Supporting providers to deliver a sustainable business

**ChildCARE WORKS**

2025

Contents

[Support linked to DfE policy/funding 2](#_Toc195086542)

[Specific business planning resources 2](#_Toc195086543)

[The Childcare Works HUB for schools and providers 4](#_Toc195086544)

# Support linked to DfE policy/funding

**The following two resources have been recorded by a Childcare Works Expert Adviser who operates a successful childcare business.**

[**Invoicing, Consumables, and Charging Structures**](https://childcareworks.org.uk/invoicing-consumables-and-charging-structures/)

**Policy Area: Early Years and Wraparound**
Effective management of invoicing consumables and charging structures is crucial for maintaining transparency and fairness as required by the DfE statutory and operational guidance. This recording considers the requirements of operational guidance and explores invoicing good practice.

[**Making Funding Work: The Use of Government Funding as a Sustainable Business Model**](https://eur01.safelinks.protection.outlook.com/?url=https%3A%2F%2Fchildcareworks.org.uk%2Fmaking-funding-work-the-use-of-government-funding-as-a-sustainable-business-model%2F&data=05%7C02%7Csarah.howard%40mottmac.com%7C4cf90e0e88094f68e1b108dd6c88cceb%7Ca2bed0c459574f73b0c2a811407590fb%7C0%7C0%7C638786057000222301%7CUnknown%7CTWFpbGZsb3d8eyJFbXB0eU1hcGkiOnRydWUsIlYiOiIwLjAuMDAwMCIsIlAiOiJXaW4zMiIsIkFOIjoiTWFpbCIsIldUIjoyfQ%3D%3D%7C0%7C%7C%7C&sdata=rApJjZw99yy16xbs1K%2FpKjzqc5faYfNb244z2cjEB8E%3D&reserved=0)

**Policy Area: Early Years and Wraparound**

Lucy Lewin provides you with information and strategies needed to make the most of government funding. The recording discusses the different types of funding streams, how to apply for them, and ways to use these funds strategically for long-term sustainability.

# Specific business planning resources

[**Getting a business ready for the childcare expansion**](https://childcareworks.org.uk/provider-business-planning-support/)

**Policy Area: Early Years and Wraparound**

Business strategy for both Local Authority Officers and childcare providers is essential, but we know that does not always mean everyone has the skills they need. That is why we have created eight business focused videos as part of our initial PREPARE toolkit.

**PREPARE** is a series of steps, organised in a way to take stock of the current business and its finances to support decision making for the introduction of the extended entitlements and wraparound care in a setting. All recordings can be accessed through links in the introduction session or individual links below.

* [Introduction: Preparing for the expansion of the extended entitlements and wraparound care](https://childcareworks.org.uk/introduction-preparing-for-the-expansion-of-the-extended-entitlements-and-wraparound-care/)
* [How to conduct a PEST Analysis](https://childcareworks.org.uk/how-to-conduct-a-pest-analysis/)
* [2) Market analysis – mapping supply and demand](https://childcareworks.org.uk/market-analysis-mapping-supply-and-demand/)
* [3) How to conduct a SWOT Analysis](https://childcareworks.org.uk/swot-analysis/)
* [4) The importance of occupancy](https://childcareworks.org.uk/the-importance-of-occupancy/)
* [5a) Finance matters - Income and expenditure, budgets and cashflow forecasts](https://childcareworks.org.uk/finances-matters-income-and-expenditure-budgets-and-cashflow-forecasts/)
* [5b) Finance Matters - Breakeven analysis](https://childcareworks.org.uk/finance-matters-breakeven-analysis/)
* [5c) Finance Matters – Profit and loss, monitoring and financial controls](https://childcareworks.org.uk/finances-matters-profit-and-loss-monitoring-and-financial-controls/)

**How to use PREPARE** - advice for LAs

* Share links to recorded content widely so providers can self-serve, without any local authority input.
* Use learning and recorded content in part or in whole in direct work with providers at networks, training or 1.1 support as part of the provider support strategy.
* Utilise the PowerPoint slide deck in part or whole in your business support strategy.

[**Business Sustainability Health Tool**](https://childcareworks.org.uk/business-sustainability-health-tool/)

**Policy Area: Early Years and Wraparound**

A tool developed by Lincolnshire County Council for providers (or local authorities supporting providers) which is designed to support you with understanding your overall business health, and areas you may need to focus on to improve. To use, open the spreadsheet and make your way through each tab one by one.

**[Lincolnshire Recorded Contribution for Let’s Talk About Money Matters](https://childcareworks.org.uk/lincolnshire-recorded-contribution-for-lets-talk-about-money-matters/)**

**Policy Area: Early Years**

Hear how Sam Waite, a Sustainability and Development Consultant, has taken some of the learning from the Spring term conversations to support discussions the LA is having with providers about money matters in Lincolnshire.

**[Let’s Talk About…  Money Matters Webinar Slides](https://childcareworks.org.uk/lets-talk-about-money-matters-webinar-slides/)**

**Policy Area: Early Years**

Exploring how we use worked examples, infographics and case studies to support providers to reflect on and understand financial matters as part of their decision-making and planning.

**[Early Years Funding: 2025 to 2026](https://childcareworks.org.uk/early-years-funding-2025-to-2026/)**

**Policy Area: Early Years**

Information about early years funding for the 2025 to 2026 financial year, from the Department for Education.

# The Childcare Works HUB for schools and providers

**[Helping Providers Get the Most Out of Childcare Works HUB](https://childcareworks.org.uk/helping-providers-get-the-most-out-of-childcare-works-hub/)**

**Policy Area: Early Years and Wraparound**

The Childcare Works [HUB](https://childcareworks.org.uk/hub-for-providers/introduction/) is a one-stop shop hosting a wealth of resources, designed by our specialist team around the themes that you have told us are important, to support childcare providers in the expansion of the early years entitlements and implementation of the wraparound programme.  Resources are continually being developed, and new content is being shared on the HUB as it becomes available.

We encourage LAs to share this document with providers to highlight the resources that are currently available.



You can access the HUB by using the link or QR code above.