

CONFIDENTIAL PLANNING DOCUMENT

After-School Program Strategic Launch Blueprint

Comprehensive Budgeting, Operational
Runway, and Capital Strategy.

Target Launch:
Jan 2026

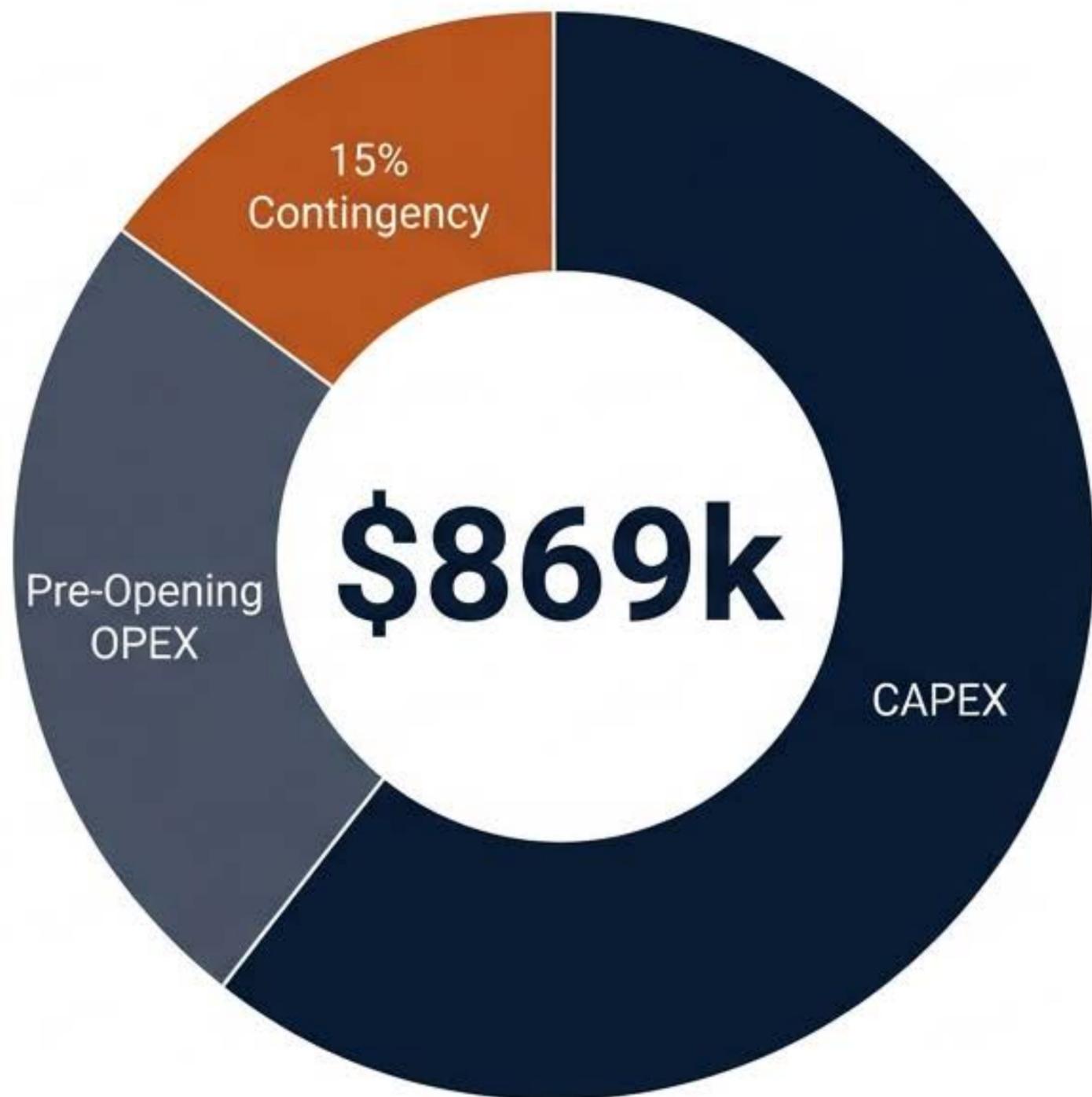
Funding Deadline:
Feb 2026

Version:
1.0



Total Capital Requirement: \$869,000 to Launch and Sustain

Funding must be fully secured by February 2026 to ensure operational runway.



CAPEX: Facility, Vehicles, Initial Equipment.

Pre-Opening OPEX: 3 Months of operating expenses.

Contingency: Mandatory buffer for unknown variables.

STRATEGIC INSIGHT

This figure ensures solvency through the critical “valley of death” — the period between initial spend and stabilized tuition revenue.

Liquidity Target: The Six-Month Survival Buffer

Cash reserves required to offset burn rate before revenue stabilization



**Total Reserve
Target: \$157,302**
(6 Months x \$26,217 Burn)

Action Item

Goal: De-risk Q1 by securing commitments for 75% of enrollment spots prior to launch.

Human Capital: The Primary Fixed Overhead

Personnel costs represent the largest non-negotiable financial burden.

\$236,000



Year 1 Payroll (Fixed)

Based on 55 FTE equivalent capacity in Year 1.

Variable Costs



Supplies (Variable)

Key Insights

- **Fixed Nature:** Educator salaries must be paid regardless of enrollment fluctuation.

- **Strategic Lever:** Focus initial hiring strictly on certified educators to maximize value per headcount.

Infrastructure CAPEX: Facility Setup & Lease Strategy

\$35,500
Total Outlay

The Cost Structure



Optimization Strategy

- **Risk:** Renovation cash is sunk immediately upon spend.
- **Lever 1:** Negotiate 'Tenant Improvement Allowance' to offset the \$25k.
- **Lever 2:** Aim to reduce security deposit from 3 months to 1 month.

Service Delivery Assets: The Transportation Fleet

Transportation costs are a critical component of service delivery, requiring upfront capital investment and careful operational planning.

\$70,000 Total Budget (Year 1)



- Unit Cost: \$35,000**
- Includes: Registration
 - Insurance
 - Safety Inspections

- Unit Cost: \$35,000**
- Includes: Registration
 - Insurance
 - Safety Inspections

Pro Tip:
Evaluate certified pre-owned passenger vans to potentially save **20-30%**.



Operational Environment: Equipment & IT Infrastructure

Classroom Assets (\$12,000)

- Desks, chairs, and storage units.
- Deadline: Firm quotes required by March 1st.

IT & Office (\$5,000)

- Computers, networking, POS for tuition.
- Standardize models to reduce maintenance.

Procurement Strategy: Purchasing used commercial furniture can save ~15% (**\$2,550**). Avoid overspending on high-end tech before enrollment targets are met.

Core Product: Curriculum & Consumables

There are unhaan depars emprements in Slate Grey (#4A5568) using Merriweather using its or present.

$$\left[\begin{array}{c} \$8,000 \\ \text{Fixed} \\ \text{Investment} \end{array} \right] + \left[\begin{array}{c} 30\% \text{ of} \\ \text{Revenue} \\ \text{(Variable)} \end{array} \right] = \text{Product Cost}$$

- STEAM Kits & Core Learning Modules

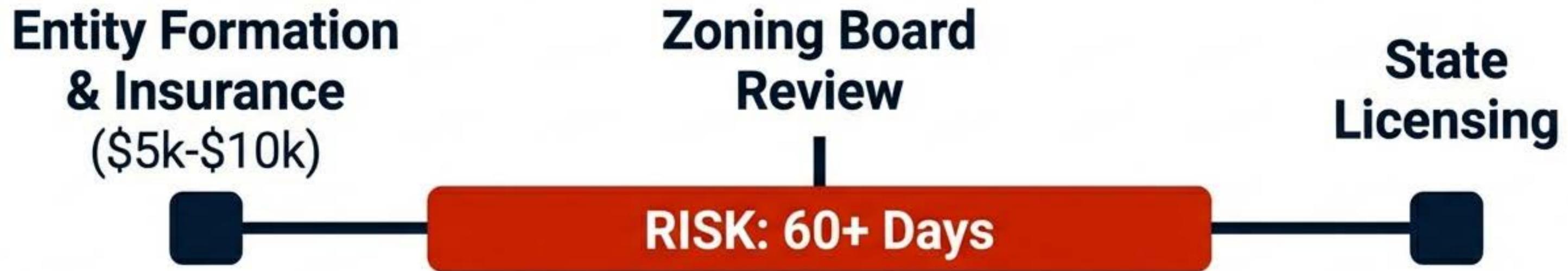
- Monthly Consumables & Supplies
- **Rule of Thumb: Maintain 3-month supply buffer.**

Supply Chain Mow Strategy

- Negotiate volume pricing for science/tech components.
- Avoid generic craft supplies.
- Track usage daily to prevent waste.

Compliance Foundation: Legal, Zoning & Licensing

The hidden costs of legitimacy.



- Budget Range: **\$5,000 – \$10,000**
- **Critical Path:** Zoning delays directly shift the revenue start date. **Start this process immediately.**
- **Cost Control:** Use online services for basic entity formation; bundle background checks.

Risk Infrastructure: Security Systems & Insurance

DEADLINE: SEP 1, 2025

Physical Security (\$4,000)

- Access control for 8 entry points.
- Camera monitoring systems.
- Requirement: Child safety compliance.

Premiums (\$3,600)

- General Liability.
- Commercial Auto for 2 Vans.
- Strategy: Shop across 3+ carriers.

Proof of coverage must be secured by the September deadline to proceed with licensing.

Pre-Launch Human Capital Strategy

Balancing leadership needs with cash conservation.



Total Allocation: \$10,834

(2 Months Director Salary
@ \$5,417/mo)

Burn Rate Management:

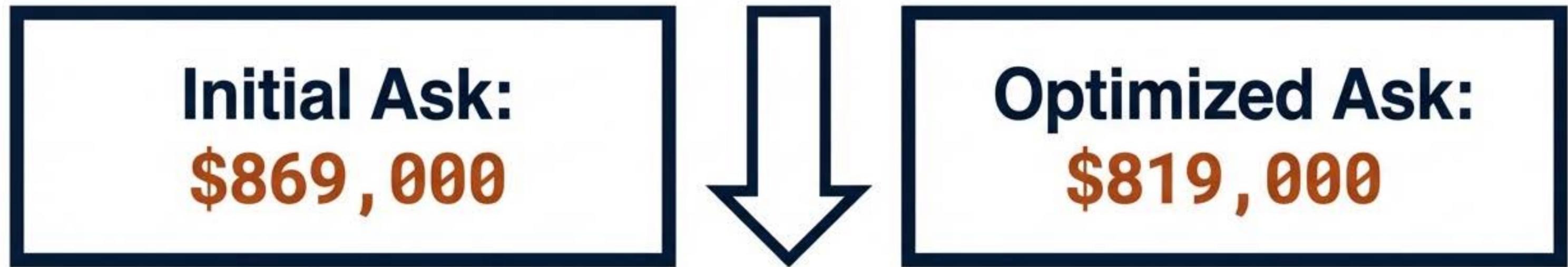
- 1. Hire Director as a consultant initially.
- 2. Limit pre-hire window to 1 month if possible.
- 3. Delay full staff hiring until 30 days pre-launch.

Funding Strategy: Capital Structure Analysis

Option A: DEBT (SBA Loans)	Option B: EQUITY
<ul style="list-style-type: none">• Pros: Cheaper capital cost.• Cons: Collateral required; immediate repayment squeezes working capital.• Metric: Must model debt service coverage ratios.	<ul style="list-style-type: none">• Valuation Model: \$4M Post-Money.• Impact: Selling ~17.8% of business ownership.• Pros: No immediate cash flow drain.

Decision rests on tolerance for dilution versus cash flow pressure.

Capital Optimization: The Phased Launch Protocol



- **Action:** Delay purchase of Van #2.
Impact: Saves ~\$50,000 immediately.
- **Action:** Founder Capital Injection.
Impact: Covers first 90 days of fixed overhead.
- **Trigger Event:** Commit to Van #2 only when tuition coverage hits 70% (Month 5).

Critical Launch Timeline & Financial Milestones



Lead Time

-  **Furniture:** Order by March 1st.
-  **Vans:** 30-day readiness buffer.
-  **Zoning:** 60-day review buffer.

Executive Decision Matrix

\$869,000

Total Cash
Requirement

Month 1

Breakeven Target
(Jan 2026)

75%

Pre-Commitment
Enrollment Goal

Strategic Question: Have we mapped enrollment targets to the mission statement to ensure early buy-in?
Mission alignment drives enrollment; liquidity ensures longevity.