

Beyond Survival

How to Prepare Your Business for April's Cost Rises

Christopher Briggs

Financially where are you now?

Strong Business

Vulnerable Business



30%+ profit.

**29% - 25%
profit.**

**24% - 20%
profit.**

**19% - 15%+
profit.**

**14% - 11%
profit.**

**10% or less
profit.**

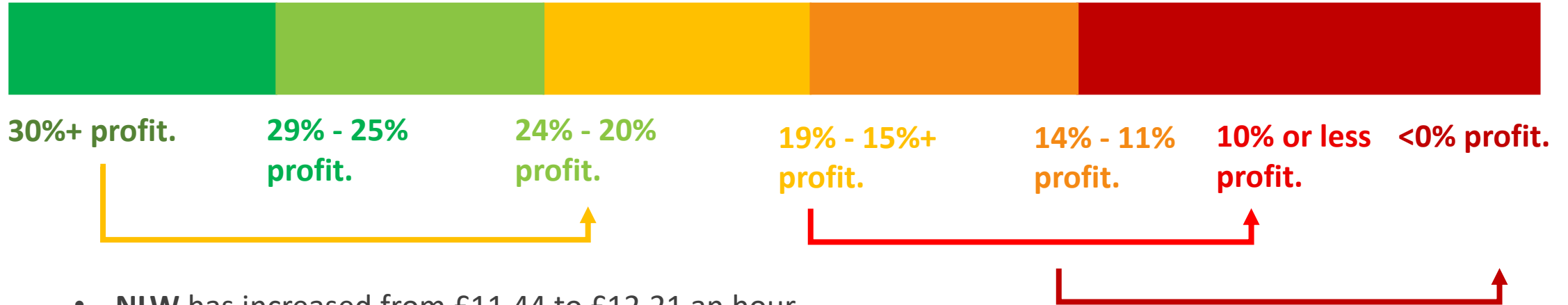
<0% profit.

**Don't know
what profit you
are making.**

Where will you be at End April?

Strong Business

Vulnerable Business

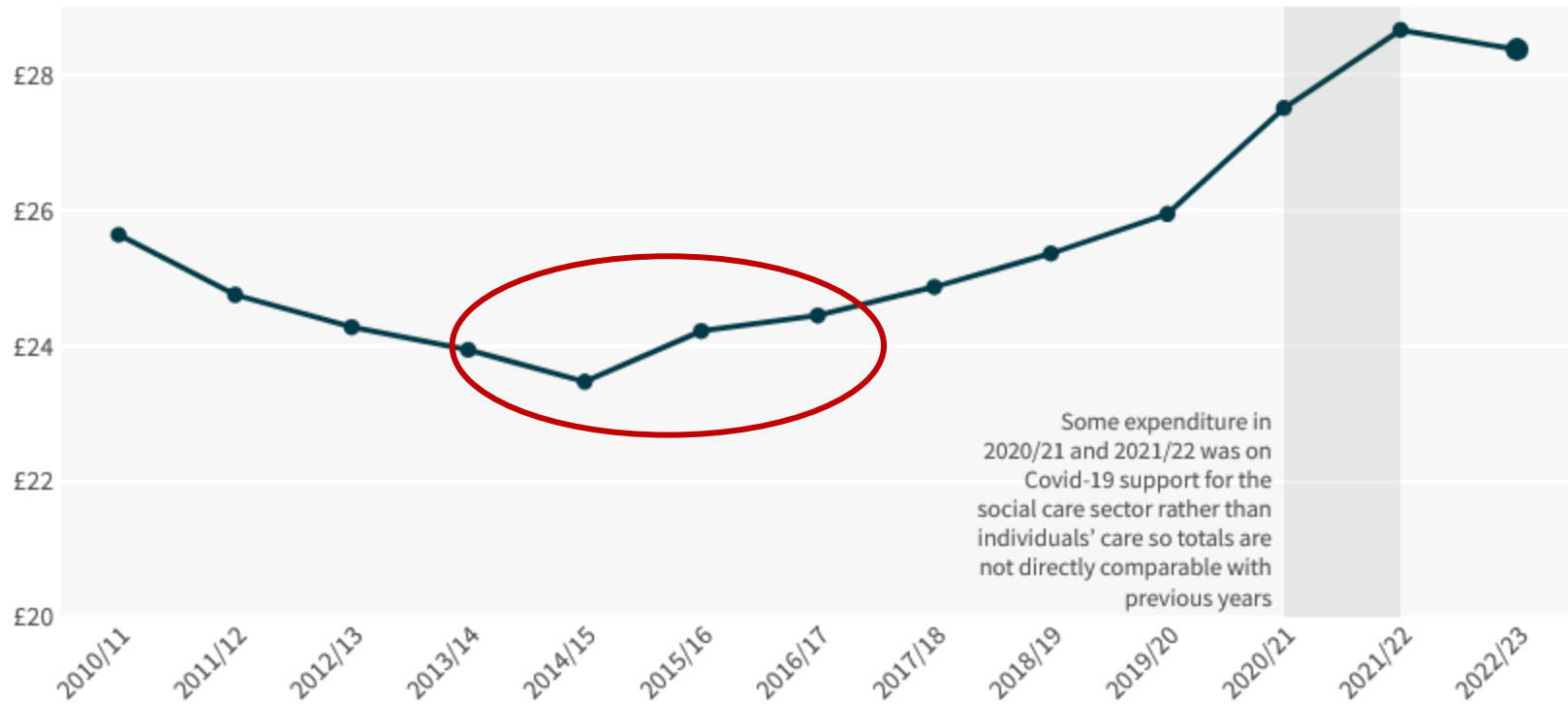


- **NLW** has increased from £11.44 to £12.21 an hour.
- The **NMW** has increased a recording breaking £1.40 from £8.60 to £10 an hour.
- **Apprentices** has increased from £6.40 to £7.55 an hour.
- **N.I.** has increased from 13.8% to 15% and the threshold dropped from £9,100 to £5000.

At the end of April your costs will increase by at least 10%

Total expenditure on adult social care in England is now more than £2billion more than in 2010/11

Yearly total expenditure (£ billions), adjusted for inflation

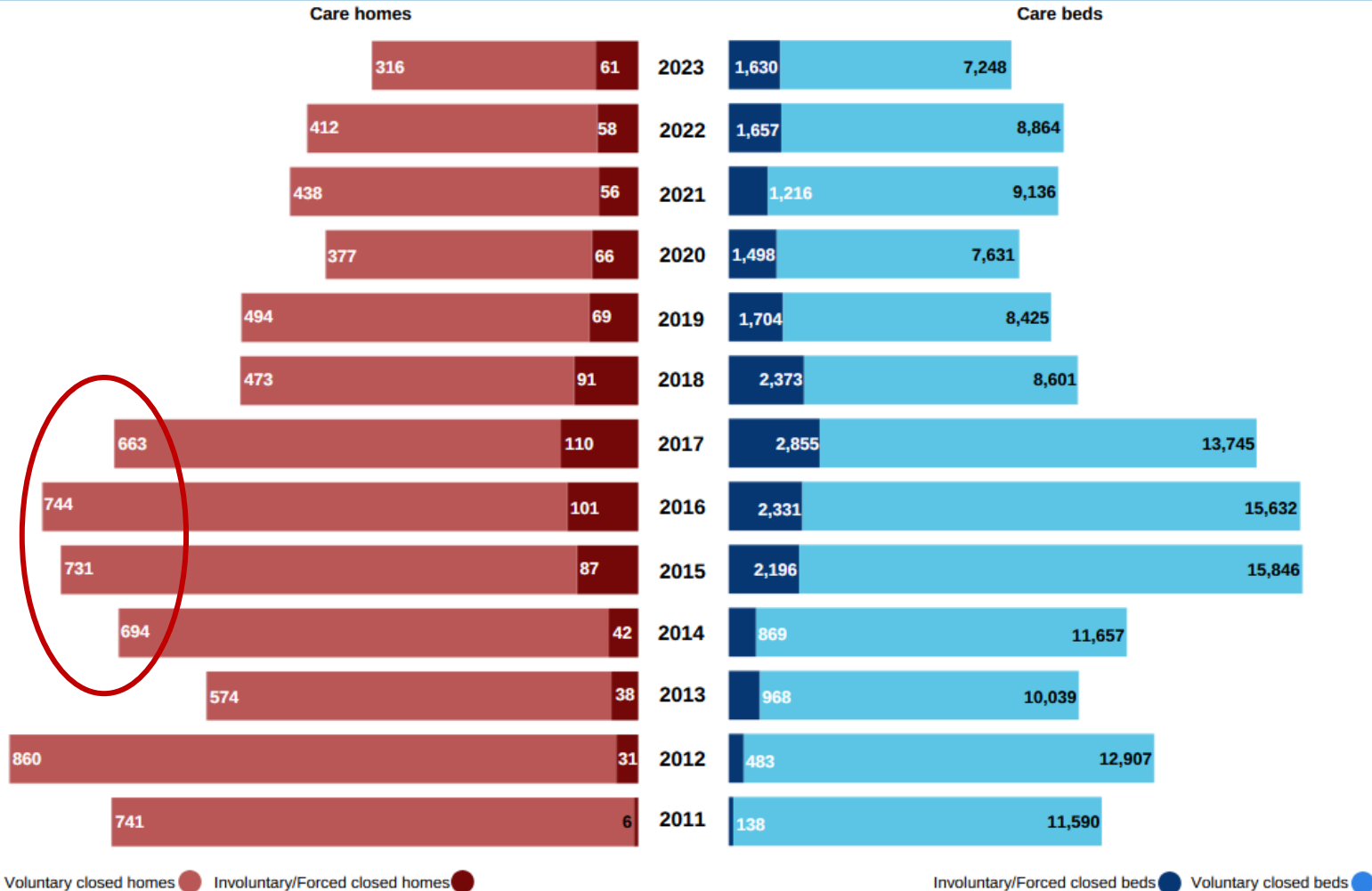


Source: [NHS England 2022/23](#)

Inflation calculated using September 2023 GDP deflators from HM Treasury. The GDP deflator has been affected by the impact of Covid-19 on the economy.

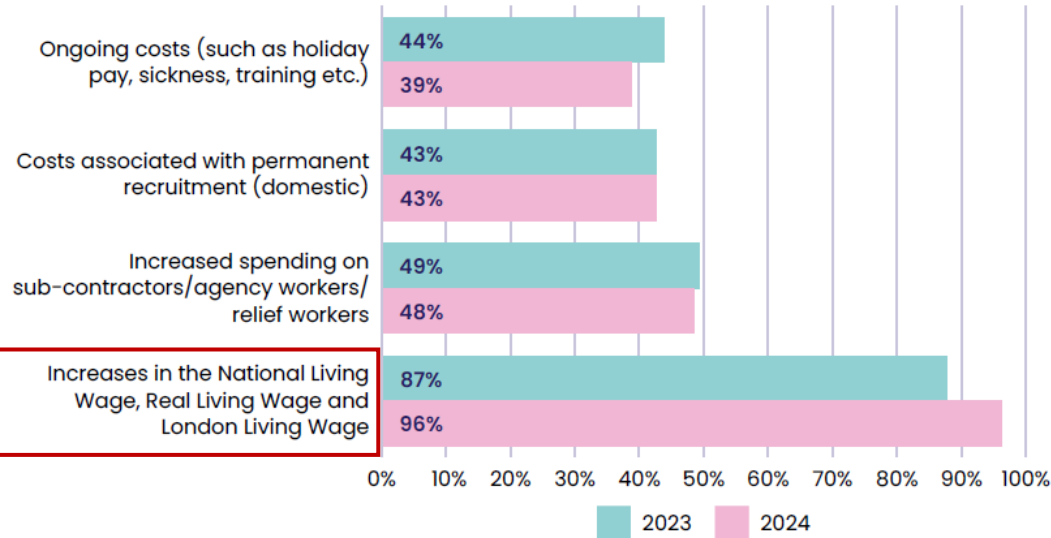
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Examining closure trends in for-profit care homes in England



Sources: Care Quality Commission (CQC), The Lancet

Figure 4 - Top four workforce-related cost pressures, by percentage of providers, 2023-2024. (Source: Hft and Care England Survey, Cebr analysis)



¹¹ Low Pay Commission. *The National Minimum Wage in 2024 and Forecast National Living Wage in 2025* - Mar 2024.

85% of providers reported that local authority fees failed to increase in line with the rising minimum wage in 2024

One local authority provided only a 10p per hour increase, despite the minimum wage rising by over £1 per hour.

Cuts to services and admissions

As a result of staff shortages...

- Roughly **3 in 10** providers turned down new admissions
- 23%** stated they have handed back contracts
- and **12%** are closing services

Figure 3 - Top cost pressures, by percentage of providers 2024.

(Source: Hft and Care England Survey, Cebr analysis)

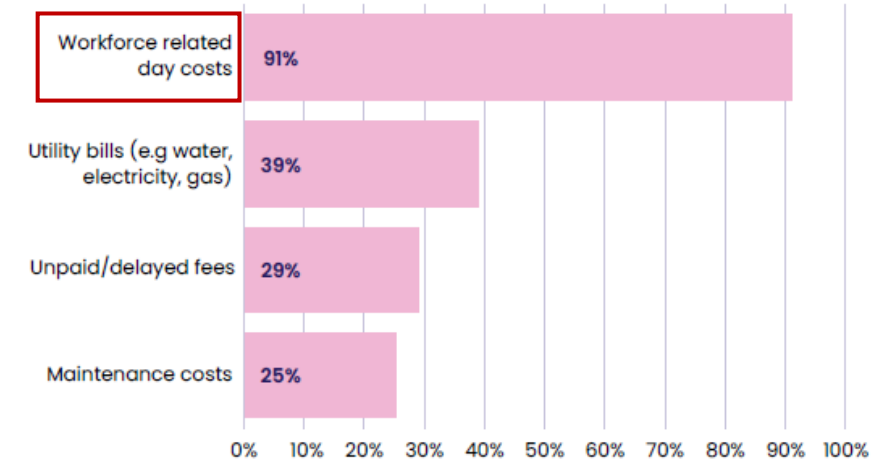
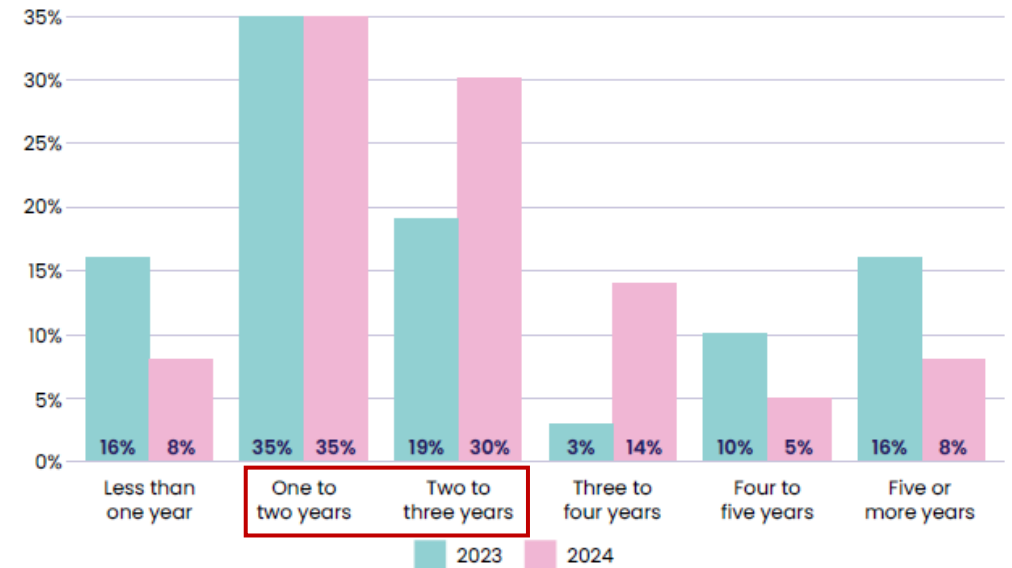


Figure 2 - Percentage of providers with decreasing surpluses, who expect to next be in deficit within given timeframes, 2023-2024.

(Source: Hft and Care England Survey, Cebr analysis)



Why you should not accept the fees they want to pay

- They don't know your costs.
 - Regardless of **Fair Cost of Care initiative**
 - National benchmarking data for care pricing
 - Average fees
 - Average hourly rates
 - The CareCubed tool is being used by over 50 councils across the UK and over 600 commissioning bodies
- They don't understand business.
- Their number 1 priority is their budget.
- That budget is shrinking.
- They will do all they can to pay you the fee they want to pay regardless of the financial pain that causes you.

11. What is your business assumption for an operating profit percentage?

(Required)

- <3%
- 3- 5%
- 6-10%
- >10%

Accept the fees they want to pay and history shows you will eventually go under.

This Industry Is Set Up To
Make You Fail.

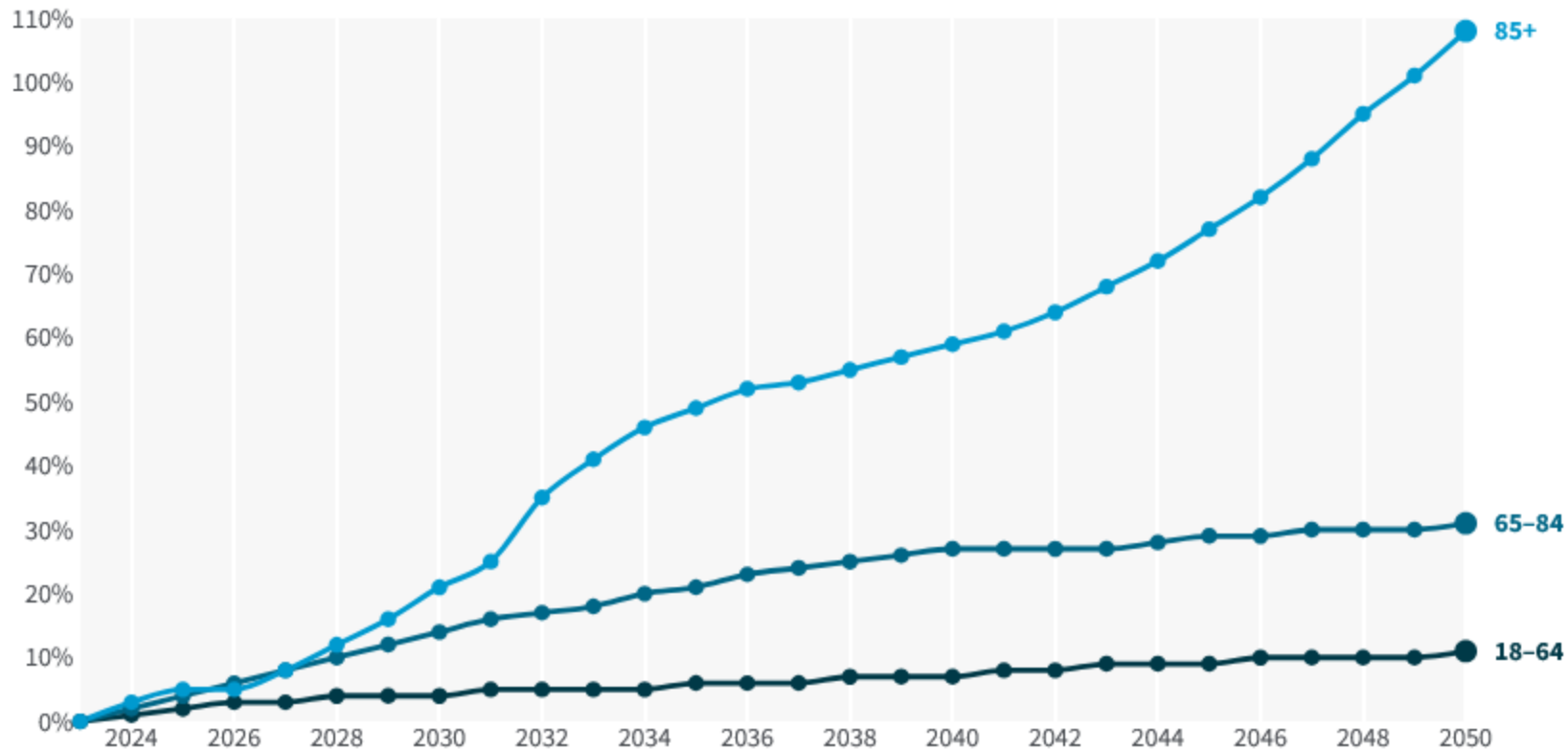
WE NEED TO CHANGE THE
NARRATIVE.

This Industry Is Set Up To
Make You Fail.

YOU NEED TO SET AND
DEMAND THE CARE FEES
YOU NEED.

England's older population is projected to grow much faster than its working-age population

Projected percentage change compared to 2023



Source: [Office for National Statistics 2024](#)

TheKingsFund

What are my options regarding April?

1. Hope that one day Local Authorities and ICBs will start to pay what you need.
2. Take Control
 - I. Wait for the April wage and NI increases before you then react.
 - II. Decide that you are going to do something about this **today**.



Credit: Sutha Kamal at Flickr

MAKE THIS YOUR NUMBER 1 PRIORITY

*NUMBER 1
PRIORITY*

Receive
The Right
FEES



Enough Staff

Well Paid Staff

Highly Trained
Staff

An Effective
Management Team

Healthy, Nutritious
Food and Drink

Living Well

Compliance

Clean, Safe, Well-
Maintained Environment

A Business that Runs
Efficiently and Effectively

*NUMBER 1
AIM*

**High Quality
Care**

What should I do?

Review Your Current Fees Based on April's Cost Rises.

1. Decide that you are going to do this.
2. Set aside time.
3. Know your numbers.
4. Create accurate care fees **for your current clients** based on your costs in April.
5. Arrange client fee reviews for those clients who will make you minimal profit or a loss come April.

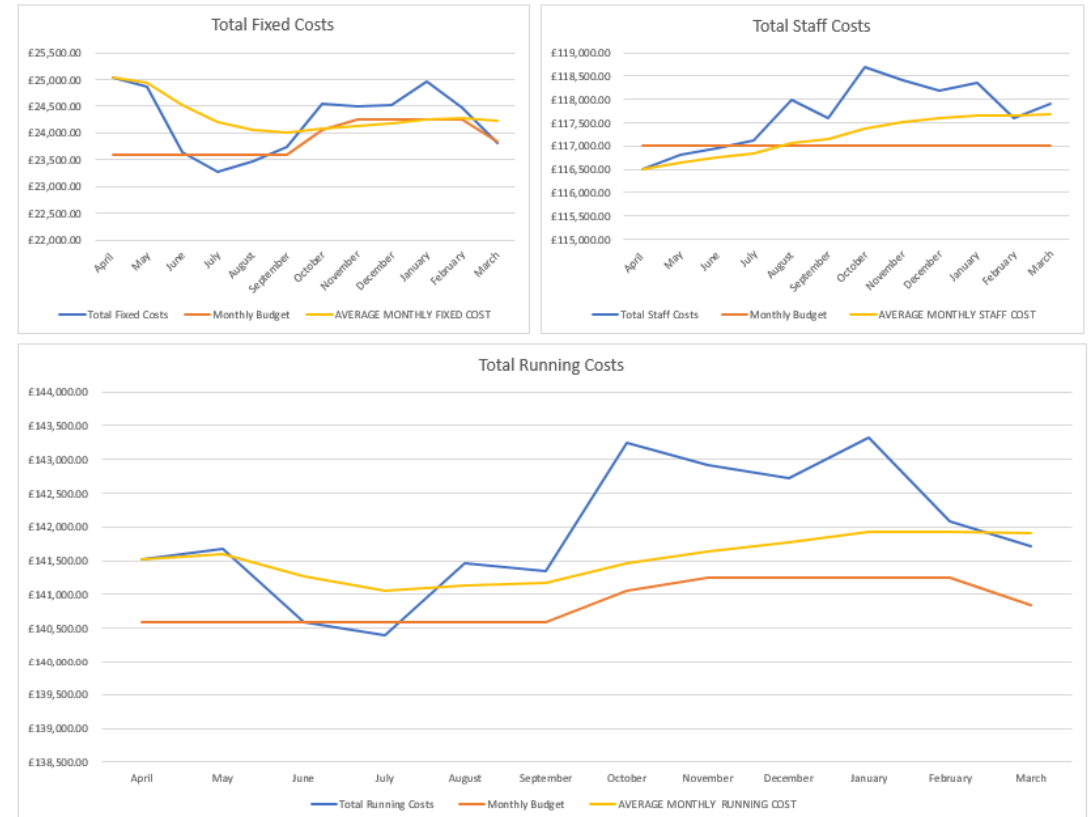


2. Set aside time



3. Know your numbers

- To be in control of your business you need to know your numbers
 - know your costs on a monthly basis.
 - Set budgets.
 - Create stable – average monthly costs.
- Record your spend each week
 - Use an appropriate tool.
 - Establish a process for entering the data.
- Not only is this good for your business but it shows commissioners you run your business cost effectively and are in control of your finances.



Fixed Costs

Record accurate monthly costs

Utilities **£1425.00** Monthly Budget 2500

Add Row Save

Date In	Invoice No	Supplier	Amount	Paid	Reference
07/02/2025	a111	Gas	200.00	20/02/2025	DD
06/02/2025	b2555	Electric	300.00	20/03/2025	DD
11/03/2025	69785	Broadband/phone	250.00	dd/mm/yyyy	DD
04/03/2025	AAA1	Water	125.00	dd/mm/yyyy	DD
03/03/2025	54268	Council Tax	550.00	dd/mml/yyyy	DD

Housekeeping **£1894.50** Monthly Budget 2650

Add Row Add Section Save

Date In	Invoice No	Supplier	Amount	Paid	Reference
20/02/2025		Acme Cleaning	1329.50	24/02/2025	DD
27/02/2025		Acme Laundry	565.00	28/02/2025	DD

Home Environment **£1314.50** Monthly Budget 1000

Add Row Add Section Save

Date In	Invoice No	Supplier	Amount	Paid	Reference
10/02/2025		OpKil	167.00	10/03/2025	Debit card
12/03/2025		Amazon	245.50	11/03/2025	Debit Card
12/02/2025		AN Other	652.00	12/03/2025	Debit Card
25/02/2025		Acme Window cle	250.00	25/02/2025	BACS

Kitchen **£5479.00** Monthly Budget 6750

Add Row Save

Date In	Invoice No	Supplier	Amount	Paid	Reference
Acme Dairy Monthly Budget: 3000.00					
04/02/2025	5422	Acme Dairy	150.00	19/02/2025	BACS
07/02/2025	6588	Acme Dairy	650.00	12/02/2025	BACS
11/02/2025	3218	Acme Dairy	350.00	21/02/2025	BACS
15/02/2025	5488	Acme Dairy	720.00	26/02/2025	BACS
18/02/2025	2564	Acme Dairy	950.00	27/02/2025	BACS
25/02/2025	1255	Acme Dairy	125.00	28/02/2025	BACS
Acme Dairy			£2,945.00		
Cleaning Monthly Budget: 1000.00					
04/02/2025	6562	Acme Hygiene	75.00	06/02/2025	BACS
11/02/2025	65464	Acme Hygiene	350.00	14/02/2025	BACS
13/03/2025	1112	Acme Hygiene	110.00	17/02/2025	BACS
23/02/2025	151514	Acme Hygiene	120.00	26/02/2025	BACS
24/02/2025	755	Acme Hygiene	88.00	28/02/2025	BACS
Cleaning			£743.00		
Acme Foods Monthly Budget: 1500.00					
03/02/2025	65466	Acme Foods	345.00	06/02/2025	BACS
10/02/2025	1235	Acme Foods	111.00	13/02/2025	BACS

Set Monthly Budgets

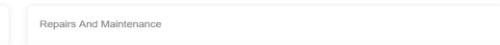
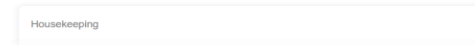
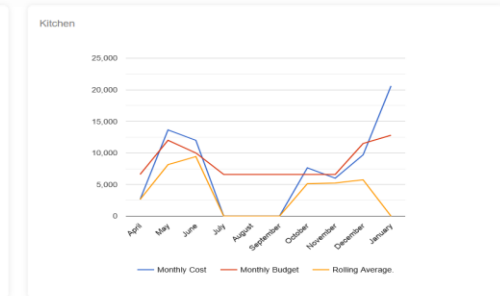
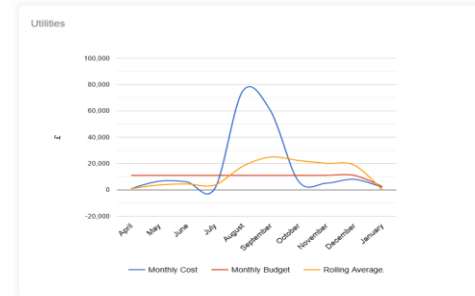
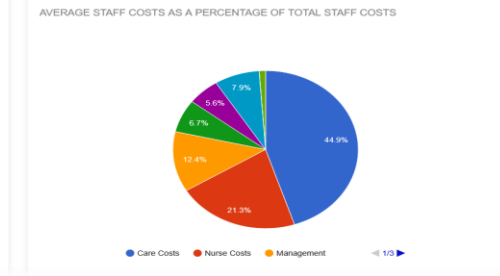
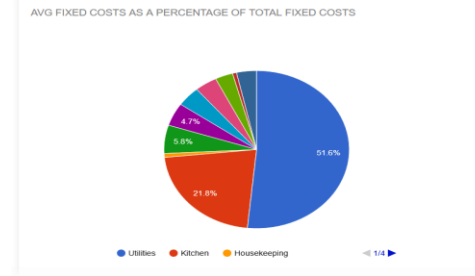
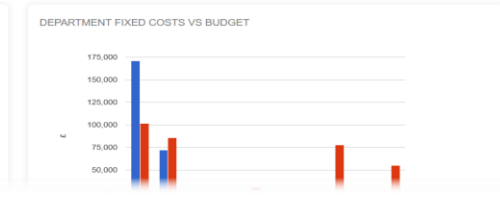
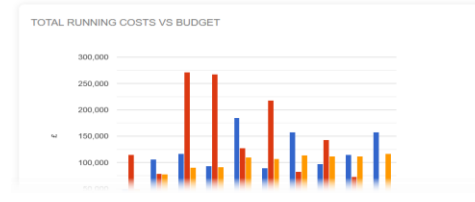
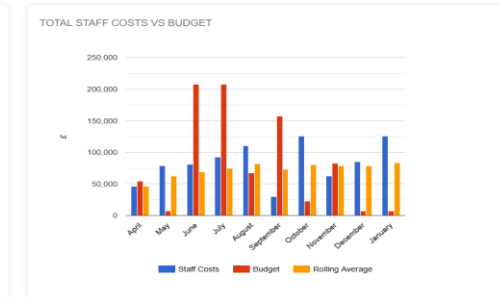
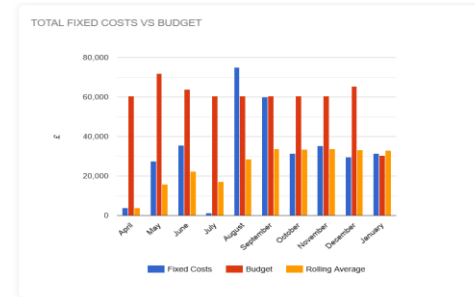
Monthly Budgets Should be Broken Down Further if Necessary

Running Cost Calculator

Fixed Costs

Fixed Costs	April	May	June	December	January	February	March
Utilities	£850.00	£6,500.00	£6,000.00	£8,000.00	£1,895.00	£0.00	£0.00
Monthly Budget	£11,000.00	£11,000.00	£11,000.00	£11,000.00	£2,500.00	£0.00	£0.00
Cost Vs Budget	8.0%	59.0%	55.0%	73.0%	76.0%	0.0%	0.0%
Average Monthly Cost	£850.00	£3,675.00	£4,450.00	£8,762.22	£17,075.50	£0.00	£0.00
Kitchen	£2,636.92	£13,652.00	£12,000.00	£9,700.00	£20,605.56	£0.00	£0.00
Monthly Budget	£6,600.00	£12,000.00	£10,000.00	£11,500.00	£12,800.00	£0.00	£0.00
Cost Vs Budget	40.0%	114.0%	120.0%	84.0%	161.0%	0.0%	0.0%
Average Monthly Cost	£0.00	£1,000.00	£666.67	£222.22	£244.50	£0.00	£0.00
Other	£0.00	£0.00	£0.00	£8,370.00	£199.18	£0.00	£0.00
Monthly Budget	£5,500.00	£5,500.00	£5,500.00	£5,500.00	£5,500.00	£0.00	£0.00
Cost Vs Budget	0.0%	0.0%	0.0%	152.0%	4.0%	0.0%	0.0%
Average Monthly Cost	£0.00	£0.00	£0.00	£1,263.33	£1,156.92	£0.00	£0.00
Total Fixed Costs	£4,007	£27,522	£35,550	£29,720	£31,460	£0	£0
Monthly Budget	£60,450	£71,850	£63,850	£65,350	£30,400	£0	£0
Cost vs Budget	7.0%	38.0%	56.0%	45.0%	103.0%	0.0%	0.0%
Average Monthly	£4,007	£15,764	£22,360	£33,292	£33,108	£0	£0

Running Cost Calculator



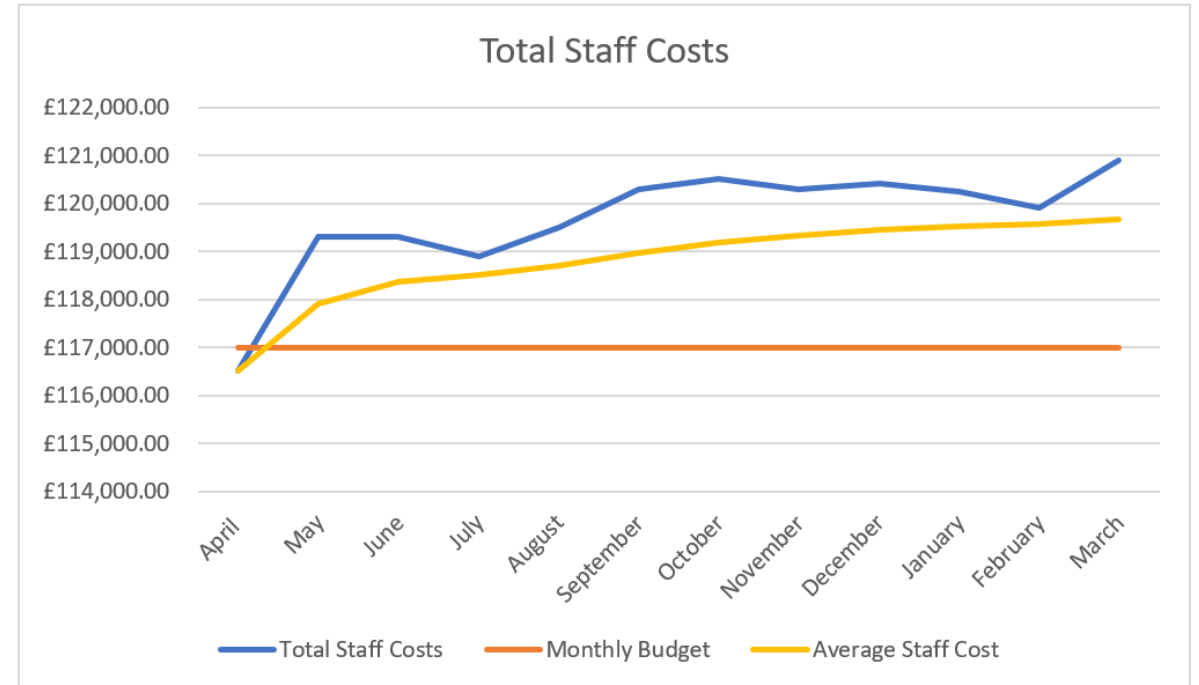
Numbers you need to know

- Running Cost
 - Fixed costs
 - Staff costs
- Extra employer costs
- Average hourly rates
- Minimum breakeven point per client
- *Individual* breakeven point



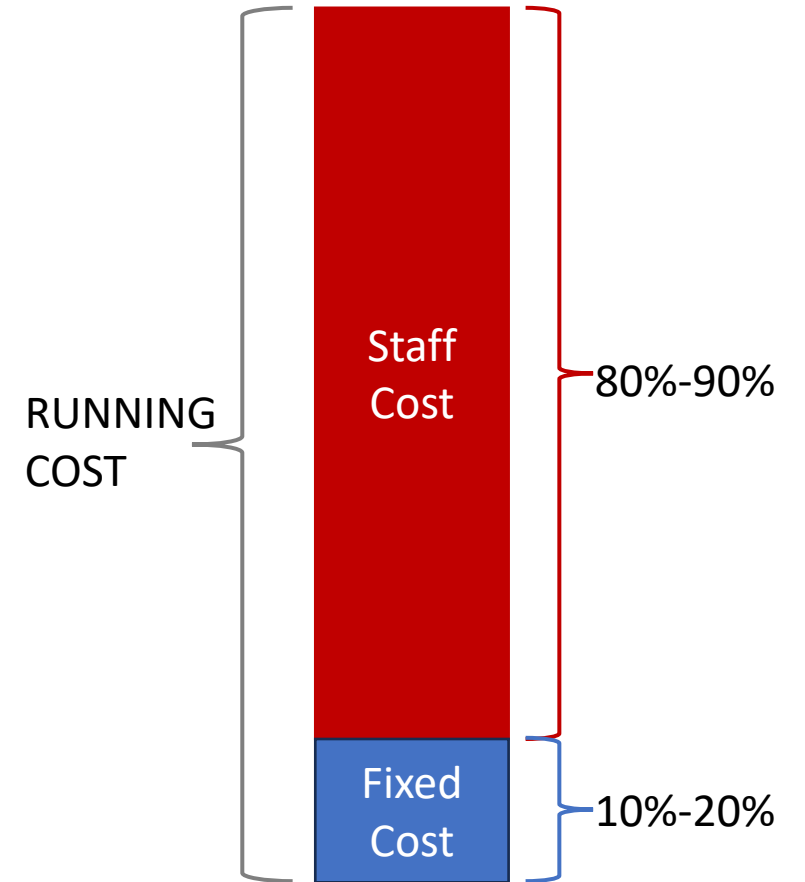
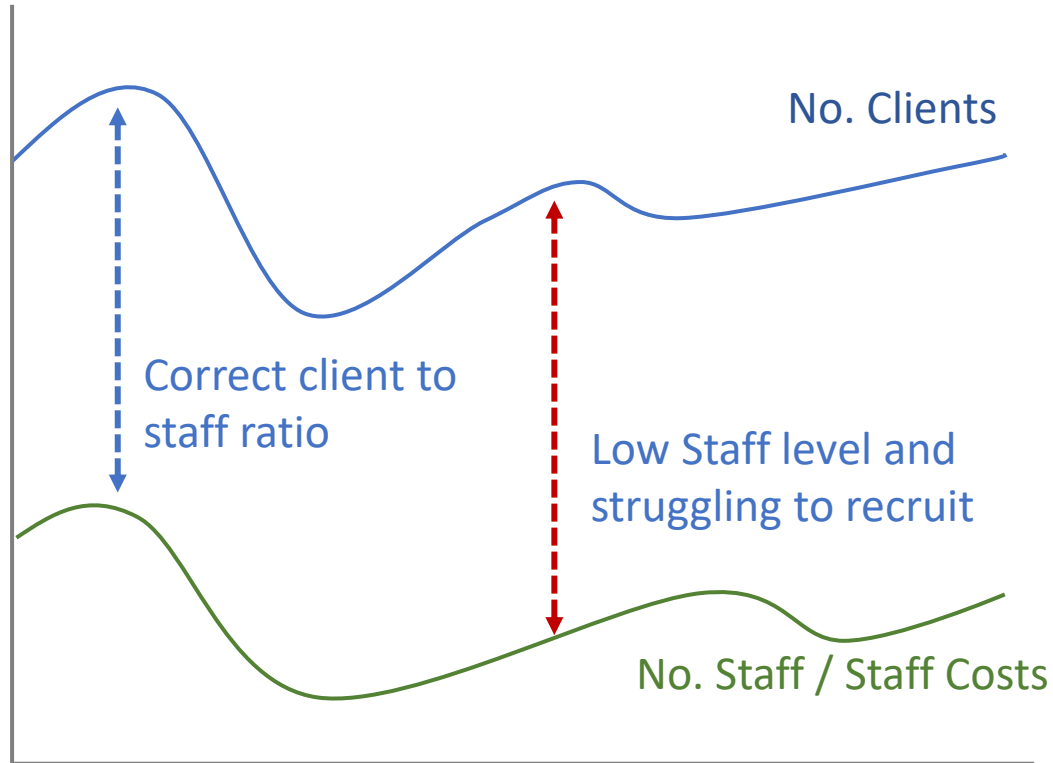
Use these numbers to control your costs and create detailed, accurate care fees that you can justify when challenged by your commissioners.

- Like fixed costs, staff costs should be recorded in order to stay in control of spend.

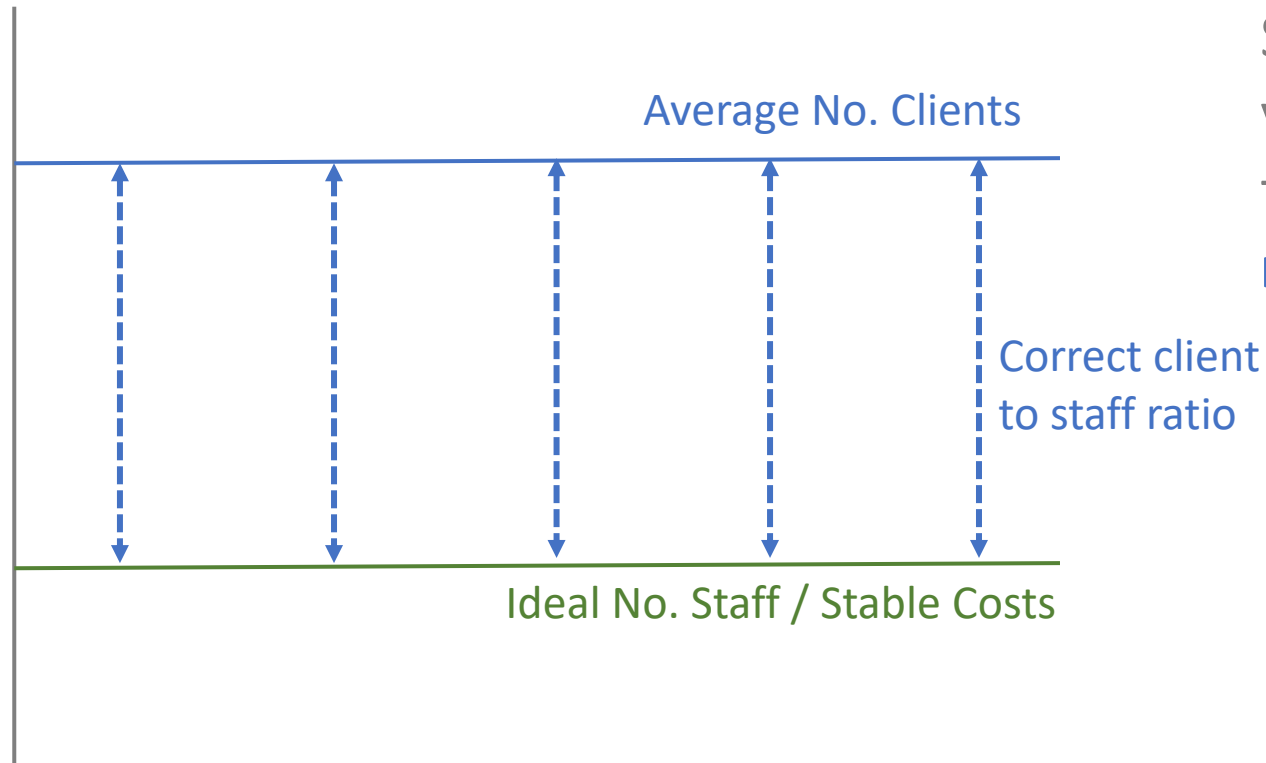


But taking an average monthly cost is not how you should set staff costs when calculating your care fees.

Staff Costs – eliminate historic instability



Create a stable staff to client ratio



Set staff costs based on your **ideal number of staff** for your **usual or average number clients**.

From this IDEAL staff profile we will calculate

- An average monthly staff cost
- Average hourly rates
- Cover cost

Create an ideal staff profile



Staff Profile [↗](#)

Staff Position	Hourly Rate	No. Staff	Per Person		Per Week	
			Hours Per Shift	No. Shifts per week	No. Staffing Hours	
Senior Care Level 1	13.65	4	12.00	3.50	168.00	
Senior Care Level 2	13.40	4	12.00	3.50	168.00	
Carer Level 1	12.21	21	12.00	3.50	882.00	
Carer Level 2	10.00	14	12.00	3.50	588.00	
Apprentice	7.55	3	12.00	3.50	126.00	
Carer Level 2 Part Time	12.21	2	3.00	4.00	24.00	
Total		48		169	1,956.00	

£10,769.22 a week

On £11.44 = £10,090.08 a week


Difference = £679.14 a week

= £35,315.28 a year

Care Fee Calculator

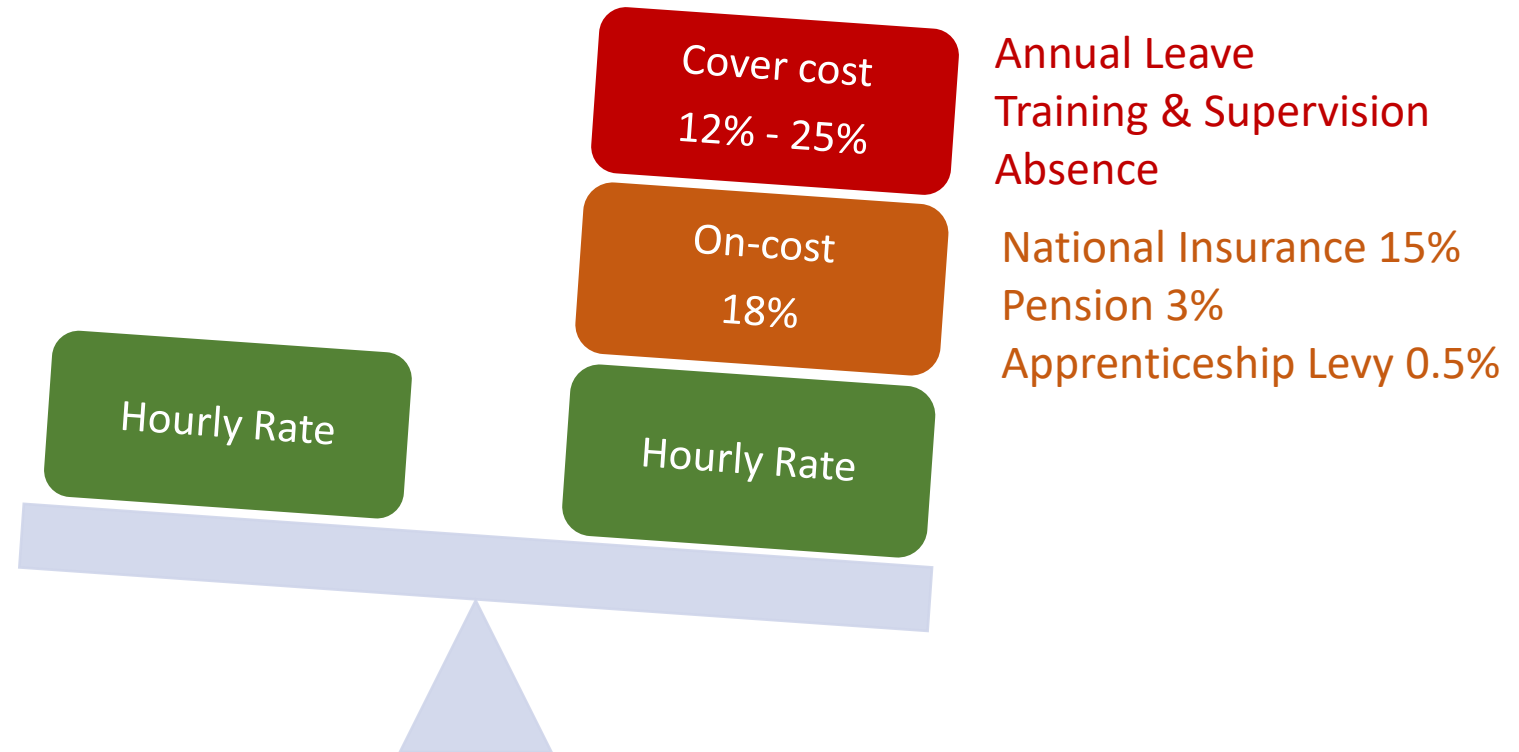
What about extra employer costs



Employer Costs 

No Extra Employer Cost

With Extra Employer Cost



Like on-cost, a Cover cost percentage needs to be calculated and applied. This is done by working out all cover days, dividing across total number of FTEs and calculating that as a percentage of total days worked on average per FTE.

Cover cost

Overall Staff Numbers and Average Shifts

Total Number of Employed Staff	87
Total Number of FTE Staff	82.87
Average Days/shifts an FTE Works each week.	3.89
Average Days/shifts an FTE Works each year.	202.28

Cover Cost Total

Total No of Cover Days	Total Days Worked per FTE	Total Cover %
35.98	166.30	21.64%

Total number of cover days per FTE.

Total days worked per FTE. Equals total days minus days cover (not worked).

Cover cost percentage per FTE equals cover days divided by days worked.

Hourly Rate Staff Annual Training / Supervision

Employed Staff Role	No of days a year per FTE		Total Days
	Training	Supervision	
Care Staff	12	0	576
Nurse Staff	12	4	112
Kitchen	3	0	12
Living Well	0	0	0
Housekeeping	0	0	0
Administration	0	0	0
Total	27.00	4.00	700
Average Number of Days p/a per FTE			8.45

Absence

Absence Type	No. FTE Staff	Avg Days per FTE	Total Days
Sick / Absent	16	4.00	64
Maternity / Paternity	2	150.00	300
Suspension	1	10.00	10
Other	0	0.00	0
Total	19		374
Average Number of Days p/a per FTE			4.51

Number of days cover for training and other reasons divided by number of FTE staff to get days per FTE.

Hourly Rate Staff Annual Leave Requirements

Staff Position	No of Staff	No of FTE Staff	Annual Leave Cover Required?
Care Staff	48	46.57	Yes
Nurse Staff	7	7.00	Yes
Kitchen	4	3.95	Yes
Living Well	5	3.95	No
Housekeeping	9	8.50	Yes
Administration	6	4.90	No
Total	79	74.87	66.02

Number of hourly rate staff that need to be covered when on holiday.

Annual Leave Summary

Annual Leave	
No of Weeks per FTE	5.6
No of Days per FTE	28.00
No of FTEs Requiring Cover	68.02
No of Days Requiring Cover	1904.56
Average no. days p/a per FTE	22.98

Number of all staff that need to be covered when on holiday, multiplied by average days taken for holidays. Divided by number of FTEs to get days per FTE.

Actual hourly costs



Average Hourly Rates [↗](#)

On Cost 18.00 % Cover Cost 21.64 %

21 staff = 882 hours a week.

On £12.21 an hour =
£10,769.22 a week.

On £17.53 an hour =
£15,461.46 a week.

£4,692.24 increase a week.

£243,996 increase a year.

Staff Position	Hourly Rate	No. Staff	Hourly Rate with On-Cost Only	Hourly Rate with Cover & On-Cost
Senior Care Level 1	£13.65	4	£16.11	£19.59
Senior Care Level 2	£13.40	4	£15.81	£19.23
Carer Level 1	£12.21	21	£14.41	£17.53
Carer Level 2	£10.00	14	£11.80	£14.35
Apprentice	£7.55	3	£8.91	£10.84
Carer Level 2 Part Time	£12.21	2	£14.41	£17.53
Average Hourly Rates	£11.49		£13.56	£16.50

£5.32 43.6% increase

True “blended” average hourly rates



Average Hourly Rates [↗](#)

Staff Position	Hourly Rate	No. Staff	Hourly Rate with On-Cost Only	Hourly Rate with Cover & On-Cost
Senior Care Level 1	£13.65	4	£16.11	£19.59
Senior Care Level 2	£13.40	4	£15.81	£19.23
Carer Level 1	£12.21	21	£14.41	£17.53
Carer Level 2	£10.00	14	£11.80	£14.35
Apprentice	£7.55	3	£8.91	£10.84
Carer Level 2 Part Time	£12.21	2	£14.41	£17.53
Average Hourly Rates	£11.49		£13.56	£16.50

Staff Position	Hourly Rate	Avg No. of Staff a Week
Agency 1	£20.00	4
Agency 2	£25.00	2
Average Hourly Rate	£21.67	

Blended Rate	
Care	£17.07
Nurse	£38.26

Staff costs and breakeven point

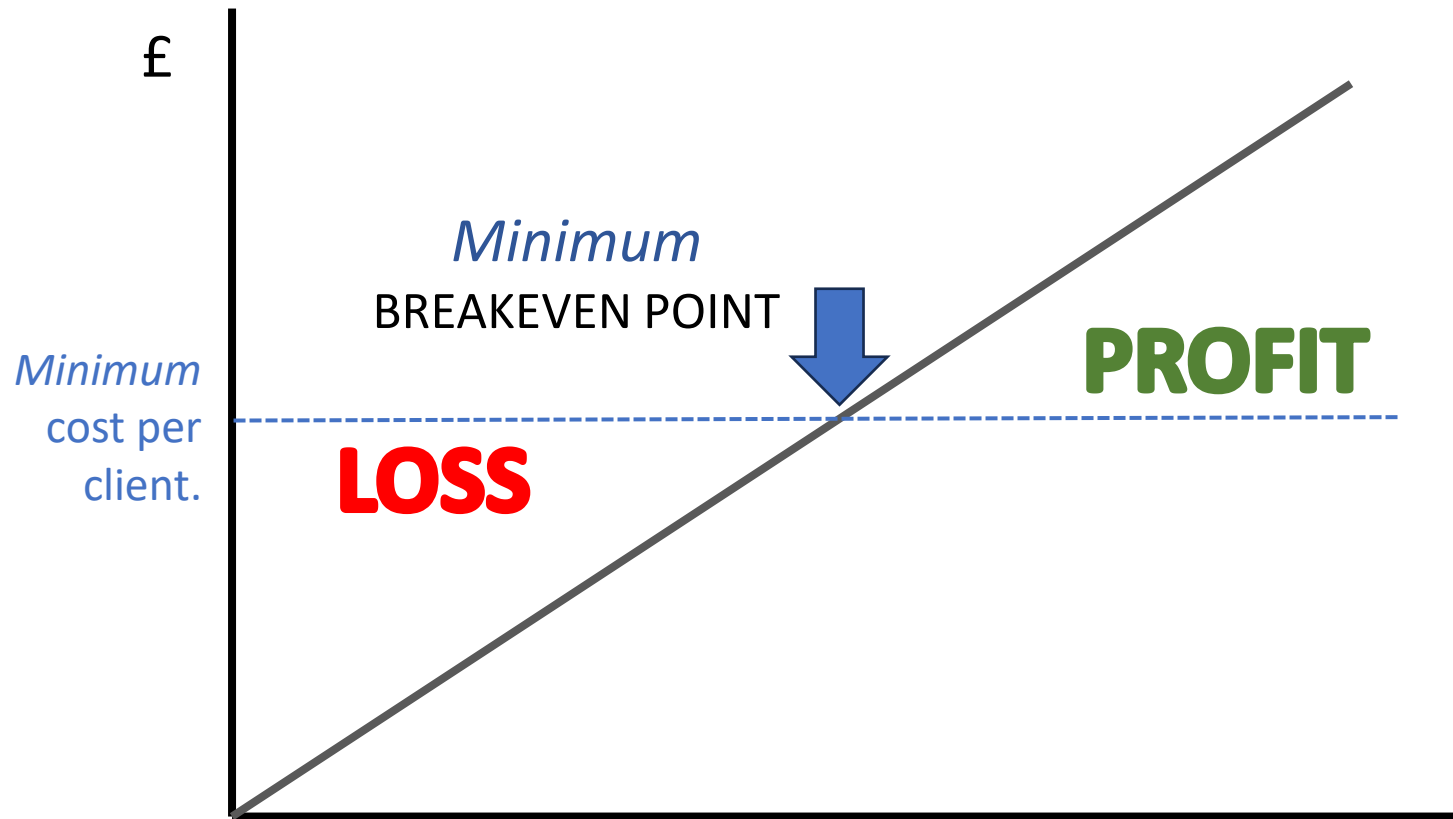


[Staff Costs Summary](#)

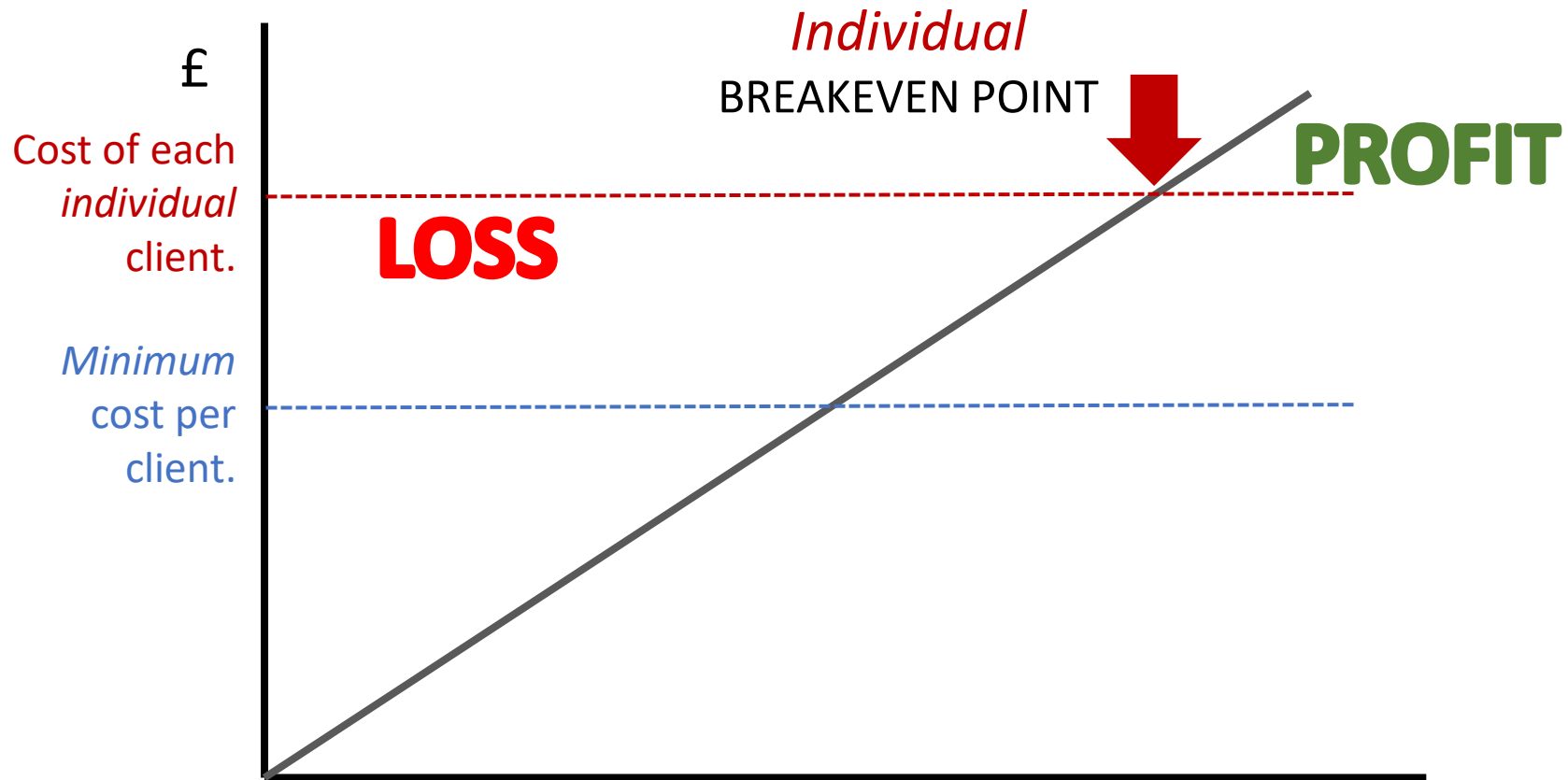
	Weekly Cost	Weekly Cost per client
Standard Care Staff (Incl. Apprentices)	£37,247.58	£744.95
Nurse Staff	£11,462.28	£229.25
Other Hourly Rate Staff	£14,704.62	£294.09
Salaried Staff	£7,795.07	£155.90
Total	£71,209.54	£1,424.19

Running Costs	Weekly Cost
Fixed Costs	£98.46
Staff Costs	£1424.19
Care Staff Cost	£744.95
Nurse Staff Cost	£229.25
Other Staff Costs (Hotel Services, management & office)	£449.99
Weekly Breakeven Point per Client	£1,522.65

Minimum breakeven point per client



Individual breakeven point



How much care is covered by staff costs?

- How much 'standard' care can each client receive daily?
 - 16 carers x 12-hours shifts = 192 hrs.
 - Divide by your usual number of clients to get care time per client.
- This core 'Standard' care is therefore covered by your care (and nurse) staff costs.
 - Within your minimum breakeven point

Daily Care Staffing Level and Care Allowance ⓘ

Shifts	How Many Clients per Care Staff Member?	No. Staff per Shift	No. of Hours per Shift per Person	No of Staffing Hours
Day Shift	5.00	10.00	12.00	120.00
Night	8.00	6.00	12.00	72.00
Total		16.00	24.00	192.00
Daily Care Allocation Per client (Hrs)				03:50
Assigned Daily Care Allocation Per client (Hrs)				03:00

Daily Nurse Staffing Level and Nursing Allowance ⓘ

Shifts	No. Staff per Shift	No. of Hours per Shift per Person	No of Staffing Hours
Day Shift	2.00	12.00	24.00
Night Shift	1.00	12.00	12.00
Total	3.00	24.00	36.00
Daily Nurse Allocation Per client (Hrs)			00:43
Assigned Daily Nurse Allocation Per client (Hrs)			00:30

4. Create detailed accurate fees

'Standard' Care

Individual Needs	Care Minutes	Care Frequency	Care Staff	Care Daily	Care Weekly
Personal Care (Incl. Toileting)	<input type="text" value="10"/>	<input type="text" value="10"/>	<input type="text" value="1"/>	100	700
Nutrition & Hydration	<input type="text" value="30"/>	<input type="text" value="3"/>	<input type="text" value="1"/>	90	630
	<input type="text"/>	<input type="text"/>	<input type="text"/>		
Total Hours				3:10	22:10
Time Remaining				-0:10	-1:10

Individual Needs	Nurse Minutes	Nurse Frequency	Nurse Staff	Nurse Daily	Nurse Weekly
Care Planning/Risk Assessment	<input type="text" value="15"/>	<input type="text" value="2"/>	<input type="text" value="1"/>	30	210
Total Hours				0:30	3:30
Time Remaining				0:00	0:00

'Extra' Care

Individual Needs	Care Minutes	Care Frequency	Care Staff	Care Daily	Care Weekly	Nurse Minutes	Nurse Frequency	Nurse Staff	Nurse Daily	Nurse Weekly
Personal Care	<input type="text" value="20"/>	<input type="text" value="2"/>	<input type="text" value="1"/>	40	280	<input type="text" value="0"/>	<input type="text" value="0"/>	<input type="text" value="0"/>	0	0
Nutrition & Hydration	<input type="text" value="0"/>	<input type="text" value="0"/>	<input type="text" value="0"/>	0	0	<input type="text" value="0"/>	<input type="text" value="0"/>	<input type="text" value="0"/>	0	0
End of Life	<input type="text" value="0"/>	<input type="text" value="0"/>	<input type="text" value="0"/>	0	0	<input type="text" value="0"/>	<input type="text" value="0"/>	<input type="text" value="0"/>	0	0
Medication	<input type="text" value="0"/>	<input type="text" value="0"/>	<input type="text" value="0"/>	0	0	<input type="text" value="10"/>	<input type="text" value="5"/>	<input type="text" value="1"/>	50	350
Falls Risk	<input type="text" value="10"/>	<input type="text" value="6"/>	<input type="text" value="1"/>	60	420	<input type="text" value="0"/>	<input type="text" value="0"/>	<input type="text" value="0"/>	0	0
Skin Integrity	<input type="text" value="0"/>	<input type="text" value="0"/>	<input type="text" value="0"/>	0	0	<input type="text" value="0"/>	<input type="text" value="0"/>	<input type="text" value="0"/>	0	0
	<input type="text"/>	<input type="text"/>	<input type="text"/>			<input type="text"/>	<input type="text"/>	<input type="text"/>		
Total Hours				1:40	11:40				0:50	5:50

How much does this client cost to care for?

Create detailed accurate fees

Minimum Breakeven Point per Client **£1,522.65**

Standard Care and Nurse Costs (For Reference Only)

Standard Care & Nursing Required	Hours Per Day	Hours Per Week	Weekly Cost
Standard Care Costs			
Personal Care (Incl Toileting)	1:40	11:40	£199.15
Nutrition & Hydration	1:30	10:30	£179.24
Standard Care Costs Total	3:10	22:10	£378.39
Standard Nursing Costs			
Care Planning/Risk Assessment	0:30	3:30	£133.91
Standard Nursing Costs Total	0:30	3:30	£133.91
Standard Care Costs Total	3:10	22:10	£512.30

Extra Care and Nurse Costs

Extra Care & Nursing Required	Hours Per Day	Hours Per Week	Weekly Cost
Extra Care Costs			
Personal Care (Incl. Toileting)	0:40	4:40	£79.66
Falls Risk	1:00	7:00	£119.49
Extra Care Costs Total	1:40	11:40	£199.15
Extra Nursing Costs			
Medication	0:50	5:50	£223.18
Extra Nursing Costs Total	0:50	5:50	£223.18
Extra Care Costs Total	2:30	17:30	£422.33

Individual Breakeven Point **£1,944.98**

Impact Analysis % **£38.90**

Individual Breakeven Point with Impact Analysis **£1,983.88**

Profit % **£850.23**

Total Fee **£2,834.11**

Annual Uplift % **£0.00**

Total Fee with Annual Uplift **£2,834.11**

5. Negotiate with clarity

1

This comparison table shows the current fee this provider is receiving, or a fee being offered for a new client.

The provider can immediately see that come April, this client will give them less than 1% profit margin.

And it shows what their annual profit (or loss) will be on that fee versus annual profit based on the fee they've calculated they need (on previous slide).

Current Fee / Fee Offered	£ 2000.00
Individual Breakeven Point with Impact Analysis	£1983.88
Profit	£16.12
Profit Margin	0.81%
Difference between profit received and profit required	£-576.47
Annual Profit/Loss on Fee Offered	£838.24
Annual Profit/Loss on Fee Calculated	£30814.68

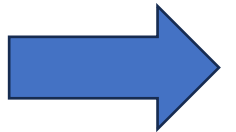
2

The provider can now negotiate with clarity and so tries 23% profit margin and sees what profit that returns and decides can live with that.

Profit	23 %	£592.59
Total Fee		£2,576.47
Annual Uplift	0.0 %	£0.00
Total Fee with Annual Uplift		£2,576.47

3

The provider then presents the new fee of £2,576.47 to the commissioner.



5. Negotiate with clarity

4

The commissioner comes back with an offer of £2,500.

The table shows the return this fee would bring and the provider decides that is acceptable as it is above the £500 minimum (red line) profit they previously decided they won't go under for this client.

Current Fee / Fee Offered i	
	£ 2500.00
Individual Breakeven Point with Impact Analysis	£1983.88
Profit	£516.12
Profit Margin	20.64%
Difference between profit received and profit required	£-76.47
Annual Profit/Loss on Fee Offered	£26838.24
Annual Profit/Loss on Fee Calculated	£30814.68

This detail and clarity eliminates guesswork and gives the provider the confidence needed to justify their fees and objectively be able to dismiss challenges from commissioners.

4. Client Review

The Care Fee Calculator gives lots of visibility such as this analytics table which will show the revenue cost and profit margin (yellow ring) at the time the fee was created or last updated and, in this case, what the profit margin will be when the current staff rates and N.I. are increased to April's rates.

This and other tables and charts in the tool gives the provider the visibility needed to see which fees are, or will be, too low and need re-negotiating.

Name	Type	Fee Date	Current Revenue	Original Cost	Fee Profit	Fee Profit%	Current Cost	Current Profit	Current Profit%	Profit Difference
Betty Boop	SS-117	11-10-2023	£2200.00	£1869.65	£330.35	15.0%	£2020.16	£179.84	8.2%	£-150.51
John Doe	CHC	05-01-2023	£2000.00	£1713.66	£286.34	14.3%	£1847.63	£152.37	7.6%	£-133.97
Jane Doe	CHC	16-07-2023	£2150.00	£1746.87	£403.13	18.8%	£1885.69	£264.31	12.3%	£-138.82
Beryl Smith	SS-117	01-06-2021	£1580.00	£1463.51	£116.49	7.4%	£1580.82	£-0.82	-0.1%	£-117.31
Jenny Jones	SS	03-01-2023	£1820.00	£1770.69	£49.31	2.7%	£1915.17	£-95.17	-5.2%	£-144.48
Flora Smith	CHC	21-11-2021	£2480.00	£1890.67	£589.33	23.8%	£2041.11	£438.89	17.7%	£-150.44
Jack Nicholson	CHC-117	15-01-2023	£2200.00	£2113.86	£86.14	3.9%	£2285.77	£-85.77	-3.9%	£-171.91
John Smith	CHC	16-01-2024	£2000.00	£1529.35	£470.65	23.5%	£1647.81	£352.19	17.6%	£-118.46
Michael Reilly	SS	06-09-2022	£1600.00	£1543.72	£56.28	3.5%	£1667.09	£-67.09	-4.2%	£-123.37
Graham Jones	CHC	05-06-2023	£2150.00	£1840.57	£309.43	14.4%	£1988.8	£161.20	7.5%	£-148.23
Seamus Murphy	SS	11-01-2023	£1750.00	£1434.81	£315.19	18.0%	£1549.82	£200.18	11.4%	£-115.01
Laura Lovely	SS-117	13-01-2024	£2210.00	£1999.57	£210.43	9.5%	£2163.21	£46.79	2.1%	£-163.64
Ken Richardson	SS	24-09-2023	£1800.00	£1551.33	£248.67	13.8%	£1675.30	£124.70	6.9%	£-123.97

Dashboard ⓘ

Weekly ○ Monthly ○ Annual

ACTUAL REVENUE & PROFIT BY CLIENT TYPE ⓘ

Client Type	Revenue	Cost	Profit	Profit Margin
CHC	£29,030	£22,852	£6,178	21.3%
CHC-117	£7,956	£5,922	£1,033	13.0%
SS	£40,636	£33,468	£7,168	17.6%
SS-117	£13,610	£11,669	£1,941	14.3%

ACTUAL REVENUE & PROFIT

Revenue	Profit
£89,643 → 0.0%	£ 1,702(1.9%) → 0.0%

ACTUAL AVERAGE FEE & PROFIT

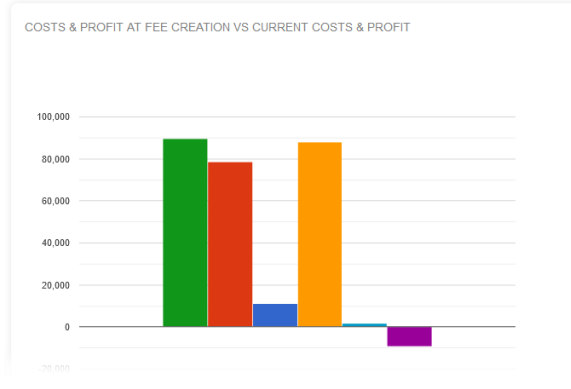
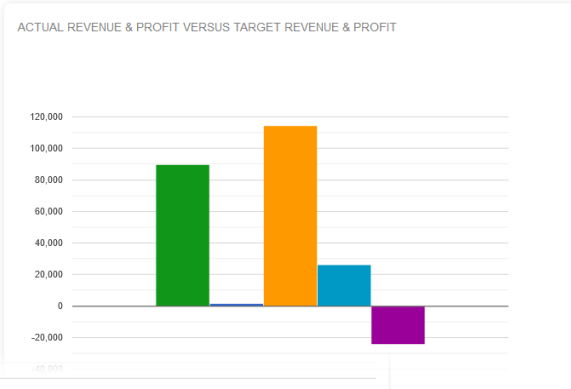
Average Fee	Average Profit
£1,868 → 0.0%	£35(1.9%) → 0.0%

TARGET REVENUE & PROFIT

Revenue	Profit
£ 114,285 → 0.0%	£ 26,343(25.8%) → 0.0%

TARGET AVERAGE FEE & PROFIT

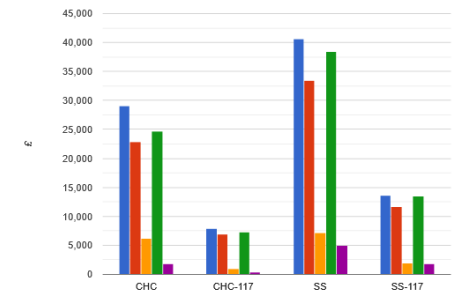
Average Fee	Average Profit
£ 2,381 → 0.0%	£ 549(25.8%) → 0.0%



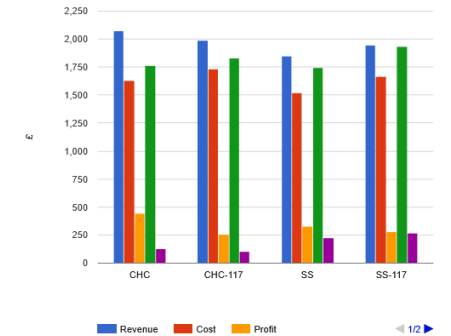
AVERAGE REVENUE & PROFIT BY CLIENT TYPE ⓘ

Client Type	Revenue	Cost	Profit	Profit Margin
CHC	£2,074	£1,632	£441	21.3%
CHC-117	£1,989	£1,731	£258	13.0%
SS	£1,847	£1,521	£326	17.6%
SS-117	£1,944	£1,667	£277	14.3%

CURRENT REVENUE, COST & PROFIT, TARGET REVENUE & PROFIT BY CLIENT TYPE ⓘ

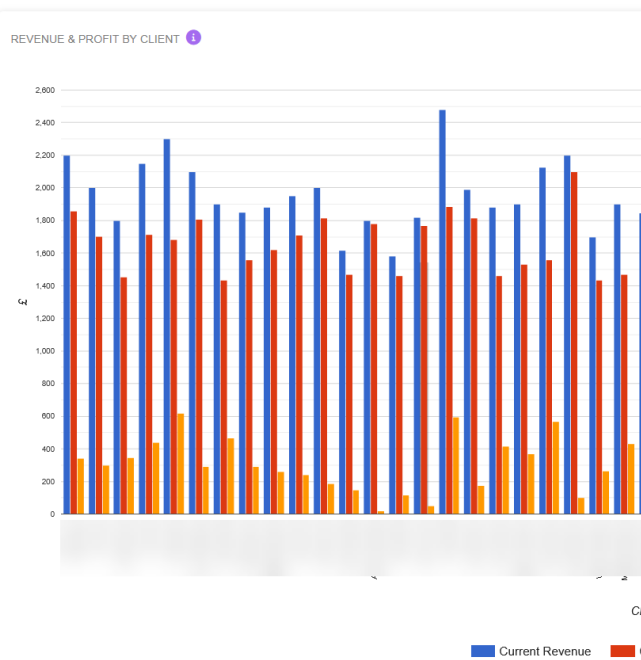


AVERAGE REVENUE, COST & PROFIT VS TARGET REVENUE & PROFIT BY CLIENT TYPE ⓘ



Fee & Revenue Chart Analysis ⓘ

Weekly ○ Monthly ○ Annual



COSTS

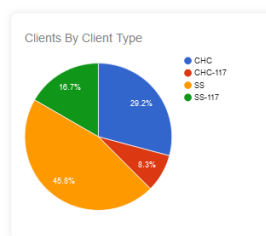
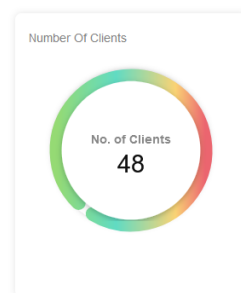
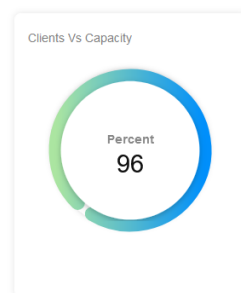
Fixed	Staff	Total
£4,923 → 0.00%	£71,210 → 0.00%	£76,133 → 0.00%

Minimum Client Breakeven Point

Fixed	Staff	Min Breakeven
£98 → 0.00%	£1,424 ↓ 91.18%	£1,523 → 0.00%

Average Individual Client Breakeven Point

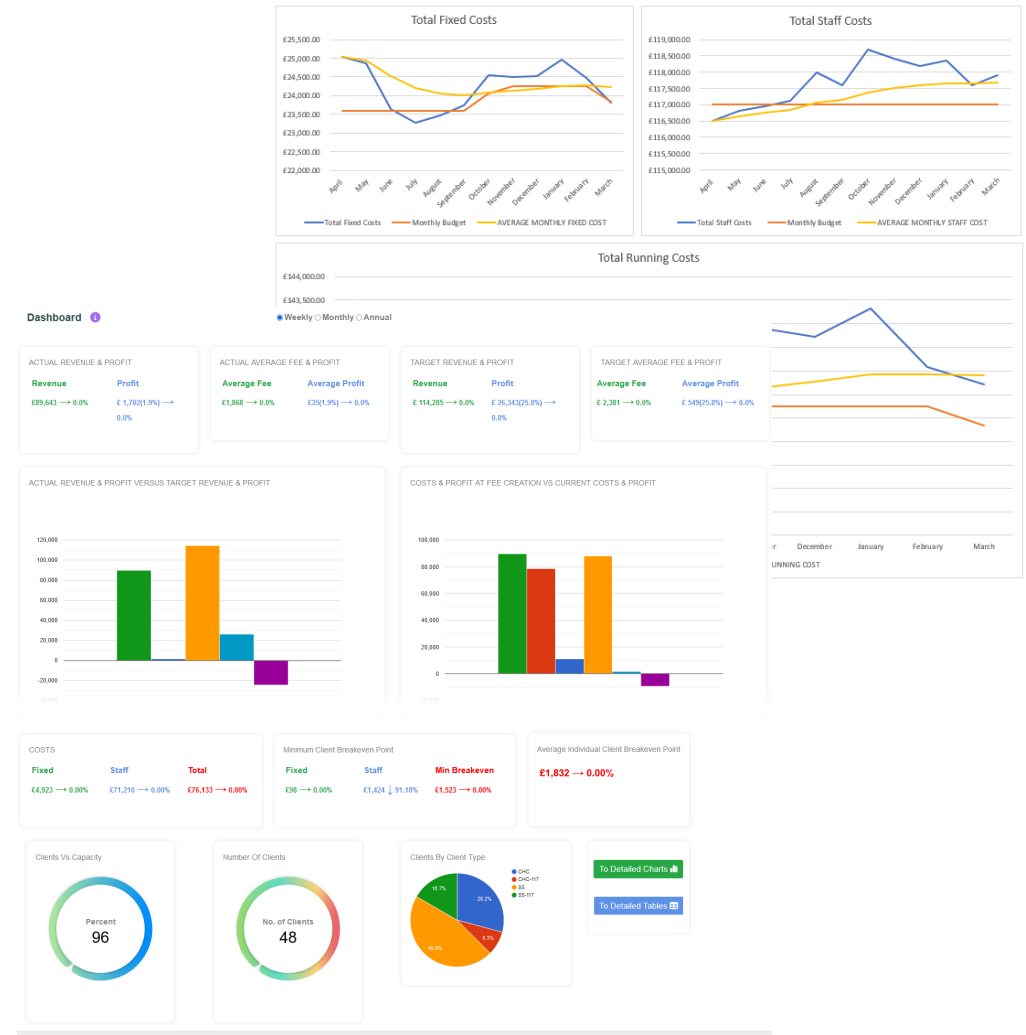
£1,832 → 0.00%

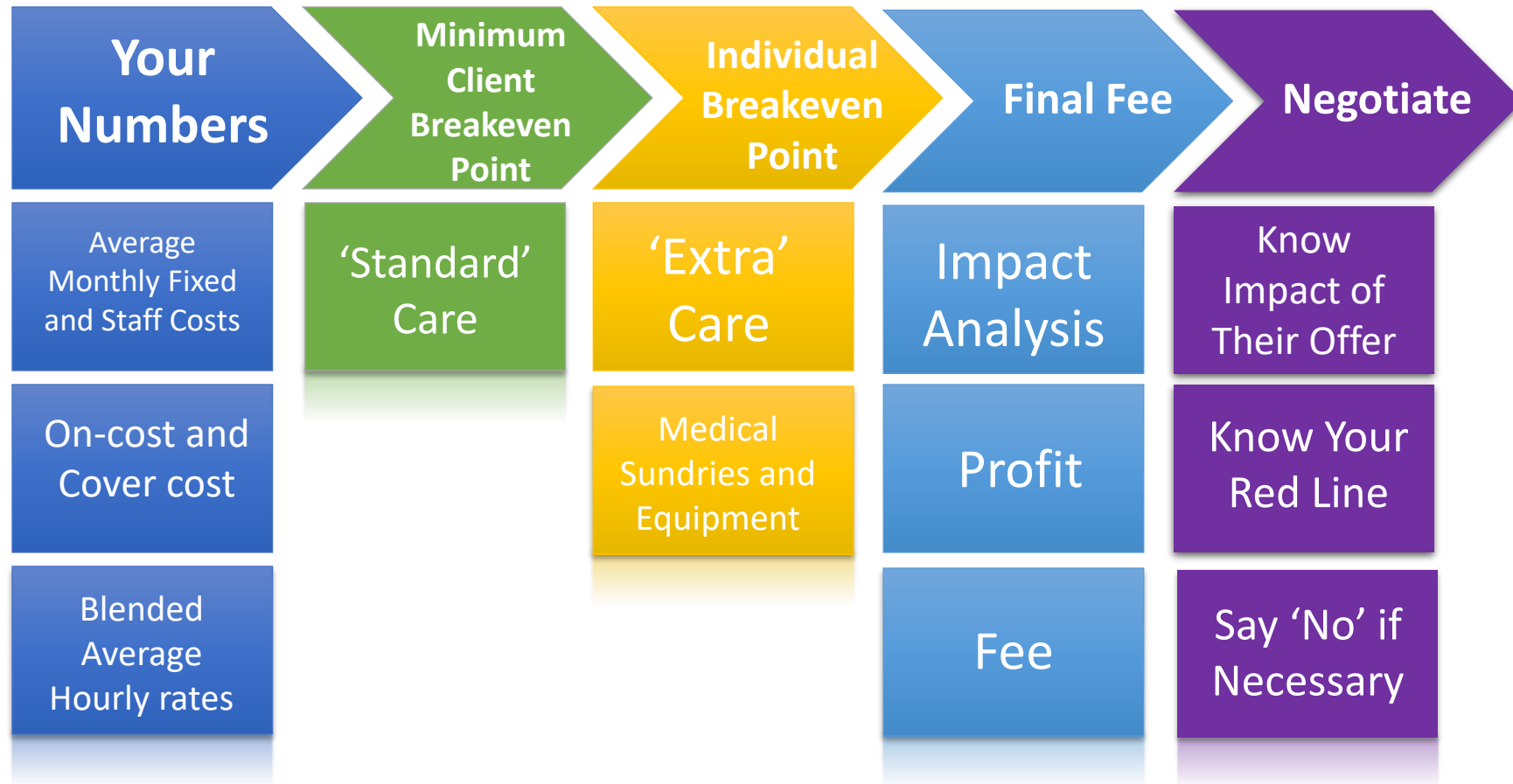


To Detailed Charts 📊
To Detailed Tables 📄

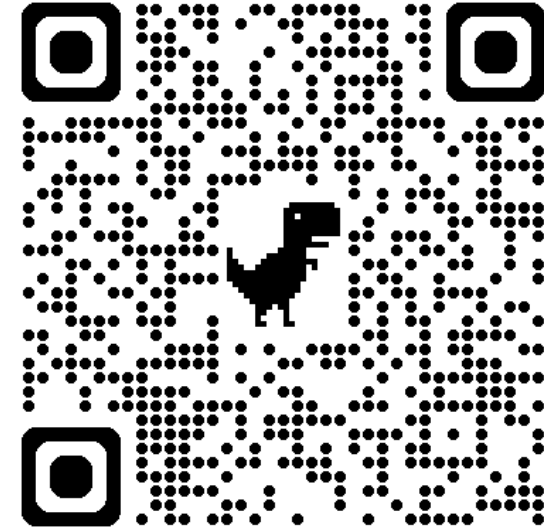
Clarity and control over your costs and revenue

- Eliminate guesswork and set accurate STABLE fees.
- Justify the fees you need - FCOC
- Know the financial impact of not increasing your current fees or of accepting a lower fee.
- Have the clarity of knowing the impact of an empty bed or one less client
 - serve notice if necessary.
 - Refuse to take a new client.





Set the right fees - Care Fee Calculator



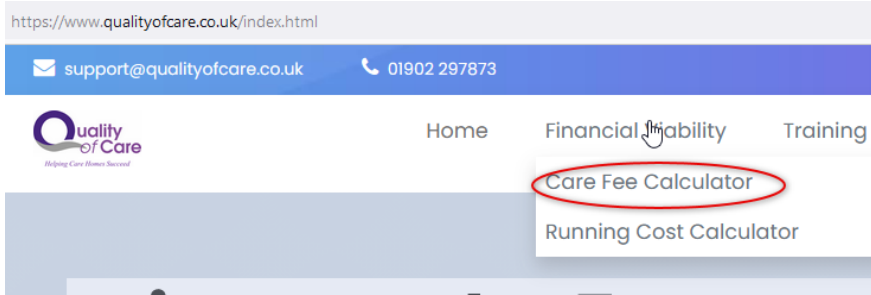
Try the Care Fee Calculator free for 30 days.
That gives you enough time to review your current client fees based on your cost increases in April and cancel your subscription if you wish without paying a penny.

No risk.

Scan the QR code to go to the Care Fee Calculator web page.

<https://www.qualityofcare.co.uk/carefeecalculator.html>

If you have any questions, contact us on support@qualityofcare.co.uk



Go to www.qualityofcare.co.uk and click Financial Viability in navigation bar to reveal dropdown and click Care fee Calculator.

Set The Fees Your Care Business Really Needs

The **Care Fee Calculator** is the only tool that will ensure you set the right fees to meet the care needs of your clients and the financial needs of your care business.



Try the Care Fee Calculator Now For Free

Find Out More

Book a Demo

Click the try now for free button.

Single Licence
Single Care Business

Only 30p per Client/Bed per week

Choose Plan

Multi-Licence
For up to 10 Care Businesses

Only 27p per Client/Bed per week

Choose Plan

Choose the appropriate plan.

Remember. You will not be charged for 30 days and can cancel any time before the 30 days expires.

Care Fee Calculator

Single Care Licence

How many clients/beds does your care business have?
Enter the number of clients/beds

No. Of Clients/beds

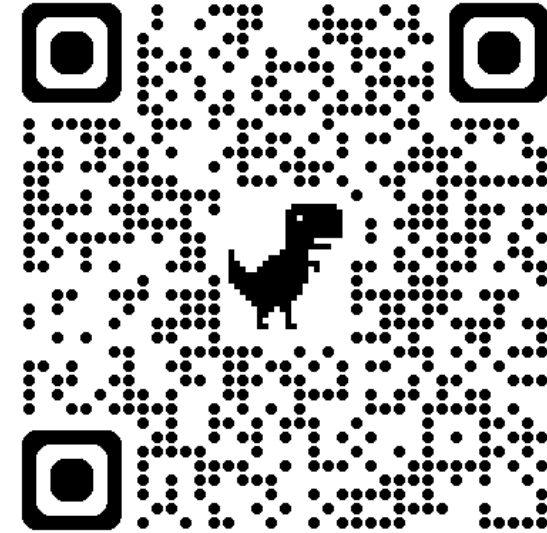
Annual Licence Fee £

Buy Now

No risk 30-day money back guarantee.

Enter the number of clients you provide care for or the number of beds for your location to get the licence cost which is based on per client or bed.

Control your costs - Running Cost Calculator



Try the Running Cost Calculator free for 30 days.
Cancel your subscription if you wish without paying a penny.

No risk.

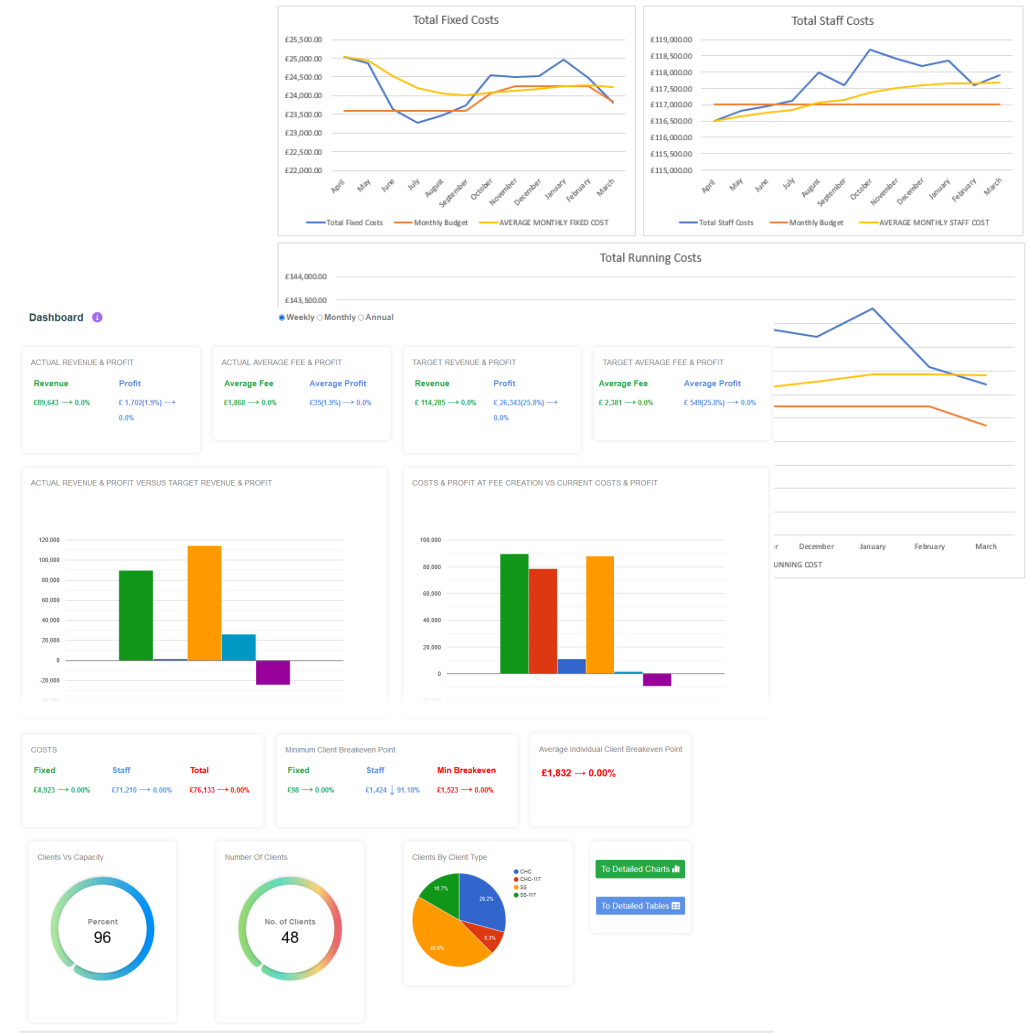
Scan the QR code to go to the **Running Cost Calculator** web page.

<https://www.qualityofcare.co.uk/runningcostcalculator.html>

If you have any questions, contact us on support@qualityofcare.co.uk

Take control of your business

- Right now the future survival and success of your business is in the hands of others.
- Take control of your business and set accurate, detailed fees that you can justify and defend.
- The future of your care business and ultimately of the sector depends on you doing this.



You, like all business leaders, are going to be hit by the government's rises in hourly rates and N.I.

Most businesses will increase their prices.

You need to do the same.



Review Your Current Fees Based on April's Cost Rises Now.