

# Financial Support and Sustainability



## Supporting Your Child Care Business Financially

### Grants:



- Ask [your local CCR&R](#) if there are grants for child care programs in your area.
- Look for local and state grants on [GrantWatch](#).

*Find a grant writer. You will need someone with the training to present data-driven grant proposals with information on how your business adds value to your community. Ask your local CCR&R if there are ways that they can support you through the grant-writing process.*

### Loans and other funding opportunities:



- Visit the U.S. SBA's web page on [Funding Programs](#) for small businesses.
- Talk with a financial expert, bank or credit union about options to fund your small business.

*To apply for a loan, you may need a written business plan. Visit [Write your business plan](#) or contact your local CCR&R for guidance and information when writing your business plan.*

### Federal and state child care programs:



- Apply to accept state child care subsidy for the care of eligible children.
- Check out the Child and Adult Care Food Program (CACFP) which reimburses child care providers a set rate for serving healthy meals and snacks to children in care.
- See if your state or local area has a [Quality Rating and Improvement System \(QRIS\)](#). Some states offer financial benefits for participating and receiving high quality ratings.

*Find information on these programs by visiting our [State by State Resource Map](#) and clicking on your state.*

## Tips for Running a Financially Sustainable Child Care Business

- Open a business bank account to keep your personal and business finances separate.
- Learn about and work toward the principles of the [Iron Triangle of Early Care and Education](#): Reach and maintain full enrollment, collect all fees in full and on time, and ensure that revenues cover cost-per-child.
- Create and carry out a marketing plan. Stick to this plan even when you are open and enrollment is full.
- Consider using a [Child Care Management Software \(CCMS\)](#) to automate time-consuming tasks, like billing and fee collection, attendance, waitlist management, and staff payroll. [Find webinars and information on child care business automation here.](#)
- Work with a tax expert to ensure you know which expenses you can claim on your taxes. (For example, if you use a [CCMS](#) [see above], you should be able to claim the expense for the software on your taxes!)
- Include important fee information in your family handbook. Make sure families read, understand, and sign your tuition and fee agreement. Follow what you put in writing. Include:
  - Tuition amount and when it is due
  - Late fee amounts and when they will be collected
  - Any other fees charged and when they are due
- Consider charging an annual or biannual supply fee. This will help you replace materials as needed.
- Work with a small business financial advisor to create or review your budget.
- Participate in [Shared Services](#) (if available) to reduce costs on needed services and materials for your business.