018-2019
\$85,000 approved	\$85,000 Request

Children's Learning Centers of Fairfield County (CLC) is requesting \$85,000 in operational funding for the 2018-2019 year. We are asking for the same amount as last year. Despite a 2017-2018 budget estimated \$400,000 cash loss, CLC is driving to cash flow neutral. It is doing that by focusing fundraising efforts on the private sector, foundations, corporations and individuals. CLC has increased its private sector support from \$616K to \$2MM in the last 4 years. It is targeting \$2.8MM next year.

The proceeds of these operating dollars will go towards our food program which will again run a deficit of approximately \$375,631 (a copy of our CACFP worksheet is attached hereto for the CACFP current operating year which ends September 30, 2018). We are seeking this funding to offset some of the food program loss.

CLC is the dominant early childhood education program in the City of Stamford. We serve nearly 1000 children (ages 6 weeks to 5 years old) a day, 51 weeks a year, 10 hours a day. We do so from 8 locations in Stamford. 95% of our families are minorities, 70% are immigrants. We run the Federal Head Start and Early Head Start Programs as well as the State Funded School Readiness and Child Development Programs.

Approximately 43% of the children that enter the Stamford Public Schools come through CLC. Approximately 70% of the children on the Free and Reduced lunch program are from CLC.

In addition to literacy and math, we focus on health, exercise, social and emotional development and nutrition.

CLC feeds its nearly 1000 children two meals and a snack per day, 80% of its daily nutritional requirements. It does so 51 weeks a year. This amounts to approximately 500,000 meals and snacks per annum which makes CLC the largest provider of food to young children in the City of Stamford. We also run through the summer which makes us the largest summer program for young children. And, lastly, we allow more parents of young children to work than any other nonprofit in Stamford.

We provide our meals at a cost of approximately \$1.1MM. Although we receive reimbursement from the Federal Government through the Child and Adult Care Food Program (CACFP) grant, it is not nearly enough to cover our costs.

Per comments above, CLC will again look to be cash flow neutral in its next fiscal year. It will do that by continuing to increase significantly its funding efforts in the private sector. However, our second largest budget line item expense is our (CACFP) food program. Government subsidies cover only 65% \$755,891, of the total of cost of this program \$1.13M. Ensuring children have proper nutrition is critical to our programming because kids who are tired, sick, or hungry cannot learn.

CLC sites are accredited by NAEYC or the Office of Head Start Monitoring (OHSM).

SAMPLE

**Child and Adult Care Food Program (CACFP) Centers Budget Worksheet**

(CHILD DAY CARE /HEAD START CENTERS, ADULT DAY CENTERS, EMERGENCY SHELTERS AND AT RISK AFTERSCHOOL PROGRAMS)

SPONSOR NAME CLC AGREEMENT NUMBER \_\_\_\_\_

<b>Projected CACFP Reimbursement / Allowable Costs / Non-Program Funds</b>	
<b>A. PROJECTED ANNUAL CACFP REIMBURSEMENT</b> The amount listed here is to be dispersed in the 'CACFP Funded' column (below) towards allowable budget costs. Do not include cash-in-lieu of commodities payments. CACFP reimbursements should be applied to food costs <u>first</u> .	<b>\$ 755,891</b>
<b>B. ALLOWABLE ADMINISTRATIVE COSTS FUNDED BY CACFP</b> MULTIPLY Line A (above) x 15%. CACFP-funded administrative costs for multi-site sponsors cannot exceed 15% of the annual CACFP reimbursement, unless a waiver to exceed this amount has been granted in writing by the State agency.	<b>\$ 113,384</b> LINE A (ABOVE) x .15
<b>TOTAL NON-CACFP FUNDS</b> The amount listed here identifies the total amount of non-Program funds used to meet CACFP expenses. It can be estimated by subtracting the amount of anticipated CACFP reimbursements from total allowable Program expenses. This line must equal Line E, Column 2 [sum of Lines C11, Column 2 + D8, Column 2].	<b>\$ 375,631</b> LINE E, COLUMN 2

<b>BUDGETED COSTS</b> NOTE: ANY LINE FOLLOWED BY AN ASTERISK (*) REQUIRES A DETAILED BUDGET WORKSHEET TO BE SUBMITTED TO THE CHILD NUTRITION UNIT.	<b>CACFP Funded</b> Col. 1	<b>Non-CACFP Funds</b> Col. 2	<b>Non-CACFP Funds SOURCE</b> Col. 3	<b>Total Annual Budget</b> Col. 4 (Col. 1 + Col. 2)
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<b>C. OPERATIONAL COSTS</b>				
1. Food Purchases	\$	\$ 2,200	FEES	\$ 2,200
2. Non-Food Supplies and Small Equipment Purchases (under \$5,000)				
3. Postage/Printing*				
4. Food Service Labor and Taxes*		24,938	FEES	24,938
5. Food Service Benefits*		912	FEES	912
6. Food Service Equipment Purchases/Depreciation (\$5000 and over)*				
7. Utilities*				
8. Contracted Services*	755,891	227,309	SEE ATCH	983,200
9. Equipment Rental or Lease*				
10. Other*				
<b>11. SUBTOTAL - OPERATIONAL COSTS [Sum of Lines C1 through C10]</b>	<b>\$ 755,891</b>	<b>\$ 255,359</b>		<b>\$ 1,011,250</b>

<b>D. ADMINISTRATIVE COSTS*</b> THIS SECTION IS REQUIRED FOR SPONSORS OF MULTIPLE SITES.				
1. Administrative Labor and Taxes*	\$	\$ 98,920	DONATIONS	\$ 98,920
2. Administrative Benefits*		2,152	DONATIONS	2,152
3. Administrative Office Supplies*		5,700	DONATIONS	5,700
4. Transportation for Facility Monitoring / Travel*		3,700	DONATIONS	3,700
5. Office Rent and Maintenance*		6,500	DONATIONS	6,500
6. Utilities (unless included with rent)*		2,300	DONATIONS	2,300
7. Other Administrative Costs*		1,000	DONATIONS	1,000
<b>8. SUBTOTAL - ADMINISTRATIVE COSTS [Sum of Lines D1 through D7]</b>	<b>\$</b>	<b>\$ 120,272</b>		<b>\$ 120,272</b>

<b>E. TOTAL OPERATIONAL AND ADMINISTRATIVE COSTS [Sum of Lines C11 and D8]</b>	<b>\$ 755,891</b>	<b>\$ 375,631</b>		<b>\$ 1,131,522</b>
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<b>For State Office Use Only</b> APPROVED ADMINISTRATIVE COSTS TO BE FUNDED BY CACFP Lesser of Line B (15% OF PROJECTED REIMBURSEMENT) or Line D8, Col. 1 (TOTAL CACFP ADMIN. COSTS)	\$ _____
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February 28, 2018  
For year July 1, 2017 to June 30, 2018

	Budget 2017-2018	Current Month	Actual Y-T-D	Budget Y-T-D	Act vs Bud Y-T-D Variance	Estimated 2017-2018	Act vs EST. Variance	Budget 2016-2017	Final Audit 2016-2017
<b>Revenue</b>									
Fees	1,980,000	175,427	1,308,390	1,295,000	13,390	2,000,000	20,000	1,850,400	1,949,213
Care 4 Kids	314,000	29,485	257,642	240,000	17,642	350,000	36,000	628,800	592,391
Govt Grant Income	10,013,000	946,940	6,578,170	6,575,000	3,170	10,033,000	20,000	9,806,800	10,169,220
Investment Draw	120,000					120,000			
Other Income	100,000	2,572	128,139	97,000	31,139	135,000	35,000	100,000	102,493
Sub-Total	12,527,000	1,154,424	8,272,341	8,207,000	65,341	12,638,000	111,000	12,386,000	12,813,317
<b>Contributions:</b>							0		
Contributions/Fundraising	1,732,000	77,248	591,722	1,154,666	(562,944)	1,732,000	0	1,673,000	1,057,497
Special Events Revenue (net)	450,000	0	46,923	60,000	(13,077)	450,000	0	300,000	377,938
United Way	33,000	0	32,500	33,000	(500)	33,000	0	27,000	59,842
United Way Restricted	0	0	0	0	0	0	0	0	0
Contributions Sub-Total	2,215,000	77,248	671,145	1,247,666	(576,521)	2,215,000	0	2,000,000	1,495,277
<b>Total Revenue</b>	<b>14,742,000</b>	<b>1,231,672</b>	<b>8,943,486</b>	<b>9,454,666</b>	<b>(511,180)</b>	<b>14,853,000</b>	<b>111,000</b>	<b>14,386,000</b>	<b>14,308,594</b>
<b>Direct Operating Expenses</b>									
Salaries	8,937,000	655,831	5,710,923	5,800,000	89,077	8,750,000	187,000	8,685,000	8,468,443
Benefits and Taxes	2,483,500	135,114	1,568,284	1,625,000	56,716	2,420,000	63,500	2,409,000	2,371,882
Lunches and Snacks	945,000	65,175	620,350	625,000	4,650	975,000	(30,000)	945,000	995,352
Program Supplies & Activities	179,000	4,615	86,276	90,000	3,724	179,000	0	259,000	167,618
Occupancy	1,400,000	94,341	885,193	910,000	24,807	1,450,000	(30,000)	1,468,000	1,307,538
Training	24,000	0	10,503	12,000	1,497	24,000	0	24,000	10,902
Professional Fees	259,500	19,575	193,612	170,000	(23,612)	280,000	(20,500)	279,500	302,352
Marketing	20,000	0	3,780	10,000	6,220	20,000	0	25,000	27,450
Delegate and Collaborations	320,000	27,202	219,137	220,000	863	320,000	0	320,000	290,844
Office Expense	175,200	16,319	171,929	158,000	(13,929)	195,200	(20,000)	181,200	187,999
Telephone / Internet	162,000	12,570	101,258	103,000	1,742	162,000	0	136,000	155,853
Interest Expense	52,200	3,546	32,790	34,000	1,210	52,200	0	52,200	50,853
Contingencies	100,000	0	0	0	0	100,000	0	100,000	0
Other Expenses	92,900	3,054	31,103	50,000	18,897	72,900	20,000	66,400	47,691
<b>Total Expenses</b>	<b>15,150,300</b>	<b>1,037,342</b>	<b>9,635,138</b>	<b>9,807,000</b>	<b>171,862</b>	<b>15,000,300</b>	<b>170,000</b>	<b>14,950,300</b>	<b>14,384,777</b>
<b>Operational Income (Loss)</b>	<b>(408,300)</b>	<b>194,330</b>	<b>(691,652)</b>	<b>(352,334)</b>	<b>(339,318)</b>	<b>(147,300)</b>	<b>281,000</b>	<b>(564,300)</b>	<b>(76,183)</b>
Depreciation and Amortization	(500,000)	(39,232)	(313,856)	(333,333)	(19,477)	(500,000)	0	(475,000)	(322,605)
<b>Net Budget Income/(Loss)</b>	<b>(908,300)</b>	<b>155,098</b>	<b>(1,005,508)</b>	<b>(685,667)</b>	<b>(319,841)</b>	<b>(647,300)</b>	<b>281,000</b>	<b>(1,039,300)</b>	<b>(398,788)</b>

# Childcare Learning Centers

Preliminary  
For year July 1, 2018 to June 30, 2019

	Budget 2017-2018	Budget 2018-2019
<b>Revenue</b>		
Fees	1,980,000	2,050,000
Care 4 Kids	314,000	600,000
Govt Grant Income	10,013,000	10,075,000
Investment Draw	120,000	120,000
Other Income	100,000	135,000
Sub-Total	12,527,000	12,980,000
<b>Contributions:</b>		
Contributions/Fundraising	1,732,000	2,000,000
Special Events Revenue (net)	450,000	500,000
United Way	33,000	75,000
United Way Restricted	0	0
Contributions Sub-Total	2,215,000	2,575,000
<b>Total Revenue</b>	<b>14,742,000</b>	<b>15,555,000</b>
<b>Direct Operating Expenses</b>		
Salaries	8,937,000	9,100,000
Benefits and Taxes	2,483,500	2,700,000
Lunches and Snacks	945,000	975,000
Program Supplies & Activities	179,000	190,000
Occupancy	1,400,000	1,500,000
Training	24,000	24,000
Professional Fees	259,500	275,000
Marketing	20,000	20,000
Delegate and Collaborations	320,000	325,000
Office Expense	175,200	200,000
Telephone / Internet	162,000	150,000
Interest Expense	52,200	52,500
Contingencies	100,000	100,000
Other Expenses	92,900	100,000
<b>Total Expenses</b>	<b>15,150,300</b>	<b>15,711,500</b>
<b>Operational Income (Loss)</b>	<b>(408,300)</b>	<b>(156,500)</b>
Depreciation and Amortization	<b>(500,000)</b>	<b>(450,000)</b>
<b>Net Budget Income/(Loss)</b>	<b>(908,300)</b>	<b>(606,500)</b>