



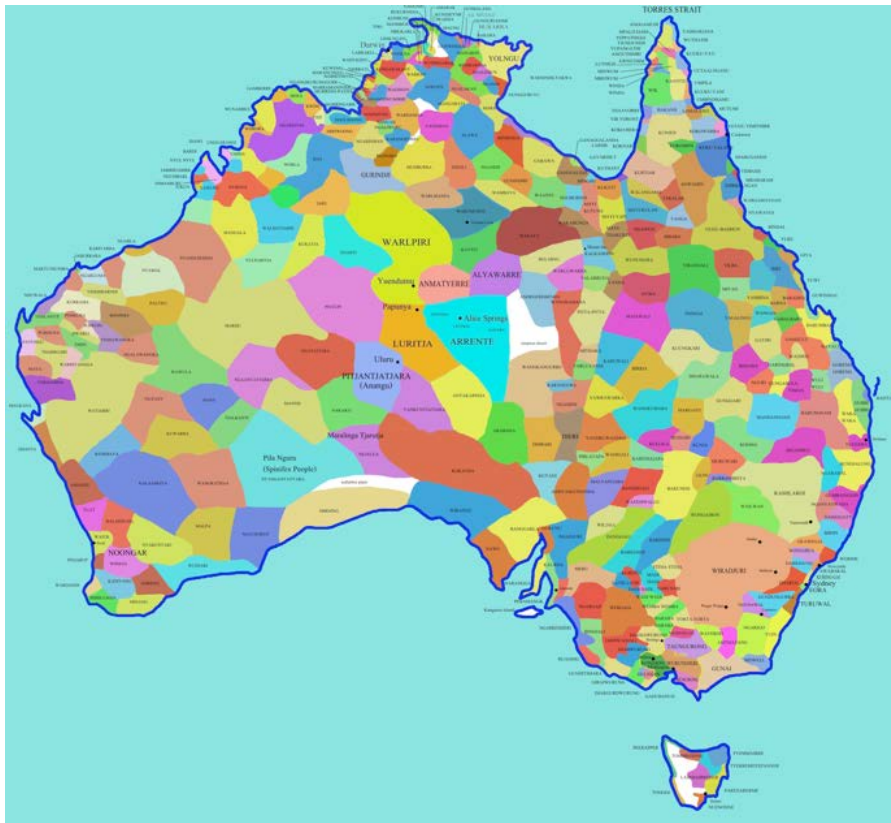
The Business of Early Childhood.

**Meg Mendham
+ Helena Hyssett**



Early Childhood Australia
A voice for young children

EARLY CHILDHOOD AUSTRALIA NATIONAL CONFERENCE 2019
FROM VISION TO ACTION



We would like to pay our respect
to the traditional custodians of the
nation on whose land we are
gathering today.

We honour and respect Aboriginal
elders past and present and those
with us today.

We thank Aboriginal people for
their custodianship of the land,
culture and heritage of this land.



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Quality Area 7: Leadership and service management

This quality area of the *National Quality Standard* focuses on effective leadership and management of the service that contributes to quality environments for children's learning and development.

Well-documented policies and procedures, well-maintained records, shared values, clear direction and reflective practices enable the service to function as a learning community.

An ongoing cycle of planning and review, including engagement with families, creates the climate for continuous improvement.



The NQF requires
Early Childhood services to be
Business-Like in managing the
delivery of the goals of the
quality system.



What does
“Business-Like”
mean?



Sustainable Businesses



Sustainable Businesses



Not for
Profit



Sustainable Businesses



**For
Profit**

Sustainable Businesses



Not for
Profit

For
Profit

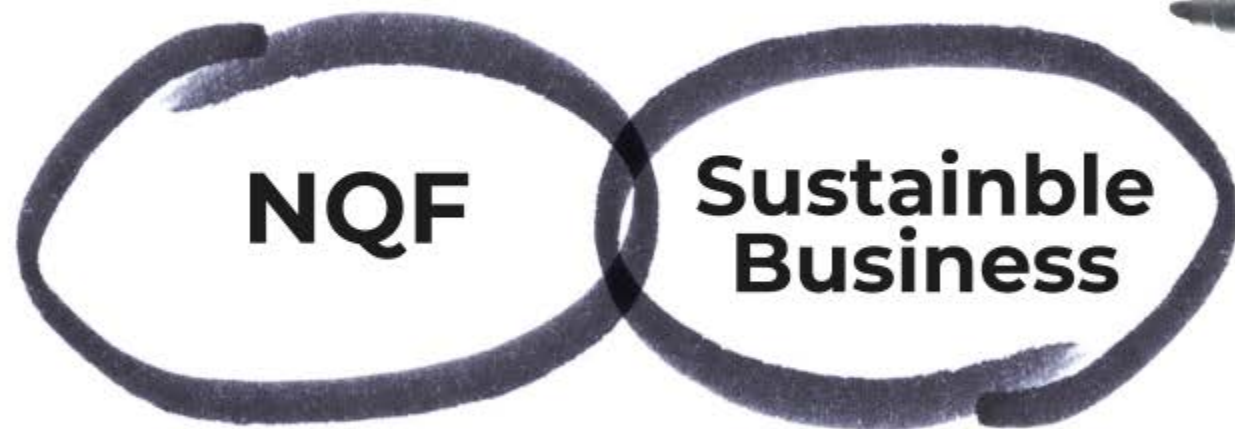
Sustainable Businesses



Not for
Profit

For
Profit

**Both should be
Profitable**



Business Plan

NQF

**Sustainable
Business**



Purpose





Purpose



Vision





Purpose



Vision



**Strategic
Plan**





Purpose



Vision



**Strategic
Plan**



**Business
Plan**





Purpose



Vision



**Strategic
Plan**



**Business
Plan**





Evidence Based Business Plan





Contents of a Business plan & process

1. Service Profile

- Purpose
- Vision
- Service History



Contents of a Business plan & process

2. Strategic Analysis

- Operational Environment
- Know your community
- Know your families
- Know your business



Contents of a Business plan & process

3. Operational Plan

- Annual Service Delivery Plan
- Staff Plan
- Financial Plan
- Asset Plan
- Risk Management
- Promotional Plan



Contents of a Business plan & process

3. Operational Plan

Implementation Plan

- Objectives
- Strategies
- Resources
 - People
 - Money
- Measures

Operational Plan

An Operational Plan is a **detailed plan** used to provide a clear picture of how a team, section or department will contribute to the achievement of the organisation's strategic goals.



Objectives



Operational Plan

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Objectives



Strategies

Operational Plan

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Objectives



Strategies



Actions

Operational Plan

An Operational Plan is a **detailed plan** used to provide a clear picture of how a team, section or department will contribute to the achievement of the organisation's strategic goals.



Objectives



Strategies



Actions



Results

Operational Plan

An Operational Plan is a **detailed plan** used to provide a clear picture of how a team, section or department will contribute to the achievement of the organisation's strategic goals.

**“In an ever-changing
environment
how can our
business survive
and thrive?”**





**Early Childhood
is a
change Sector**





Business Plan

QIP



Who is Involved in Business Planning?



Director



Staff



**Board/
Committee/
Owner**



Community

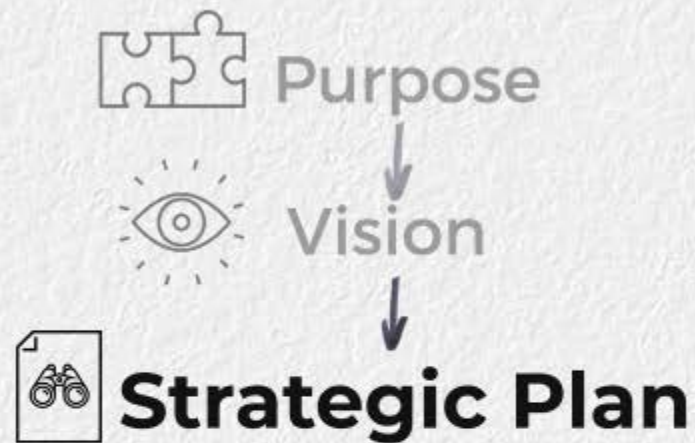
Purpose



Purpose



Vision





Purpose



Vision

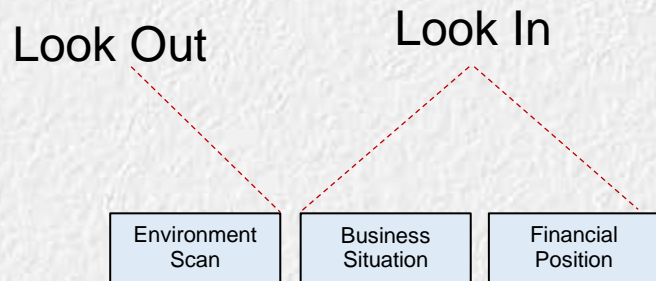


Strategic Plan



Evidence →

**Operational
Plan**



Evidence →

Operational Plan



Demographic Profile	Environment Scan	Business Situation	Financial Position
Analysis			



THE
SAME
OLD
THINKING

THE
SAME
OLD
RESULTS

Where to
now?



ccsa.org.au



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