Projections and Budgets for CCCV

Preamble
We now have a year's figures, and IQ will (hopefully) give us more information on hours worked in the various categories , and crucially allow us to find out the care hours by the calendar month rather than for a fixed number of weeks.
We have also separated the office costs from the care costs , which should help to makes projections.

Information from the compete year's figures.

Essentially we will have a P&L for the year which , along with the work on KPIs this year should give the following :
Care
Income from Care
Wages cost of Carers
Direct care costs by category
Office
Office wages
Office costs by category.

Projections for Year 2.

We will need Danielle's estimates about how quickly she thinks we can grow in a sensible manner.

We can then do monthly estimates of what we think will happen.
Each month will show the following (figures are guesses).

Hours worked by Carers	1000		estimate
% of time with UMs	80%		from KPIs / estimate
Contact hours	800 hours		calculation
Income per hour	£23		from KPIs / estimate
Income	£18,400		calculation
Direct Care Costs			
Wages	£10,000		from KPIs / estimate
Other By Category	£ 2,000		from KPIs / estimate
Office Costs			
Wages	£5,000	f	from KPIs / estimate
By Category	£2,000		from KPIs / estimate
Profit/ Loss	£600		calculation

Clearly lots of questions to answer: changes to wages, extra costs as we grow, changes to income per hour with different kinds of work .

Next Steps

The best way forward seems to be

1. Work with Danielle to get the best guess as to how we can grow and the estimated consequences for costs / wages/ etc etc
2. See how it looks - is the cash in the bank going to last ?
3. If we are still making a loss in 12 months , work on the figures to see if we can come up with a break even position in 12 months.

If we can get some projections that look attainable to Danielle (with input from her team ?) then we will have

a) An idea what we need to do to maintain viability
b) Figures for expenditure on marketing / recruitment / maintenance etc etc which then become budgets and devolve control to the people who spend them.

Jon Walker May 31st 2022.