



Killucan Care Ltd.

Our Mission & Ethos

- To provide quality, affordable childcare and child development services within a community ethos and setting. Killucan Care aims to achieve inclusion and equality throughout. Killucan Care is non political and non denominational.



Killucan Care Ltd.

Who We Are

- **Co. Ltd. by Guarantee with Charity Status**
- **Board Membership:**
 - Local Community
 - Parents Reps.
- **Members Management Committee of local FETAC Registered Training Centre (Social Enterprise)**
- **Member of Board of Directors of local C.E. company**
- **Affiliated to national and regional networks**

How We Work as a Board

- **Board – Overall Management**
- **Staff – Delivery Childcare**
- **Mentors:**
 - Health & Safety / HR / Finance (Auditor) / Insurance
- **Contracts for Services**
 - Transport
 - Administration
 - Training
- **Provider**
 - Killucan Area Services Ltd. (Local Social Enterprise)



Killucan Care Ltd.

Where we Began

Commenced delivery in 1998 in a donated Gate Lodge which we renovated under the FAS CYTP Programme.

Capacity 14 F/T children





Our Current Service (2011/2012)

- **15 Staff** (11FT / 4 P/T + 9 CE)
- **125 families**
- **165 children (1-12 yrs)**
- **Open five days per week**
8.00am – 6.00pm
- **Open 50 weeks p.a.**
- **Government funding**
 - **3 Programmes**
- **Additional services**
 - **Transport**
- **Capacity building / staff development**
- **Siolta Quality Assurance**





Our Service Users

Reasons for Using the Service				
Total No. Children	Total No. Families	For Work Reasons	Attending Training	Other Reasons
165	125	64	10	51
Breakdown of Ages / Services				
Wobblers Age 1 – 2	Toddlers Age 2 - 3	Playschool Age 2½ – 3½	Pre School Age 3½ – 5	After School School Age
18	20	37	38	52
Access to Funding (by Parents)				
CCS F/T	CCS P/T	ECCE	CETS	Not Funded
20	44	27	10	64

The After School Transport Service is provided for 42 children



Impact of New Building

- **2009 – Turnover increased by 50%**
 - » **63 children enrolled**
- **2010 - Turnover increased by 104%**
 - » **140 children enrolled**
- **2011 - Turnover increased by 8%**
 - » **165 children enrolled**
- **2012 – Projected turnover + 4%**
 - » **On track for enrolments of 175 children**



Innovation

- **Our approach – we could not do this on our own**
 - External help and help from within our local community
- **Department of JELR (EOCP)** €1,332,467
- **Trading Income / Local Community** € 158,459
- **Clann Credo Loan** € 200,000
 - Appropriate to our organisation
 - ECB related rate of interest
 - No personal guarantees
- **Westmeath Co. Co.**
 - Works to value of €65,000
 - Joint Part A planning application)
- **Order St. Camillus**
- **Donated half acre site**
 - Land subsequently sold at €157,143 per acre



Innovation

Supporting Other Local Social Enterprise

- Transport & administration services sub contracted out

Our Marketing Strategy

- **Relates to where we have placed ourselves in the local community**
 - Public Health Nurse
 - Local Primary Schools – we provide services to them
 - Established & continue to support Parent & Toddler Group
 - Work closely with parents (e.g. medical card workshop)
- **Relates to our Ethos & Mission**
 - Not for profit
 - Affordable €120.00 per week for full day care
 - Staff qualifications and ongoing staff development



Sustainability

Finance

- New building & loan balance
- Projected surplus 2012 - Reserve / Loan payoff options
- Bookings 2012 / 2013 – birth rates 2010 / 2011
- Capacity to extend hinterland
- Capacity to extend After School service with transport
- Capacity to review fees downwards
- Board expansion underway

Loyal Clientele

- Parents value 'not for profit' service
- Parents value affordability and quality

Adaptability Capacity

- Some things we can do on our own; some we need help with